

loan, the investors purchasing the bonds, and the owners of the other securities of the borrowing company. It does no harm to keep in touch with the activities of the company whose securities you own, for success with investments does not end when you have received your bond or stock certificate and paid the purchase price. Many things can happen later on which will change the whole aspect of the case.

QUESTION AND ANSWER

Q. How many "Bankers Shares" of the Cities Service Company are outstanding? What is the character of this issue?

A. There are deposited with the Bankers Trust Company of New York 30,000 shares of the common stock of the Cities Service Company. There are issued against these 30,000 shares 300,000 "Bankers Shares," each certificate representing one-tenth of a share of common and may be exchanged for common stock on the basis of ten shares for one. All stock dividends received each month on the deposited shares are sold, and the proceeds distributed as dividends on the Bankers Shares. For this reason the dividends on the Bankers Shares vary in amount each month, for they naturally are dependent upon the market value of the stock sold at the particular time. The Bankers Shares are dealt in on the New York Curb and are listed on the Cleveland Stock Exchange.

FINDING HOMES FOR MISPLACED INDUSTRIES

MUCH attention is being given today to placing the individual in the job for which his peculiar qualifications best fit him. Many business tragedies are the direct result of misdirected ability—the right man in the wrong job. Hence business leaders are giving much thought to the proper placing of men—to the end that their natural and inherent abilities can be utilized to the fullest extent.

This line of action has led to a more careful consideration of the proper location of an industry. Many of our most progressive cities are endeavoring to attract new industries by a thorough presentation of the advantages which they are prepared to offer business firms which are not advantageously located. Thus there has arisen spirited competition among certain of our municipalities to induce certain industries to relocate to mutual advantage.

Many manufacturing plants are now situated mainly through accident. The site of a plant may happen to be the birthplace of the founder, or it may have been chosen in a local boom period, or because land was cheap, or because labor conditions were at one time favorable, or for many other reasons which may have ceased long ago to be operative. Yet the plant still remains, out of force of habit, though a removal may offer many advantages in securing better access to the raw materials market, in more plentiful and cheaper labor, or in better transportation and distribution facilities.

So certain cities have undertaken to



The Accident that Founded a Giant Industry

IN a little Massachusetts town, with skeptical neighbors as an audience, Charles Goodyear vigorously expounded the possibilities of waterproofing with rubber—if the gum could be made resistant to heat and cold. In an emphatic gesture, his hand struck the hot stove. He dropped the lump of sulphur-mixed rubber gum clenched in his fist; it charred slightly but did not melt. He had accidentally discovered *vulcanizing*, the long sought process.

Since that fortunate day eighty-two years ago, New England has never lost her advantage as a leader in developing the wider use of rubber. Great factories in Massachusetts and Connecticut turn out two-fifths of the nation's rubber footwear. Many of the best known tire factories are located here, and they ship to every corner of civilization.

THE NATIONAL SHAWMUT BANK is three years older than the vulcanized rubber industry, and has grown up with it—served its interests consistently and intelligently. From distant plantation to factory, and into all the markets of the world, Shawmut financing figures largely.

Inbound or outbound commerce pertaining to the rubber industry of the country can be handled with greatest economy by the bank that stands closest to the manufacturer, and that bank is SHAWMUT.



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ness of Halsey, Stuart & Co. is done with banks and other institutional investors. An extensive list of securities, a trained organization, and a distribution of offices in the principal financial centers, enables us to render a bond service which many institutional investors have come to regard as indispensable.

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We're right on the ground

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Best Security for Money

The financial strain during the past months has demonstrated that well placed First Mortgages on Farm Land are the safest of investments.

For 38 years investors from all sections have purchased our Mortgages and Real Estate Bonds without the loss of a dollar.

The rate at present is 7%. Send for offerings and descriptive pamphlet "S."

E. J. LANDER & CO.
ESTABLISHED 1863—CAPITAL & SURPLUS \$500,000.00
GRAND FORKS, NORTH DAKOTA.

present their particular advantages in a straightforward businesslike way through carefully planned advertising. This work is generally under the supervision of the local Chamber of Commerce and carried through by trained advertising men. The advertisements are placed in newspapers and periodicals carefully selected to reach the class of business men desired. And where this has been properly done results have followed. Mr. O. Watts, President of the First National Bank of St. Louis, says in "The Nation Business:"

"In this day of close competition sentiment is commonly regarded as barren. No industry stays where it is because the grandfather of the industry was born there. And so it has come about that cities desiring to expand enter upon systematic campaigns for new business and 'sell' themselves by series of advertisements and follow-up letters.

"A city, that is to say, is sold much as a typewriter or a filing system or a plot would be sold. A location advantageous to one industry because of its nearness to necessary raw materials and its favorable location with regard to the market may be wholly unsuited to another. Sound principles govern the manufacturer when he changes the location of his plant or decides to build an additional factory in a new city. When the American Locomotive Company determined not long ago to establish a \$2,000,000 plant near St. Louis, its officials took these things into consideration. When a new wheel factory was built at Tonawanda, New York, there were similar motives. Baltimore, which has been campaigning actively and successfully for new industries, figures on a cost sheet showing the manufacturing superiority of that city over its rival for the industry it is seeking.

"Reading his favorite magazine or newspaper, the president of a misplaced industry who had been calculating the cost to him of long hauls on raw materials and finished products sees learning at him from the page a group of facts picturing an ideal location for him. He calls a meeting of his board of directors, there is a rapid exchange of correspondence, and one city's loss of an industry is another's gain. Nor are the cold commercial assets the only factors taken into consideration. Housing, schools, churches, clubs, parks, and opportunities for comfortable and contented home life are sometimes decisive factors.

"Some there are who think an automobile drive through New Orleans means rough going over miles of cobblestones. Some there are who think that the Tonawandas are an outpost of Kan chatka. Some there are who doubtless have grotesque ideas about St. Louis. It is to undeceive these persons and to bring the truth to the attention of the public that municipal advertising campaigns are planned and carried out. Some of them are being prosecuted successfully even now. In all of them it will be found that the statements have been stripped of exaggeration and that the advertisements are placed with magazines or newspapers of influential circulation."

Such cities as Baltimore, New Orleans

s Moines, St. Louis, Seattle, San Francisco, and Tonawanda, New York, have undertaken extensive advertising campaigns and have been able to show results. Seattle, for example, is advertising its great advantages as a great rail and shipping center with easy access to many sources of raw material, and water power. Its Chamber of Commerce is in active correspondence with industries which may be contemplating a change of location.

Mr. Watts in a further discussion of principal campaigns says:

St. Louis is the first old city of the servative type to make a serious demand for its place in the sun. A coterie of business men of the Chamber of Commerce there, backed by an aggressive mayor, is telling the city's story through advertising, not so much with the intention of exploiting St. Louis as to present facts of its commercial prowess, fitness, and strategic industrial position. The Mississippi River forms a natural outlet to the sea for shipments to Cuba, Porto Rico, Central and South America. St. Louis expects in time, with the improvement of the river, to become an inland port. . . .

Baltimore and the Tonawandas use similar arguments. Baltimore, for instance, is a big and growing seaport, and, aside from tax exemption, offers bonus or special inducements to new industries. The city advertises extensively and the Merchants and Manufacturers Association circularizes other industrial centers. Various business and trade bodies also subscribe to the sense of obtaining data, and citizens are continuously on the lookout for tips about industries susceptible of transportation.

To influence the decision Baltimore sets forth the fact that it is the deeper gateway for three great railroad systems and is 150 miles nearer Chicago to the Middle West than any other seaport city. The accessibility from Baltimore of the Panama Canal, Cuba, and the east coast ports of South America; the cheapness of coal, gas, and oil for steam and of electricity generated on the St. Lawrence River, are other factors in the equation.

"Several new plants have been located recently in the Tonawandas as a result of a similar campaign. 'In the heart of America's purchasing power' is the slogan. The city sets forth the advantages of cheap electric power from Niagara, its position as a marine and rail gateway between the Great Lakes and the Atlantic, the United States and Canada, its superior labor supply, its diversified raw materials, its good working conditions, its favorable climate, and the riches of the agricultural and fruit lands lying around it."

The public-spirited business men in these cities who are contributing their time and money to such campaigns are rendering a real service. The advertising is not only of benefit to the cities themselves, but in many cases has brought languishing industries to new life by enabling them to relocate their plants and thus secure certain advantages which may transform them from losing to profitable, growing undertakings.

The First National Bank of Boston

Transacts commercial banking
business of every nature

Make it your New England Bank

Capital, Surplus and Profits
\$37,500,000

W. L. DOUGLAS

Retail Price **\$8.00** SHOES Quality of Material and Workmanship Maintained
Reduced

Special Shoes \$10.00 || Special Shoes \$6.00
Hand Workmanship Stylish and Durable

FOR MEN AND WOMEN

THE STAMPED PRICE IS W. L. DOUGLAS PERSONAL GUARANTEE
THAT THE SHOES ARE ALWAYS WORTH THE PRICE PAID FOR THEM

YOU CAN ALWAYS
SAVE MONEY BY WEARING
W. L. DOUGLAS SHOES
SOLD DIRECT FROM FACTORY
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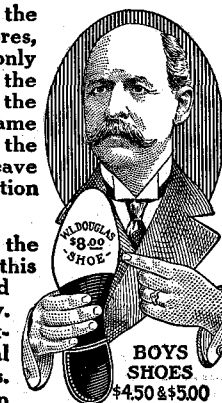
They are the best known shoes in the world. Sold in 107 W.L. Douglas stores, direct from the factory to you at only one profit, which guarantees to you the best shoes that can be produced, at the lowest possible cost. W.L. Douglas name and the retail price are stamped on the bottom of all shoes before they leave the factory, which is your protection against unreasonable profits.

W. L. Douglas shoes are absolutely the best shoe values for the money in this country. They are made of the best and finest leathers that money can buy. They combine quality, style, workmanship and wearing qualities equal to other makes selling at higher prices. They are the leaders in the fashion centers of America. The prices are the same everywhere; they cost no more in San Francisco than they do in New York.

W. L. Douglas shoes are made by the highest paid, skilled shoemakers, under the direction and supervision of experienced men, all working with an honest determination to make the best shoes for the price that money can buy.

CAUTION Insist upon having W. L. Douglas shoes. The name and price is plainly stamped on the sole. Be careful to see that it has not been changed or mutilated.

W. L. Douglas shoes are for sale by over 9000 shoe dealers besides our own stores. If your local dealer cannot supply you, take no other make. Order direct from the factory. Send for booklet telling how to order shoes by mail, postage free.



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President
W. L. Douglas Shoe Co.,
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THE PREMIER THERMS AND
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CURE, REST AND
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Luxurious hotels and magnificent Casinos,
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Festive Villas and Pensions amidst Syl-
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Modern Thermal Establishments, Sport
Organizations of every kind, combine to
please every taste and meet all budgets.
For your convenience, arrangements have
been made whereby you can secure your
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AMERICAN TOURS

Trips to California, Hawaii,
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EUROPE 1921

Parties enrolling now. Moderate
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Great success 1920.

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AT MY EXPENSE by organizing a
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from all over the world to

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The quaintest and most interesting of all
countries. Come while the old age customs
prevail. Write, mentioning "Outlook" to
JAPAN HOTEL ASSOCIATION
Care Traffic Dept.
IMPERIAL GOVERNMENT RAILWAYS
TOKYO

for full information.
Rates for a single room without bath and with 3 meals,
\$5-6 in cities and popular resorts, \$4-5 in the country

Tours and Travel

England, Beautiful North Wales

Two ladies, long experience in a girls' board-
ing school, will chaperon three or four girls
to England sailing about June 8th, returning
mid-September. One month London visiting
places of interest in and around city. Motor
tour through Shakespeare's country, Strat-
ford-on-Avon, Warwick, Kenilworth, en route
North Wales. Will take house probably Dol-
gelly, picturesque old world town, five weeks.
Motorings through entire country visiting
Edwardian castles, Harlech, Conway, Car-
narvon. Opportunities golf, tennis, fishing,
boating, bathing. Some social life.
Address 4,965, Outlook.

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Five weeks with Prof. Otto Bond, Chicago
University. Brittany, Paris, the battlefront,
motoring in the Chateau country, the Pyre-
nees. "With the understanding also."
INTERCOLLEGIATE TOURS
65-A Franklin St., Boston, Mass.

Man acquainted with travel in Europe
would take two or three boys abroad
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The Firs KENT, Litchfield Co.,
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NEW MILFORD, Litchfield Co., Conn.
In the foothills of the Berkshires. Open all
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booklet. Mrs. J. E. CASTLE, Proprietor.

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SUMMER at DEER ISLE, ME.
Furnished houses and rooms and board.
Fine autoing; deep-sea fishing and boating.
A summer at Deer Isle means rest. A fine
health resort. Cuts of houses furnished on
request. Prices reasonable. If interested, cor-
respond with Board of Trade, Deer Isle, Me.

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central dining-room. Garage, golf near by,
boating, bathing, fishing. Fresh vegetables,
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Orchard Hill, opened for boarders May 1.
Good trout fishing. Plenty eggs, cream
and chickens. Rates reasonable. References
given. Correspondence solicited. JACKSON
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If You Are Tired or Need a Change
you cannot find a more comfortable place in
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THE WELDON HOTEL

GREENFIELD, MASSACHUSETTS
It affords all the comforts of home without
extravagance.

CAPE COD THE PINES

COTUIT, MASS.
Boating, bathing excellent. Cottages. Ideal
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91 Elm Street, Northampton, Mass.
Season June 24 to Sept. 10. Reservations may
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but must be near the city. Just the place in
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nearly all bedrooms. Private baths. Many
comfortably furnished rooms for general use,
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Fern room. "Cr-ws' nest" Outlook. Edison
Phonograph-laboratory model. Casino (sepa-
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Pleasant forest walks and country drives.
Free taxi to A.M. and P.M. Boston trains.
Milk, cream, berries, fresh eggs, chickens.
Terms moderate. Tel. Wellesley 51164.

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NEW YORK

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fugee at very moderate rates the attrac-
tions of a beautiful lake shore in a locality
with a remarkable record for healthfulness.
The club affords an excellent plain table and
accommodation. The boating is safe, there are
attractive walks and drives, and the points of
interest in the Adirondacks are easily acces-
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to board and lodging address Miss MARGARET
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For particulars regarding cottage rentals
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Come to Camp Sacandaga On Lake
ADIRONDACKS Sacandaga
for the lovers of the out-of-doors. Refined sur-
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cottages and tents for sleeping. Boats and
canoes. Black bass fishing. Hikes into the
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MEYER, Lake Pleasant, Hamilton Co., N. Y.

HURRICANE LODGE and Cottages IN THE ADIRONDACKS

Hurricane, Essex Co., N. Y.
Comfortable, homelike. Altitude 1,800 feet. Extensive
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Valley. Trout fishing. Camp-
ing. Swimming pool. Golf
links; mile course a well-kept green. Tennis
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Furnished cottages, all improvements. Sepa-
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Wonderful location, in spruces and pines.
Beautiful illustrated booklet \$18 to \$20.
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30th Season Twilight Park, N. Y.
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Special rates for May and June.
Managers: Mrs. A. FOULKE PIM, Miss M. F. WISTAR

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comfort, and commends itself to people of
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and be within easy reach of social and dra-
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CHESTER, VT. "The Maples." Delight-
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rooms, pure water, bath, hot and cold; broad
piazza, croquet, fine roads. Terms reasonable.
Refs. exchanged. The Misses SARGEANT.

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WYOMING

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An all season stock ranch. Good water,
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COMFORT in the Big Horn Mountains.
Reservations all the year. Address
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Easy access by automobile. Private home
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The Bethesda White Plai
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A private sanatorium for invalids and
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on a beau-
farm for literary couple. Refined surro-
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Children Boarded Refined ho-
excellent table
valuable children dieted. Nurses' care. B-
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In the Berkshire Foothills
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A Spacious HOUSE, convenient to
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For full particulars
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Beautifully situated and completely fu-
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Finest estate on Maine Coast. Large Colonial
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TO LET, attractive cottage, 11 furnishe
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MASSACHUSETTS

Manomet, Plymouth, Mass.

NEW FURNISHED COTTAGE,
to let or for sale; broad piazzas, electric
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open fireplace; terms moderate. WM. H.
HAWLEY, Room 143, State House, Bosto.

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LARGE FURNISHED HOUSE
fourteen rooms and two baths, in pleasant
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Apply to Box 752, Northampton, Mass.

To Rent for Summer at Williams-

town in the
Berkshires, roomy Colonial house with all
modern conveniences. Sleeping-porch, open
fireplaces, three bathrooms, ample maids'
quarters, garage, large garden. Fully fu-
nished. Talcott M. Banks, Williamstown, Mass

MASSACHUSETTS

RKSHERE HILLS

WILLIAMSTOWN, MASS.

For four months. Cool brick house, furnished 5 master's bedrooms, 2 baths; 3 bedrooms, bath. Garage (stable), 7 acres; orchard, vegetable garden (planted as requested), strawberries, raspberries, 5 acres from Country Club (golf, tennis, etc.). Rent from Hotel. Photographs sent on request. S. F. CLARKE, 10 South Street, Williamstown, Mass.

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NEW HAMPSHIRE

9 bedrooms, bathroom, for rent to people for summer season. Delightful located on New England farm near South and Concord. Every convenience. Unfurnished. Open fires. Wood supply. Rent \$500. Apply for particulars.

JOHN F. SCOTT, 34th St., New York, N. Y.

White Mountains

at Hills, Franconia, N. H.

2 beautiful cottages for rent. Hot baths, fireplaces in every room, electric telephone. Three hundred acres, free tennis, dancing; meals at delightful hotel takes complete charge of guests. Reasonable rates. Finest view east of cities. KARL P. ABBOTT.

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NEW YORK

es For Sale in ADIRONDACKS. Long Lake, beautiful location, and bargain at \$1,500. Mrs. C. H. PERRIN, Scarsdale, N. Y.

rent, Keene Valley, Adirondacks completely furnished cottage, linen, etc., 3 bathrooms, 8 fireplaces, telephone, magnificent mountain and views. Golf and tennis near. Address LUDLUM, 1827 Pine St., Philadelphia.

untry Home ADIRONDACK HILLS with access to a beautiful lake. Fully furnished; moderate John B. Burnham, 233 Broadway, N. Y.

RENT ON LAKE GEORGE In the Adirondacks. bed cottages. Golf, tennis, boating, fishing. Meals at Club if desired. NEUBERGER CO., Glenburnie, N. Y.

ke Champlain. Shore front camps in pines, furnished. Open fires. Sand for children. \$250 to \$300 for season. EASTON, 140 Liberty St., New York.

sex-on-Lake Champlain

t for the season. Ten rooms, two baths; bed for housekeeping; large veranda front, fine views, boating, etc. Address R. NEWBY, 7 W. 92d St., New York. One Riverside 1184.

IRACTIVE BUNGALOW

RENT FOR SUMMER MONTHS. Located directly on Trout Lake, three miles from Bolton Landing, Lake Champlain. Entirely new. Built by present owner, who will rent for the entire season at a rental. Completely furnished throughout. Five rooms (three bedrooms) and bath. Kitchen with running water. Ice, wood, and boat included. All particulars address 4,511, Outlook.

NEW YORK

FOR SALE U Can Secure Delightful Seashore Home, obtain money-making investment at one stroke; healthful, restricted, bay view, gorgeous sunsets, friendly neighbors, fishing, boating, swimming, commuting distance from New York. OWNER, Box 63, Bloomfield, N. J.

FOR SALE—HOUSE

containing 7 rooms and bath, also very large sleeping porch. Garage, barn, and 16 acres. Pound Ridge, Westchester County, N. Y. Call or write A. C. AGOR, 530 Fifth Ave., New York City.

\$800 Cash Secures 180 Acres

4 cows, tools, machinery, vehicles, etc.; valuable lot timber, pulp, cord wood; fruit; 8-room house, 11-cow barn; \$2,000 gets all. Details page 16 Illus. Catalog 1100 Bargains. F.R.D. STROUT AGENCY, 150 BM Nassau St., N.Y. City.

VERMONT

Lake Champlain, Vermont CAMP TO RENT

Malletts Bay, Coates Island 6 miles from Burlington, one-half mile across bay from McVicar's Camp. 6-room furnished bungalow with 4 bedrooms, bathroom, tub, running hot and cold water, 3 screened porches, garage. GEORGE M. SABIN, M.D., 244 Main St., Burlington, Vt.

Lake Champlain FOR SALE OR TO RENT. Four modern, furnished houses, seven miles from St. Albans, Vt. Dock, bathing beach. Apply Dr. MELVILLE, St. Petersburg, Fla.

Property Wanted

WANTED To Rent, in New England for summer, furnished bungalow, with sleeping porch, modern conveniences, and gardening plot, near supplies. Write Mrs. F. M. West, 300 Forest Park Ave., Springfield, Mass.

Wanted To Buy Old-fashioned HOUSE in or near New England village or town, preferably Massachusetts or Connecticut. Prefer not more than 15 acres. Send photographs, if possible. W. D. H., 749 West End Ave., New York City.

WANTED—TO RENT

either a house or store for tea-room in summer resort or along auto highway. 4,771, Outlook.

BOARD AND ROOMS

LADIES visiting New York, professional women, students, transient, or permanent, June-October. Apply School for Girls, 17 East 88th St.

ROOMS TO RENT

SUMMER visitors may have exclusive and convenient lodging at my home. Mrs. Z. C., 32 Broadway, Beverly, Mass.

FOR THE HOME

HONEY—Delicious honey. Guaranteed pure. \$1.90 for 10 pounds, \$1.05 for 5 pounds, postage prepaid in zones 1 and 2. 9,788, Outlook.

BUSINESS OPPORTUNITIES

COOKING for PROFIT. Earn handsome income; home cooked food, catering, tea room, etc. Correspondence course. Am. School Home Economics, Chicago.

BOOKS, MAGAZINES MANUSCRIPTS

GENEALOGICAL RESEARCH. New England ancestry established. I traced the 429 Hallett-Green heirs. William M. Emery, Fall River, Mass.

SPEECHES, lectures, and special articles prepared for all occasions. Prompt and careful service. 1,000 words, \$10. Sanborn and Pierce, Studio, 690 Shepard Ave., Milwaukee, Wis.

LANTERN SLIDES

LANTERN slides made and colored. Highest grade work. 25 years' experience. Edward Van Aken, 23 West 38th St., New York City.

HELP WANTED

Business Situations

WANTED—1,500 Railway Traffic Inspectors; no experience; train for this profession through spare-time home study; easy terms; \$110 to \$200 monthly and expenses guaranteed, or money back. Outdoors, local or traveling, under big men who reward ability. Get Free Booklet CM-27. Stand. Business Training Inst., Buffalo, N. Y.

WANTED—Director of Sunday school and young people's work in New Jersey suburban church. Position will become vacant at early date. Reply, giving experience and references. State compensation expected. 9,716, Outlook.

SPLENDID clerical work opportunity. Spare or whole time. No canvassing, good money. Chauntauqua Business Builders, Jamestown, N. Y.

COMPANIONS and Domestic Helpers WANTED—Young gentlemen of refinement and culture, fond of the country, who would appreciate quiet home life with lady requiring companion-nurse. Must have good health. Full particulars and references desired. 9,792, Outlook.

COMPANIONS and Domestic Helpers DIETITIANS, superintendents, cafeteria managers, governesses, matrons, housekeepers, social workers, and secretaries. Miss Richards, Providence, East Side Box 5, Boston, Fridays, 11 to 1, 16 Jackson Hall, Trinity Court. Address Providence.

PLACEMENT BUREAU for employer and employee. Housekeepers, matrons, dietitians, governesses, attendants, secretaries, mother's helpers. 51 Trowbridge St., Cambridge, Mass.

WANTED—Lady of refinement and education as mother's assistant with children. Apply Mrs. KARRAN, 75 Fulton St., N. Y. City.

NURSERY GOVERNNESS or reliable nurse to help with the care of three children. Willing to go to seashore. References. Mrs. Archer Trench, 88 Henderson Avenue, New Brighton, Staten Island.

WIDOW with four little boys wishes to find competent, well educated young woman under forty, who will share care of children and be agreeable companion, \$50 monthly. Summers in Maine. One maid kept. Box 355, Haverford, Pa.

WANTED, at once, housemother to take full charge 45 boys, ages 6 to 14. Outside school. Personal interview preferred. Hartford Orphan Asylum, 171 Putnam St., Hartford, Conn.

WOMAN, experienced in care and training of children, for boys 4½ and 6½. Box 475, Scarsdale, N. Y.

WANTED—Young woman to serve as companion to girl 7 years and boy 5 years. Experience not necessary. Intelligence and refinement and references required. Brooklyn in winter and Long Island summers. Address P. S. W., 28 Orange St., Brooklyn, N. Y.

Teachers and Governesses

WANTED—Competent teachers for public and private schools. Good teaching every day. Send for circulars. Albany Teachers' Agency, Albany, N. Y.

WANTED—Governess-nurse for little girl whose mental and physical development is retarded on account of injury to head. 9,763, Outlook.

WANTED—Teachers all subjects. Good vacancies in schools and colleges. International Musical and Educational Agency, Carnegie Hall, N. Y.

SITUATIONS WANTED

Professional Situations

ORGANIST and PIANIST, Presbyterian, desires church position. Location and organ considered. References. 9,727, Outlook.

Business Situations

SECRETARY—Young woman, experienced, desires position in school or college. References. 9,728, Outlook.

YOUNG man desires position of superintendent or assistant in boys' institution, or in church work among young people. Would tutor. Experienced. 9,743, Outlook.

LADY desires position as assistant or take charge of linen room in an institution. 9,760, Outlook.

WANTED—Position as private secretary by graduate nurse. Registered, 14 years' experience all branches of the profession; also graduate secretary, experienced. With an association, hospital, or doctor's office. References. 9,773, Outlook.

SECRETARIAL position, in Pittsburgh or vicinity, desired by young woman; college graduate; 3½ years' experience as stenographer and secretary. 9,758, Outlook.

STATISTICAL CLERK, young lady with 3 years' experience, desires position. 9,787, Outlook.

AVIATOR, former Lieutenant Army Air Service, desires position as pilot with firm or individual, passenger-carrying, exhibition work, or Gosport instruction. Address John F. Bay, Jarrettsville, Md.

WANTED, by trained woman farmer, position as manager or assistant manager on salary, shares, or partnership. Good references, good cause. 9,794, Outlook.

UNIVERSITY graduate with considerable business experience wishes to travel this summer, earning his way. Can do stenographic and secretarial work. 9,781, Outlook.

COMPANIONS and Domestic Helpers EDUCATED young American woman, accustomed to traveling as companion, tutor, or chaperon. 9,706, Outlook.

TWO French teachers want summer position as waitresses in tea room or hotel. Miss L. L., 67 Wildwood Ave., Newtonville, Mass.

YOUNG woman wishes position to chaperon young girls. Summer months. References exchanged. 9,775, Outlook.

CERTIFIED nurse, whose professional life has been spent with patients of acknowledged refinement and standing, will consider an offer to travel as companion and nurse to lady or ladies planning trip abroad. Address Nurse, 201 W. 108th St., Apt. 47, New York City.

REFINED Swiss woman, 38, conscientious worker, good references, speaks English and French, wishes position as housekeeper in institution or motherless home. 9,777, Outlook.

CULTURED young woman, good reader, used to travel—cheerful, adaptable, used to managing house and maids, desires position as companion or home manager. 9,774, Outlook.

YOUNG woman, teacher, as companion for summer. Will travel. 9,776, Outlook.

REFINED, educated woman, secretarial experience, six years in the Orient, desires position as traveling companion or executive secretary. References exchanged. 9,761, Outlook.

EXPERIENCED institutional manager, housekeeper, and dietitian, desires position of responsibility. \$150 a month and maintenance. 9,765, Outlook.

REFINED lady, speaking French, Spanish, desires to be companion, home or traveling. Miss Khrouet, Grand Haven, Mich.

POSITION wanted as housekeeper for business woman or companion to invalid. 9,770, Outlook.

COMPANIONS and Domestic Helpers

LADY well qualified to act as chaperon; wishes position for summer months. Excellent references. 9,739, Outlook.

TWO refined Southern girls will travel as companions. Separately, together. 9,752, Outlook.

GRADUATE nurse, speaking French and Italian, desires position as nurse or companion with family traveling. 9,753, Outlook.

SUMMER position wanted as companion or governess. 9,768, Outlook.

WANTED, by refined American woman, position of trust as companion-assistant in the home. Fond of children, capable and experienced. 9,772, Outlook.

YOUNG woman desires position as companion-secretary; can drive car. Best references. 9,736, Outlook.

WOMAN desires position as companion, tutor to children, or helper in house duties or management. 9,780, Outlook.

FORMER TEACHER, Protestant, desires position as mother's helper or governess. Available at once. 9,786, Outlook.

CHAPERONE.—CLERGYMAN desires to recommend lady who has had large experience in foreign travel with young people. Will accompany as companion or chaperone in this country, or in Europe, where her knowledge of languages and customs would be very useful. Exceptional references. 9,784, Outlook.

MANAGING housekeeper, Companion-housekeeper. American lady, capable of taking entire charge of house, servants, marketing, etc. City or country references. 9,789, Outlook.

WANTED—Companion's position, summer months. Experienced. References. 9,798, Outlook.

Teachers and Governesses

POSITION wanted in June to October, a tutorage, Columbia graduate, master's degree. 9,710, Outlook.

FRENCH lady, refined, experienced teacher, excellent references, wishes position for summer. Chaperon, tutoring, private secretary. Would travel. 9,721, Outlook.

REFINED young college student desires summer position as tutor and companion to boy or boys in private family. Athletic. Good references. 9,734, Outlook.

WANTED, by Sargent graduate, position athletic director in school or home for September. 9,745, Outlook.

SUPERIOR French teacher available next fall. College or school in or near New York. 9,778, Outlook.

HIGH school teacher, four years' experience, desires position for summer as tutor or chaperon. 9,757, Outlook.

FRENCH teacher desires summer position tutor or companion. Experienced traveler. 9,766, Outlook.

TEACHER in girls' vocational school would like summer work. Governess. Girls' camp preferred. References exchanged. 9,764, Outlook.

FRENCH woman, high school teacher, 30 years old, desires position during summer as companion or teacher in private family. Miss Lecomte, 262 Norwood Ave., Buffalo, N. Y.

WOMAN, recently widowed, educated, former teacher, desires position as companion-tutor to child under 12. Will tutor in Latin, algebra, and plane geometry, 1, 2, and 3. Compensation moderate. Engagement for June 1. Address Mrs. Frances Armstrong, Lee, Mass.

YOUNG lady, teacher in one of the best private schools of the country, wishes tutoring position for summer. 9,769, Outlook.

EXPERIENCED teacher and supervisor of music or music and penmanship desires position now or September as supervisor or teacher in high or normal school. Can combine with commercial subjects. 9,781, Outlook.

PRINCETON Junior wishes position as tutor or companion to boy or girl for summer. References upon request. 9,783, Outlook.

KINDERGARTNER desires position for summer months in summer school, or as children's entertainer. 9,790, Outlook.

AMERICAN, Teachers' College graduate, thoroughly experienced governess. English branches, French, German, physical culture. Excellent references. Salary \$60. 9,797, Outlook.

COLLEGE graduate, successful boys' teacher, wishes position as tutor for summer. 9,795, Outlook.

MISCELLANEOUS

MISS Guthman, New York shopper, will send things on approval. No samples. References. 309 West 99th St.

BOYS wanted, 500 boys wanted to sell The Outlook each week. No investment necessary. Write for selling plan, Carrier Department, The Outlook Company, 381 Fourth Ave., New York City.

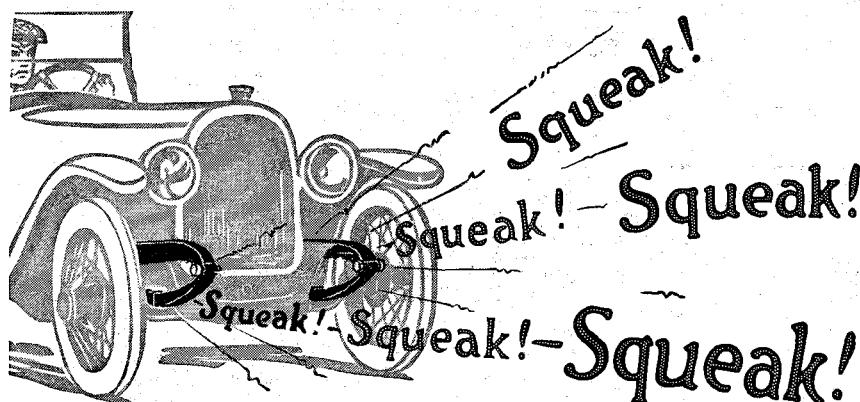
EXPERIENCED teacher, Bryn Mawr graduate, will chaperon and tutor two girls at family camp, Maine, July, August. Terms reasonable. References exchanged. 9,675, Outlook.

M. W. Wightman & Co. Shopping Agency, established 1895. No charge; prompt delivery. 44 West 22d St., New York.

WANTED—Young women to take nine months' course in training for the care of chronic and convalescent invalids. Address F. E. Parker Home New Brunswick N. J.

EDUCATIONAL TRIPS in Massachusetts, local and distant, for four boys, during summer. Expert naturalist and high school teachers in attendance. Headquarters in country; sleeping porches, beautiful living. Lakeside cottage 1½ miles distant, with private supervised swimming beach. An early gratuitous correspondence with boys, in English or French, would aid decision. Minimum weekly board \$25. Teacher-matron, Lock Box 47, Lunenburg, Mass.

CHILD offered superior training in home of Vineland graduate. Parents' and physician's references. 9,756, Outlook.



Stop It—With 3-in-One

Squeaking means friction. Friction means premature wearing out—expense.

Lubricate your auto springs with 3-in-One Oil—the easy way. Done in an instant. Keeps your hands clean.

Don't jack up your car. Don't loosen the clips. Don't use a spring spreader. Do nothing but just this: Squirt 3-in-One among the edges of the leaves and on the ends of the springs. Its

penetrating power is wonderful. It works its way between the leaves—lubricates them perfectly—stops the squeak.

3-in-One prevents rust forming between the leaves—the cause of nearly all spring breakage. Apply 3-in-One once a week, then the leaves will always slide freely and the springs ride easier. New springs lose their stiffness if 3-in-One is used.

End Magneto Troubles

by oiling your magneto (any make) with 3-in-One, the oil that never clogs a bearing or burns at any rate of speed. It lubricates the delicate bearings perfectly and works out every vestige of gum and dirt. Result—a fat, hot spark at just the right firing instant. Magneto manufacturers recommend 3-in-One.

Ford Commutators

need 3-in-One. Makes cranking far easier. No dust or dirt can collect in the commutator when 3-in-One is used. The oil keeps it bright and clean. Every Ford owner should try this.

Keep Your Car Bright

by using 3-in-One on the varnished body surfaces. It beautifies the car and hardens the high finish. Prevents rust on the metal parts. Puts a fine polish on nickel parts. Brightens up the windshield. Preserves the upholstery and leather cushions.

The Handy Oil Can

full of 3-in-One, is the convenient package for motorists. Get a can for your car to-day.

FREE Liberal sample of 3-in-One and Special Automobile Circular.



THREE-IN-ONE OIL CO., 165 SS. Broadway, New York

To Summer Resort Proprietors

The Outlook will devote five spring and early summer issues to special advertising of summer resorts, tours and travel. These will be the issues of

May 11 and 25
June 8 and 22 :: :: July 6

The issue of May 25 will be the special annual travel and resort number containing articles on vacation subjects and illustrations especially selected. The corresponding issue of 1920 carried 198 advertisements of hotels and resorts.

WRITE US EARLY AND WE WILL BE GLAD TO GIVE YOU COPY SUGGESTIONS

Department of Classified Advertising

The Outlook Company, 381 Fourth Avenue, New York City

BY THE WAY

THERE is one bill which, a friend of THE Outlook writes, is paid almost with pleasure. It is a bill for insurance derived from the language in which insurance policy is couched. Who would not thrill at entering upon a contract with a firm which describes its responsibilities in the following words? "To insure the adventures and perils which the said Assurers, are contented to insure and take upon us, they are of the Sea Men-of-War, Fire, Enemies, Pirates, Rovers, Thieves, Jettisons, Letters Mart and Countermart, Surprisals, Shipwrecks at Sea, Arrests, Restraints and Imprisonments of all Kings, Princes, Peoples of what nation, condition or quality soever." Can any lawyer suggest us with the origin of these phrases? they date from the time of the Phoenicians or only from that of Christopher Columbus?

Melville E. Stone, the well-known newspaper man, tells in "Collier's" the story of a famous phrase attributed to Mr. William H. Vanderbilt—"The public be damned." According to Mr. Stone the phrase was used in exasperation against a reporter, not in contempt of the public. The persistent reporter went into Mr. Vanderbilt's private car where he was at dinner and demanded an interview. "Well, sit down at the other end of the car until I have finished dinner, and I will talk with you," pleaded the victim. "But," said the reporter, "it is late and I will not reach the office time. The public—" "The public be damned!" ejaculated the infuriated diner; "you get out of here!" Out of this expostulation, says Mr. Stone, the reporter made his sensational interview which did the railways incalculable damage.

Unlucky vessels, sometimes called "hoodoo" ships, are soon spotted by underwriters, according to "Syren Shipping," and the owners find it difficult to get them insured. An accident during a launching is often taken by seamen as a sure sign of an unfortunate career. An instance cited is Daphne, which turned turtle while being launched and drowned over a hundred men. Though her name was changed more than once in the hope of averting her misfortunes, she remained "unlucky" until she was finally sunk.

According to the American Library Association, Zane Grey and Julius Caesar are the two authors most popular among the doughboys of the American Army of Occupation on the Rhine. Translations of the "Gallic Wars" are second to Mr. Grey's tales of Western adventure. The ruins of the bridge Caesar built near Coblenz have lived in his writings out of the schoolbook class in the eyes of the soldiers.

The world's record in mountain-climbing is held by the Duke of the Abruzzi who climbed 24,600 feet up the sides of