

Woman In Tough Job, Sells Big Machinery

CALGARY, Feb. 11.—(CP)—Selling heavy machinery and earth-moving equipment to tough-talking engineers and foremen on construction jobs is something that had always been left to the men, but 48-year-old Mrs. E. M. Vye proved it could be done by women—and just as well.

The pleasant, soft-spoken Calgary mother is the only known woman in North America who makes her living as a salesman of the big machines.

It all started 11 years ago when the manager of Wilkinson and McClean Ltd. realized he would need women in his firm to replace the men going into the armed services. He didn't think he could get anybody to sell equipment, so he advertised for a woman who could at least keep in contact with the firm's customers.

Mrs. Vye successfully applied for the job and set about keeping relations good between company and client. Perhaps even to her own surprise, she found herself studying the business and graduating to the sales class.

Since that time she has sold hundreds of thousands of dollars worth of equipment and is one of the firm's most valued representatives.

Mrs. Vye, a widow, took the job in the first place to support herself and her daughter. Now her daughter has married Mrs. Vye herself is married again, but the machinery business is in her blood.

Making good in a man's world didn't come easy for Mrs. Vye.

"The fact that I was a female was one of the toughest hurdles to overcome," she says. "Engineers and others I had dealings with made no particular attempt to be chivalrous and it was hard to convince them I had as much to offer as any other salesman."

As for selling technique, she gives this pointer: "What I don't know I admit I don't know. Then I try to find out."

How Can I!!!

By Anne Ashley

Q. How can I make a good metal polish?

A. Mix one cup of bicarbonate of soda. Bring to a smooth paste with water. Use on a clean cloth, rubbing vigorously.

Q. How can I avoid the disagreeable odor from rendering fat?

A. Place the kettle containing the fat in the oven. Start the fat on the top of the stove and when heated through, place it in a moderate oven until it is finished.

Q. How can I remove oil or grease stains from brown or tan shoes?

A. Use lemon juice for this task.

GENTLE CONSTIPATION RELIEF



Alice Brooks Designs

YOUR WRAPOVER!

A WRAPOVER! Isn't it lush? A whole strawberry patch decorates it—big berry pockets, an embroidered necklace of berries. Make matching pot holders! Pattern 7138 has tissue pattern for Wrapover in medium size; cutting charts; 4 transfer motifs. Send Twenty-five cents in coin for this pattern (stamps cannot be accepted) to ALICE BROOKS Designs, c/o The Guardian, 60 Front Street West, Toronto, Ontario. Please print plainly Name, Address and Pattern Number.

Bedtime Snack

solves laxative problem "Constipation made me sullen all day. What a change since I started to use ALL-BRAN regularly! Even my wife notices it!" writes man from Ville Montmorency, Que. If you suffer from irregularity due to lack of bulk, try a bowlful of this toast cereal every night before bed. It may bring back the youthful regularity you thought long lost. ALL-BRAN is the only type ready-to-eat cereal that supplies all the bulk you may need. It's high in protein and iron. Not habit-forming. Kellogg's is so sure you'll like ALL-BRAN that if you're not completely satisfied after 10 days, send empty carton to Kellogg's, London, Ont., and get DOUBLE YOUR MONEY BACK!

Summerside Wedding Of Wide Interest



— Photo by Heckbert.

Shown above are F/O and Mrs. Vernon Louis Ehman, with their attendants, following their wedding which took place in St. Mary's Anglican Church, Summerside, last Thursday. From left to right are F/O Herrand, best man; the groom and his bride, the former Miss Mary Lois Pope; Miss Valerie Rogers of Charlottetown, bridesmaid; Miss Ione Macdonald, bridesmaid; and little Miss Heather Stewart of Charlottetown, flower girl.

That Body Of Yours

By James W. Barton, M.D.

EXHAUSTION OF YOUNG EXECUTIVES

When we think of industrial medicine, most of us have in mind the factory worker. The employers of labor recognize the value of their workmen and more days they can work during the year, the better for employer and employee. To that end, safeguards for machinery which protects the eyes, ears, nose and throat, hands and feet are a must. In addition, there is usually a resident or visiting physician and nurse to look after physical ailments. However, there is a part of industry where the same amount of thought and care is not given and this part is at least as important as the health of the factory worker. I refer to the young business executives.

In the Journal of the American Medical Association, Drs. S. A. Portis, I. H. Zilman and C. H. Lawrence state, "That exhausted business men, when given insight of their life situations, put on a suitable diet, and given needed medication, can do a better job, can be more efficient and happier, and can lose their fatigue is outlined." It is shown that by close observation of these business executives, disabling factors can be found which, if not recognized, may contribute to death and disability. These physicians present a comparative study of 50 business executives under 50 years of age who consulted them as patients and 55 similar executives referred by their employers for routine check-up. Detailed comparisons are given as to physical condition, laboratory observations, x-ray evidence of abnormality and emotional status.

Fatigue (tiredness) was present in a large number of the patients studied and was found frequently to be related to a disturbance of carbohydrate (sugar) digestion and to faulty dietary habits. Next, the importance of life situation is emphasized. The stress and strain of superimposed emotional factors on organic defects can give rise to symptoms which cause the patient to seek medical care. The evidence makes it clear that these executives do become exhausted. These physicians recommend that industry insist on periodic health examinations of these executives.

In addition to an all round or complete physical examination, these executives are in need of psychological and psychiatric advice for long-time efficiency. "It is the role of the physician to rehabilitate this group of young business executives in order that they do not lose their efficiency too early in life."

For the Birthday

Those whose birthday it is may be assured of a period of accomplishment, excitement, journeys and explorations into fresh and experimental fields. The mentality is keyed to innovation, speculation, with the energies and initiative spurred to sudden action. New ideas and a yen for strange adventure and new places may prove dramatic, surprising and possibly romantic. The curious, fanciful and unexplored may lure to new pastures.

A child born on this day is bounteously endowed with mind and desires for a life of the strange, novel and unknown, with practical initiative to make its dreams come true.

Morning Smile

Oh, Fine!

Unfinished

Good Answer

"Did you visit the art galleries when you were in Dresden?" "We had no need. Our daughter paints."

A man had been talking for hours about himself and his achievements. "I'm a self-made man, that's what I am—a self made man," he said. "You knocked off work too soon," came a quiet voice from the corner.

A small child was explaining to her younger brother that it was wrong to work on Sunday. "But what about policemen?" said the boy. "They have to work on Sunday. Don't they go to heaven?" "Of course not," replied his sister. "They're not needed there."

DOROTHY DIX'S COLUMN— Teen-age Wisdom

Girl Rightly Decides To Postpone Steady Dating

DEAR MISS DIX: I'm nearly 16, and very much in love with a boy 21. He wants me to marry him, but as I haven't finished school and am too young anyway, I told him no. I feel I haven't been out with enough older boys to know whether he is the one I'd want for the rest of my life. He can't see my side of it at all, and we have had some quite bitter arguments. However, he says he's going to wait until I'm 21, and then we'll get married. I told him not to wait because if I should meet someone I like better (although that seems impossible right now) I would leave him in a ditch, which I don't want. I think both of us need help. J. B. S.



Muriel Nissen

to go out with other boys, and your boy friend should be appreciative of your good judgment.

MARRIAGE WILL BE SOUND

Of course he'll be jealous, but when you do feel mature enough to settle down to life with him (as I have no doubt you will do), it will give both of you the assurance that your decision was not a hasty one, and the marriage based on deliberation will be lasting. Not for you the wall of "I married at 16 and thought I loved my husband!" or "My husband whom I married at 16 is now tired of me and treats me terribly" etc. etc. These are the plights that lead to my unalterable conviction that teen-age marriages are destined more often than not for unhappiness.

By waiting until you reach 21, you'll have a chance to further your education, and develop friendships that will last the rest of your life. I doubt if it will take that long for you to make up your mind about your boy; probably two or three years of dating will be enough to prove that he's the one and only. If it should turn out that he isn't, it's much better for him to find out before marriage than to wait until only divorce will resolve your problems.

DEAR MISS DIX: My stepdaughter, who is married and fairly well off, is forever requesting loans of her father, which of course are never repaid. I do not wish to ask her for the money as I hesitate to cause a breach in her good relationship with her father. He works so hard over the bills we have incurred; we already owe money to the bank and have now borrowed from a loan company. I think it is unfair of her. The worry is making me ill. C.F.

ANSWER: Your stepdaughter is most unfair to take money from her father when her own financial position is so much better than his. Since speaking of the matter to her may cause friction in the family, why not try to convince her father that he is ruining your health as well as the budget by keeping you in constant worry over money? I am sure he could find any number of reasons to offer for his failure to continue loans.

DEAR MISS DIX: Three years ago I met our next-door neighbor's son. He took me for soda and for rides, has kissed me on several occasions, and I have fallen deeply in love with him. He doesn't

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Dickey Wardrobe From One Pattern



These suit dickets are made from one basic pattern and depend upon detail and fabric for their individuality. Use sturdy cotton for the tucked-front style, lamé or satin for the dress-up colored model and striped taffeta for the diagonally cut design with the ruffled belt. Directions and cutting patterns are available for these THREE DICKEYS. Just send a stamped, self-addressed envelope to the Needlework Department of this paper and ask for Leaflet No. E-2043.

Cook's Corner

HEART SHEPHERD'S PIE

Yield—Six servings. 1 1/2 pounds heart 3/4 cup plus 3 tablespoons flour 1 teaspoon salt 3/4 teaspoon pepper 3 tablespoons shortening or fine-flavored dripping 1/2 cup chopped onion 1 cup diced celery 4 whole cloves 1/2 lemon 3 cups boiling water 1/2 cup cold water 3 cups seasoned freshly mashed potatoes 1 egg, well beaten. Wash the heart, trim as necessary and cut heart into small cubes. Combine the 1/4 cup flour, salt and pepper; sprinkle over heart cubes and combine well. Heat the shortening or dripping; add the floured heart cubes and fry until richly browned. Add the onion and celery and fry until partially tender. Stick the whole cloves into the rind of the lemon and add to meat mixture; pour in boiling water. Cover closely and simmer, until heart is tender—about 2 hours; remove lemon and cloves. Measure the remaining 3 tablespoons flour and smoothly blend in the cold water; stir into meat mixture and cook, stirring constantly until smoothly thickened. Turn meat mixture into a greased 6-cup-size casserole. Prepare the hot, freshly-mashed potatoes; add the well-beaten egg and beat well. Pile on top of hot meat mixture in the casserole. Bake in a hot oven, 425 degrees until topping is golden—about 30 minutes.

Household Scrapbook

By Roberta Leo

The Hands

Before doing some work that is rough on the hands, such as when housecleaning, moisten some white soap and work it into the pores, under the fingernails and around the cuticle. When the work is finished, wash the hands and all the soil will come off with the soap.

Strain Starch

It is wise to strain the starch to remove the lumps that might cause "blisters" when the clothes are ironed.

Attractive Fudding

Puddings will look more attractive if topped with a spoonful of whipped cream and a bit of color furnished by candied fruit or jelly.

Modern Etiquette

By Roberta Leo

Q. Does the bridegroom wear a different kind of boutonniere than his attendants?

A. Sometimes all the men in the bridal party wear the same kind of boutonniere, the white carnation being the favorite flower. On occasion, the bridegroom will wear a large boutonniere, possibly lilies of the valley or orange blossoms.

Q. How would one word a note of invitation to a luncheon in honor of a house guest?

A. "Dear Martha: Will you furnish with me on Wednesday the tenth at one o'clock to meet my guest, Margaret Wilson? Hoping so much for the pleasure of seeing you, Sincerely,"

Q. Where is the proper place to put the napkin when setting the dinner table?

A. It is folded in an oblong and placed to the left of the service plate, or straight upon it.

A Country Garden

By Mrs. Gordon MacMillan

"The service of flowers to mankind is almost without limit. They minister joy to those whose hearts are almost bursting with the songs of carefree happiness, and the thrill of anticipated pleasures; they equally minister solace and peace to those whose hearts are breaking with the sob of sorrow and the crushing weight of almost hopeless despair, from the cradle to the grave, in every age and phase of life's short span they lend themselves in making better and happier lives."

Fragrant white and pink Hyacinths are blooming and they are one of my favorite flowers; after they are through for this season they are planted out in the garden in the Fall and they will come up for many springs to come. There are over thirty species of Hyacinths, mostly native to Africa and regions as far north as the Mediterranean.

They were mentioned commonly in garden literature as early as 1596 at which time there were single and double varieties, blue, pink and white. Lemon colored varieties were added in the nineteenth Century.

The Dutch have made a specialty of Hyacinths and grow them with the greatest success. Methods of propagation are very involved. Cuts are made across the base of the bulb and along the cuts the young bulbs are formed. They are removed then and are grown for five years or more to make bulbs of merchantable size.

A Bleeding Heart or Dicentra was moved from one part of the garden to another last Fall and a root was potted up for winter blooming and it is now lovely. The bloom is just as fine as the flower in Spring and other perennials will be tried next year. It was used as other bulbs and seems very easy to force. It is a graceful leafed plant and makes a good cut flower.

I have been reading a grand book "The Coming of the Flowers" and this book describes many of the different plants through the ages. All through the Middle Ages the monasteries were the only places where peaceful men could enjoy a quiet life spent happily among books, trees, and flowers. Conditions in the outside world were so rough and turbulent that the art of husbandry was scarcely known and the result was that when the monasteries were overthrown early in the sixteenth century the cultivation of vegetables and medicinal herbs was almost unknown to the people of the countryside. In Britain, for example it took two or three generations to revive horticulture.

The Huxnetian refugees who sought sanctuary in England from the religious intolerance that reigned in France and the Low Countries. Although a few were members of the French aristocracy, the majority of these refugees were middle-class merchants and professionals, while many were gardeners, and weavers of silk and wool. A quiet and industrious people they soon began to establish their ways of life in the new land, and brought a skill in gardening and a love for individual flowers that was hitherto unknown outside their own country.

In those days there was a thriving trade in both fruit and vegetables across the English Channel, and many of the refugees took advantage of this to smuggle out their valuables and even their children. One well-known family brought a freight of vegetables, and posing as poor gardeners travelled to England with the worst member hidden in a hamper among the roots of rhubarb, saffron and safflower.

Very few records were kept, and it is now almost impossible to tell of all the garden plants that came to us through the agency of those who fled from their homes for conscience sake. Although some of the names have come down to us it is not always a simple task to fit them to the plants we grow today. Many, such as the Hollyhock are well known to us, because they

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ELLEN'S DIARY

By an Island Farmer's Wife

"It's strange, isn't it, Ellen—this mild spell, I mean?" James offered at breakfast this morning. "As I recall it, there was usually a depth of snow at this time of year." Beyond the window one might fancy that it was Fall and not February that was weaving a charm over the farm-lands. "If it doesn't stop thawing," granddaughter said, coming in attended by kitten and dog, "there won't be any snow left to play in!" She drew a chair to the table and seated herself to join us at the meal. Not that she had not already eaten. But that had been earlier, and now a feeling demanded more food.

"A cup of tea" she begged with a twinkle. And if there be a school of thought on child nutrition that would express amazement at the suggestion of such a beverage for a small one, there is, we are sure, more food value in this cup than in the glass of water, which granddaughter and Jamie and Gage and many another of the younger generation requests to drink at meals.

Still with some regret over the action yet aware that it is one of the next-best replacements for all milk, we pour in a coloring of tea. And remember that many a child, indeed when only an infant, obviously enjoyed the treat, which in no way appeared to affect its growth as it came in a sharing of cups from grandmother's well-blown saucer.

From the window the snow was fading from the fields... and a shower slanted between us and the hills. One knew from the sound there was an increased volume of water at the overflow at the dam. "I reckon we needn't worry" James smiled to her as he pushed back his chair. "we'll likely have plenty of winter yet". And they went out together, the one bearing now another milestone leading down the westerly years and the maiden of five, hand in hand, along the yard to the choring.

They "count" whole turpins to the cattle and sheep. And if one comes quietly there, she may look in upon the two presently down on their knees on the barn-floor, engaged in slicing or gathering up the portions for those of the young animals, fussy about their fare, and for those grown old now and toothless in the service of the farm. And sometimes Mack, youngest grandson of all is there with them, busy too and chatting brightly about some item of the farm-land. "And now which one?" James will query with a fond smile. And he so proud when the two lead the way briskly to the next empty manger.

"I'm a-thinkin' Ellen," James offers now over the top of a farm-paper, "with the prices of farm-products on the decline, farmers are in for a fairly difficult row to hoe!"

Until tomorrow - - -Diary - - - Goodnight.

Better English

By G. C. Williams

- 1. What is wrong with this sentence? "For whom is the widow woman painting that picture?" 2. What is the correct pronunciation of "domicile"? 3. Which one of these words is misspelled? Fulfillment, furlough, fusion, fuchsia. 4. What does the word "plethoric" mean? 5. What is a word beginning with cons that means "act of completing"?

- ANSWERS 1. Say, "For whom is the widow (omit woman) painting that picture?" 2. Pronounce dom-i-sil-i, o as in on, both i's as in ill, accent first syllable. 3. Fuchsia. 4. Overly full; overabundant. (Pronounce ple-thor-ik, e as in me unstressed, o as in or, accent second syllable.) 5. "After the huge meal, he had a plethoric feeling." 5. Consumption.

Anne Adams Patterns

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