

# IN THE DOMAIN OF WOMAN.

## BRILLIANT EASTER PLUMAGE.

Lovely Display of April Flowers and Green Foliage.

NEW YORK, March 20.—The Easter plumage, in active preparation since the first of March, is quite as gay and far more graceful than any spring opening in many a year. An April Easter means doubtful weather; for all that, if the skies show black, the streets between show will appear in every variation of blue, for true blue and bluish mauve have taken a firm spring hold on feminine taste.

By reason of their proud position the hats deserve first mention and those that will appear as distinctive features in the parade today will be stiff miter crowned straw walking shapes, varying in the smartest wide-brimmed, flower-garlanded county fair of 1840 type that are suited for every woman's head. On the hats, as well as the toque bonnets, a lovely display, not only of flowers, but of green foliage, is made and very many of the smartest Easter chapeaux are going to show nothing but a massing of shaded greenery with a few rose or carnation buds, still tight in their verdant jackets. To throw the graceful foliage into sufficient contrast against the straw, a judicious decoration of black velvet ribbon is seen repeatedly on the most attractive and French headgear.

Brilliantly colored straws the spring festival of dress will show, but they do not now occupy the place they held last summer, and dusty brown, sun-burned yellow, tawny gray and less garish shades of green over gray blue, cerise and purple, white to the flowers is left the appropriate duty of rainbow adornment. Under the April weather will appear gardens of carnations, for carnations of impossible hues, of very ragged-edged petals, of shaded leaf or immaculate whiteness are enjoying a well-merited popularity.

Next after carnations lovely double hollyhocks, in glowing masses of rose and purple and burning red, are wreathing straw crowns, while a beautiful show is made of tulips and double petunias. All these flowers that make their debut today are adopted chiefly because they are by nature superbly variegated, streaked and speckled and the variegated flowers or goods are so desired and sought after.

**Easter Jackets.**  
For instance, if you will look down a line of a dozen women bound to church you will hardly see a single trim little wrap. The black coats are slashed open in the darts to show a fine braiding of black upon an under layer of white cloth and the revers, that begin rolling back below the waist line, resolve into a splendid square or scalloped collar overlaid with white and laid broad on this. The wide collar is almost inevitable, turning away in a sailor square on the shoulder or springing up about the ears and the double-breasted coat front type seems to prevail. Everything shows up very, very short and if not double-breasted the coat that is made to a taller skirt is lion or bolero shape, just grazing the waist line, the front not touching each other by three inches across the bust.

Last week the women who were to wear these smart cloth jackets, with their braided silk revers and their body part striped with cords of black and white, were rushing to the shops and buying silk, satin and muslin chemise blouses to wear under the coats. A chemise skirt is made of fine batiste, or taffeta, or lovely linen lawn, only the bosom and cuffs of it show and it buttons up behind, having a decorated collar shaped up high under the ears. Over the bust is full and rather puffy, and if it is silk the bosom of it shows the new embroidery effect done with arabesque in satin cord; if it is wash goods then horizontal lingerie tucks and insertions of lace or embroidery ornament the bosom invariably the long slit and wedge-shaped cuffs of the shirt sleeve hang over the hand and make a finish at the coat cuff to match in tucks or cording the bosom of the shirt.

**April Costumes.**  
Among imported Easter splendors are shown skirts, mostly in green, brown, or gray and they velvet coats, and until pretty late in the season these coats can be comfortably worn. All the wraps are mere exaggerated fluffy collars, but lovely to see.

Charming and inexpensive, too, are those made in three full inch flounces on black silk esprit net piped with cerise velvet or the narrowest possible line of chinchilla, the fur giving a suggestion of the protection necessary against nipping spring breezes.

If blue is the color momentarily in the ascendant it is only fair to warn those who look for guiding signs in the Easter dress show that pink is the coming color. Not rose pink, necessarily, but in cloth deep glowing ruby pinks are the choice. The botanical names, to speak truly, of the pink that Paris has decided on are cyclamen, to-paz, fuchsia and petunia, and all are deepened with tones of purple as in the blooming flowers. The cyclamen pink is a warm, bright color, however, marvelously becoming to pale women, and it appears in many of the trousseaux of Easter brides whose best frocks, by the way, show the most remarkable long trains.

**New Fabrics.**  
The silk poplin, voile, wool armure and crepe de chine gowns made up for the bridal wardrobe of Miss Sloan and Miss Fair are exquisite cyclamen pink toiles, enriched with the ribbon embroidery that has so long been popular. The ribbon is twisted into wreaths of flowers, the hearts of them finished in velvet bebo ribbon and cut crystal beads, and a flounce or a frill breaks the elegant simplicity of the skirt or waist. This is the latest expression of good Parisian taste, and with all the homespun, chevot and Henrietta dresses worn to church today a keen observer will be sure to mark the liberal use of stitching on skirts and waists. A good many light toned cloth suits just below the knees will be cut in a series of nine long points or scallops, to reveal a simulated underdress of darker cloth, or velvet, which in reality is only a shaped piece of goods frilling out about the feet and finishing off the jupe.

All the light silk dresses, the foulards and the flimsy goods in gay spring tones, are sure to make emphatic revelations of the wholesale use of lace appliques so popular and so pretty in Paris. Bands of rather heavy gray, yellow and cream lace are set like an inserting on foulard skirts in lines that sweep down to the knees and then away from the waist in front. Shaped flounces of faintest lace are applied to the skirt proper by broad bands of lace, medallions or design on skirt and body, and everywhere through the lace gleams the black, rose or green under petticoat.

This trimming, though not wholly new, has been confined for a long time to the use of wealthy women, but with the inauguration of this season by means of Easter Sunday flairs it will be proved that the bugbear of expense has been exorcised from this fashion at least. In fact, the new trimmings, lace, which again is winning such popularity, is used for the insertion, and manufacturers have found that to introduce the lace in the silk is not such a task as was once imagined.

and it is possible to buy ones poplin or foulard already charmingly diversified with open worked patterns. MARY DEAN.

## THE DEMONSTRATOR.

**Skilled Saleswoman Employed by Inventor or Manufacturer.**  
An important factor in the industrial world is the demonstrator. A demonstrator is a skilled salesman or woman employed by the inventor or manufacturer to create a demand for their wares. It is a field almost wholly usurped by women.

Most indifferent visitors to large department stores cannot fail to be impressed by the growing number of small novelties in practical operation. They generally occupy a conspicuous place in the store, and their merits are set forth by a woman whose gift of speech rarely fails to arrest attention.

One of the most expert women in the unique calling is Mrs. Harding of Boston. She is employed by the manufacturer of a kindergarten toy. The last winter she had eighty demonstrators under her supervision. A thoroughly trained saleswoman, she does not hesitate to accept the part of a demonstrator in waiting, in "go" to step behind the counter and put life into the exhibit. It is this ability and thorough knowledge of the requirements of a demonstration that make her invaluable to the manufacturer. As most of the novelties pertaining to women's apparel—hair curlers, skirt supporters, belt fasteners, stocking supporters—women are peculiarly adapted to the calling.

"I study the crowd that gathers," said Mrs. Harding, recounting her experiences, "and fixing my eye on the most intelligent, I talk directly to him or her. The crowd notes the preference. Its curiosity is piqued and its attention is at once riveted." There is a quickening desire among ambitious dry goods clerks to become demonstrators. It has many advantages over that of the clerk, aside from salary and possibility of percentage. The demonstrator is not under the supervision of the proprietor of the store. Her hours are shorter. In the morning she rarely goes to the store before 9 or 10 o'clock and generally leaves at night a half hour or so before the clerks. She is much more independent. To have charge of a demonstration, to feel the responsibility of making sales and creating a demand imbues the demonstrator with something of the dignity of authority, and authority often develops latent power. Inventors and manufacturers are rapidly learning that it is poor economy to employ demonstrators of inferior skill. A striking indication of the drift of the times is now being demonstrated in lower Broadway. A woman who has invented and patented a skirt supporter desired to do away with the often unsightly belt fastener has opened an office, where she is personally placing her invention on the market. She employs a manufacturer to make the novelty, constructs for store space and is employing and training her own demonstrators. But unless she has capital and plenty of it there is no more hazardous, however imperative, method of advertising than by practical demonstration.

**LADY CURZON A FAVORITE.**  
Rare Royal Distinction Enjoyed by a Chicago Girl.

An old school friend of Lady Curzon, who reminisced about her the other day, states that every one of little Mary Lett's playmates recognized even then that the pretty Chicago girl was destined for a brilliant career.

"It was not so much because the Lett's were wealthy and their daughter a deliciously beautiful creature," said the ex-schoolmate of Lady Curzon, "but chiefly because when she wore her hair in a pigtail and her skirts at her shoe tops, Mary proved her gifts as a society diplomat. She had a gay, caressing, persuasive, yet perfectly dignified way with her that quite enchanted all those on whom she cared to exercise her charm. As early as 13 years she had definite ambitions, and if anybody wonders that the vicereine knows how to bear herself so irreproachably under her almost regal honors in India, the mystery is explained when I assure you she was literally trained for society by a lady of royal birth."

"Instead of putting their eldest and Mr. Lett's favorite daughter at a finishing school, Lady Curzon's parents secured as her tutress Fraulein Elise von Rotch Moewia, who comes of the royal Prussian house, and lived all her youth in palace. From such a governess Lady Curzon learned the sort of lore that has helped perhaps more than anything else to make her welcome at Buckingham palace and Queen Victoria one of her staunchest friends. No duchess ever came to court better equipped than Lady Curzon to make her way successfully, and though she is in no sense a learned woman, she has all the accomplishments necessary in brilliant society, while, of course, her looks serve as a powerful lever in her favor."

**Her Beauty and Her Clothes.**  
Not one of her pictures do her justice because they fail to show her coloring, her faultless hands and the pose of her lovely head. She is slim and tall, a full five feet seven inches, blue eyed, brown haired and like a sensible woman she gives lots of attention to clothes. In Washington the other woman frankly accepted her as the mirror of fashions, and I remember that the night after she appeared at a ball with her hair pinned and a diamond star lool on her forehead, diamonds in the way of blissful crown were absolutely universal in the capital for the rest of the season.

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is fresh from its designer's hands, Lady Curzon, when in haste, will gladly rip, and tear away its silken bonds, if time presses and my lady wishes to make double haste. With her time is everything, and it is far more important to be prompt for an engagement or ready to score a notable victory than to stop and patiently unravel the laces and outs of a complicated French toilet. In the days when she was an American miss these victories were purely social and all Washington wisecracks predicted a foreign marriage for Miss Lett. Now her victories are genuine diplomatic triumphs, and perhaps the finest feature in Lady Curzon's cup is the frank goodwill, the genuine unalloyed affection, even, she has won among English women.

**In the Queen's Bed Chamber.**  
Conservative, critical, proud and reserved as titled English women are, from the queen to a knight's wife, they have only words of praise for this particular young American.

After establishing herself socially in Washington, when Miss Lett appeared in New York, even women of the smartest society who have in America and certainly the most luxuriously costumed creatures in the world, opened their eyes very enviously at the new belle's toilet.

"It was not jewels this young lady spent her tremendous allowance of \$50,000 a year on, but the most perfect and artistic studies in color and drapery that Paris could provide. What furthermore opened the eyes of New Yorkers was the quiet royal methods Miss Lett adopted in considering her comfort through a gay season. She had nothing to learn in the way of blissful luxury, or machinery of social duty from English, German or even Russian princesses. From her early youth Miss Lett enjoyed the ministrations of her own body of servants, the use of her own carriage, and to see her attend to many of the duties of a princess was simply a lesson in how to accomplish the most enormous amount of fashionable duty at the least loss of nervous energy, spirits and physical vigor.

To go to a dinner, the opera, appear at a musical and at least two balls was often an evening's diversion for this young lady, and it usually took three persons to help her do it. An accomplished maid always stood wraps in hand at the dressing room door when Miss Lett wanted to leave, a footman gave her his arm to lean on down the stairs, her carriage warmed and piloted was exactly at the moment at the foot of the steps, and so, borne about on rose leaves, she was able to accomplish twice as much as many of the five crowned monarchs of the average society woman who does not study her comfort or is not able to afford such luxuries.

**Marvels Were Accomplished.**  
Of course by these means Miss Lett got through most arduous seasons with never the loss of a tinge of color, and yet in spite of her great income she never had quite enough money to spend. She cherished a passionate love of flowers and her rooms are always redolent of the freshest, hand-some roses. She has a princely disregard of the value of things. When she shops whatever pleases her she buys and bears off, scarcely indifferent to the price. Then, too, she is absolutely generous, delights to have lovely, artistic, unique objects about her, and is as carelessly impatient as a child. On occasions when half-dozed entertainments are on her cards in a day it will require two maids to accomplish the task of merely taking off or putting on a gown with celerity to suit the wearer.

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# HAVE YOU EVER KNOWN?

## One Case of Consumption Cured by Stomach Medicines?

### Are You Acquainted with a Single Person Who Has Been Cured of Catarrh by Any of the Old Treatments?

These may seem queer questions, but we want you to give them careful consideration. In answering them truly you will discover some information which will prove of incalculable value in the future treatment of these diseases.

No doubt you have often read in the daily press of many people being cured, but do you actually know of one single person who has recovered from consumption or been cured of catarrh through stomach medicines or liquid sprays, douches or vapors? Think hard and long; you will be greatly astonished at the results, as it is not at all likely you will be able to find even one, although these methods have been used for years, and most of your acquaintances have tried them again and again. You must not be satisfied with this, however, but look farther and see how many, many there are who have lost their hearing and sense of taste and smell through these harsh remedies.

All this may surprise you, but the reason that few, if any, have been cured is easily explained. All diseases of the air passages are purely local, and as our nature itself will not permit moisture of any kind to enter the bronchial tubes or lungs, such remedies cannot reach the disease. That they cause deafness and loss of taste and smell is natural. Any foreign substance forced into the delicate air passages must be harmful, as they were made to receive air, and air only. Understanding this, you must look for some other means of cure. There is but one way of reaching these diseases, and that through the air we breathe.

There has been but one remedy ever found that will kill the bacilli of Catarrh, Bronchitis, Coughs and Consumption, and which can be carried to the diseased parts in the air. This is the new Australian germicide, HYOMEL. With it there is no danger, no risk. It is nature's own remedy, and not one manufactured by man. HYOMEL cures by inhalation, and your money is refunded if it fails.

**CONSUMPTION CAN BE CURED.**  
HOLYOKE, MASS.

The R. T. Booth Co.:  
Dear Sirs—Booth's "Hyomel" and Home Treatment Complete has cured me of Consumption, eminent physicians of the South and West all pronouncing it tuberculosis of the lungs of one year's standing. Four months of the time I traveled in New Mexico and Colorado Springs, returning home much weaker, weighing less, and \$500 out of pocket. My friends did not think it possible for me to live two weeks. My home physician, Dr. L. M. Little, advised me to go to the Boston office and try your treatment. After three days I returned home with the "Exhaler" complete supply "Hyomel" and Balm. For three months I used it night and day. Would not take \$500 for my "Exhaler." Today I weigh 165 pounds. Have had no cough for six months and feel confident there will be no return of the disease. As this was last September, I sincerely endorse Booth's "Hy mel" to all with like trouble or weak lungs. You are at liberty to use this as you think best.  
MRS. E. A. SMITH.