

Hetty Green Chats About Women's Business and Business Women

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NEW YORK, Dec. 1.—(Special Correspondence.) The Bee.—It was on lower Broadway, that I had my second interview with the richest woman of the world. The first was held seven years ago, when Mrs. Hetty Green, in the midst of the hard times, was worth perhaps \$20,000,000. It was then estimated that her income was \$5,000 a day, more than \$30 an hour, and more than \$1 every minute of every day and every night. Since then she has prospered with our prosperity, and what she is worth today no one but herself knows. I doubt if even she could tell offhand. She is so busy watching those who are trying to get what she has, and investing the surplus to make more, that she does not stop to take account of stock. She said to me today that she found it far easier to make money than to keep it, and that she kept on making because she liked the game and wanted to be in the thick of things. When I asked how long she would continue at it she replied just as long as the dear Lord gave her the mental and physical strength to do so.

He handed him my card. He shoved the bonds aside like so much straw, and took it to Mrs. Green. A moment later he returned with a reply that I should go into the second office at the right, and that Mrs. Green would be with me in a moment. I went and waited. The office was not bigger than a hall bedroom, and its only furniture was a desk and two plain bentwood chairs worth a dollar apiece. I took one of these, and within a few minutes Mrs. Green entered and, after shaking my hand, took the other. She began to talk at once, and for an hour, in answer to my questions, chatted most interestingly about the business woman and women in business.

Hetty Green's Business Training.
The world has a wrong idea of Mrs. Hetty Green. She has been represented as illiterate. She is not. She comes of a very rich family. Her father, grandfather and great grandfather were all among the rich men of this country. She was raised in the lap of luxury, her home had twenty-two rooms and two bath rooms. She was well educated and can speak several languages. She got some of her schooling in Boston, where she was taught by a relative of James Russell Lowell. She was a noted social figure during her young ladyhood, and was celebrated as a dancer and as a horseback rider. She had all the athletic tendencies, in fact, of the present twentieth-century girl. She traveled in Europe, and after her grandfather's death lived for half-a-dozen years in London, while her father was operating in stocks and bonds of that country and this.

Indeed, Mrs. Green may be said to have had the disadvantages of wealth toward becoming a practical business woman. What was her grandfather's poor health and poor eyesight, which were succeeded by similar weaknesses on the



HETTY GREEN IN 1904.—Photo by Hollinger.

woman is home, and that her most important duties are those of wife and mother. Every girl should be taught that; although she should at the same time have her business education. There is no reason why the married woman should not also be a business woman.

"What do you think of women in politics? Will we ever have a woman president?"

"I should hope not. I don't believe much in so-called woman's rights. I am willing to leave politics to the men, although I wish women had more rights in business and elsewhere than they now have."

"But do not women have an equal chance with men in business?"

"No, they do not. I could have succeeded much easier in my career had I been a man. I find men will take advantage of women in business that they would not attempt with men. I found this so in the courts, where I have been fighting men all my life. It is difficult to get lawyers upon whom one can depend, although I have great respect for our judges. It seems to me that the woman sometimes has the odds against her with them. I don't want to say anything against lawyers or judges. I respect both, and especially the latter, although I can't say of the 'religious lawyers,' such as my friend Joseph Choate, now minister to England. I have had many a tilt with him and I shall probably have more before I die."

Advice to Judge Gresham.
"Yes," continued Mrs. Green, "I have a great respect for judges. I think an honest judge is the noblest work of God, and it seems to me a high position on the bench is more to be desired than the presidency of the United States. In fact, I told Judge Walter Q. Gresham that once. I had had a case before him in Chicago. You must remember him. He was secretary of state in Cleveland's cabinet and he was spoken of as a possible candidate for the presidency. It was at that time that I met him in his private office and said to him: 'Judge Gresham, you are a fool to let the presidential bed get into your bones. The man who is stung by it never recovers and the place you have today is higher than that of the White House. Your decisions here are independent. If you become president you will be bossed by congress or you will get into trouble. I advise you to shoo that bed out of your bones.'"

"I don't think Judge Gresham liked it very well," continued Mrs. Green. "He rather frowned as I spoke and when he became president you will be bossed by congress or you will get into trouble. I advise you to shoo that bed out of your bones."

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Can Rich Women Get to Heaven?
"Then, Mrs. Green, if you believe in the Bible, about the difficulty of a rich man getting into the kingdom of heaven? The word rich man in that sense is a general term. Will rich women go there?"

"I believe that the honest, truthful and deserving rich have as fair a chance of getting to heaven as the poor," said Mrs. Green. "The Bible does not preach against riches, but against the evil use of them and the sins arising out of the desire for their accumulation. It denounces those who are rich in their own conceit and the rich who oppress the poor."

"What are the duties of the rich as to the

poor, Mrs. Green? How do you regard such charities as those of Andrew Carnegie and John Rockefeller?"

"I do not want to criticize individuals. I believe in discreet charity and I have many calls upon me. I wish I could show you the begging letters I receive. Within the past month my mail has been full of them, not only from this country, but from all parts of Europe. Indeed, it seems to me as though my dear friend, Joseph Choate, had been advising all his European friends to write to me."

"I sometimes wonder, Mrs. Green," said I, "why a woman of your education and social qualities keeps on working after your fortune has become so great that neither you nor your children can spend its income, much less the principal. Why is it?"

"It is because I enjoy being in the thick of things. I like to have a part in the great movements of the world and especially of this country. I like to deal with big things and with whom the world calls big men. I would rather do it than play bridge whilst which other women so much affect. Indeed, my work is my amusement and I believe it is also my duty. You may remember the parable where the man gave to each of his servants a certain amount of money and then departed to a far country. When he returned he asked each to give an account of his stewardship. He commended those who had increased their trust and denounced the timid ones who buried his talent in the sand. The fortune which was left me I have always looked upon as such a trust—one which I was to care for and increase. Suppose you should give me \$200,000 or \$300,000 for me to invest for you, and I should put it in the safe deposit or let it be frittered away, what would you think of me?"

"No, I feel that I am doing my duty in

taking care of and increasing the trust left me by my family, and that the Lord is blessing me in it."

Her Secret of Success.
"What, Mrs. Green, has been the secret of your success?"

"I cannot say, save that I have tried to use common sense in my business. Before deciding upon an investment I have sought out every source of information, and have only acted when I knew the facts. Having decided upon my course I have stuck to it. There is no great secret in fortune making. Success is based upon the principle of buying when things are cheap and selling when they are dear. When good things are so low that no one wants them I buy them and lay them away in the safe, and when, owing to some new development, they go up and my shares are so needed that men will pay well for them I am ready to sell."

"But how is one to know when stocks are low?"

"By their history, their dividend-paying possibilities, and what they have sold for in the past. If one can buy a good thing at a lower cost than it has ever sold for before he may be fairly sure of getting it cheap."

"How about railroad stocks?"

"There are some few good ones."

"Banks?"

"I don't believe in investing in bank stock as a rule, although I have some. I would rather have mortgages or bonds."

"What do you think of industrials?"

"I don't know anything about them. As soon as I was told that \$5,000,000 worth of such stock had been sold I applied that my estimate did not go into the billion, and I stopped figuring upon them."

Curious and Romantic Capers of Cupid

Buying a Titled Husband.
MISS ELIZABETH HOWE of Pittsburgh put her business talent to the supreme test when she captured an Italian count and led him to the altar. Every stage of the transaction she fought for a bargain, and when the final accounting was made she had won a concession amounting to several thousand dollars.

The count demanded \$10,000 in cash to settle all his debts and a life annuity of \$5,000. That looked steep to his fiancée, so she came back with an offer of \$40,000 cash down and a pension of \$5,000. The count muttered things in choice Florentine and picked up his hat as if he would take her reconsidered and said he would take \$20,000 and \$15,000 per annum. To this came the counter proposal, \$30,000 and \$10,000 a year and Miss Howe said she would never budge from those figures.

She looked as if she meant it and as she had reached the years of discretion and decided to Italy, she yielded, and here's hoping they will live happily ever after.

Perils of Rice Throwing.
A grain of rice thrown in a woman's washbasin was taking a train for her bridal tour caused great suffering and threatened serious results to Mrs. H. N. Van Dusen of St. Louis. Guests at the wedding sent off the bride and bridegroom with showers of rice.

Mrs. and Mrs. Van Dusen stopped at Niagara for a day and while there the bride began to suffer with earache. The pain increased steadily, and several remedies were tried. The bride's hair fell out and the bride's face began to swell and the pain became almost unendurable. As she and her husband left the train at St. Louis she fainted.

Mr. Van Dusen took his wife in a carriage to the city dispensary, where a physician discovered the troublesome grain of rice and removed it.

Popularity of Shoe-making.
The great popularity of shoe making as a profession in Massachusetts is manifested in other ways than at the polls. Without giving his parents any intimation of his intentions, Francis C. Bradlee, son of the late Joseph Bradlee, Jr., and a member of one of Boston's wealthiest and most aristocratic families, on last Monday married Miss Marion Knight, daughter of Archibald S. Knight, a Marblehead shoemaker.

This wedding, which has caused a sensation in Boston and North Shore society, resulted from an acquaintance said to have begun at a motorboat race. The young couple are now occupying apartments at the Essex house, Salem.

"I married Marion Knight with the consent of her parents," said Mr. Bradlee. "Further than that I have nothing to say."

The young couple drove over to the home of the bride's parents and spent quite a while there.

"Mrs. Bradlee has absolutely nothing to say," was the answer returned to an inquiry at the Bradlee mansion.

Flower Seeds Lead to Wedding.
A little over a year ago a Mrs. Roehr of Chicago sent to one of the big Michigan nurseries for a packet of begonia seed, and the little parcel was duly delivered through the medium of the postal service. When she opened it she was much amused to find inside not only a generous supply of the minute seeds, but also three scraps of paper on which were written the name and address of a girl. One of the names was Beadie Smith.

Mrs. Roehr showed these mysterious pieces of paper to her son Fred, and he in a spirit of mischief wrote to Miss Beadie Smith, and the young woman promptly replied. The correspondence was kept up for more than a year, when the young man made the suggestion that photographs should be exchanged. Then, when Mrs. Roehr gazed on the features of his unseen correspondent, he thought it was about time to fix things up, and wrote by return asking Miss Smith to marry him, and back came the answer, "Yes."

A fortnight later the wedding took place, when the bride carried a pretty bouquet of pink begonias. In memory of the circumstances under which she first made the acquaintance of her husband, it may, perhaps, be as well to state that Miss Smith, now Mrs. Frederick Roehr, was formerly engaged in a big horticultural warehouse making up packets of flower seeds, and it was by way of a joke that she with two other girls wrote their names on slips of paper and inserted them in a packet of begonias seed.

Too Bashful to Kiss Hobby.
J. A. Beattie of Salt Lake City came off the way to Denver to wed Myrtle Peterson of Ogden and then she refused to kiss him.

They made their appearance in Clerk Somers' office and secured a marriage license. Then they went to Magistrate Rice to have the ceremony performed.

"Do you take this man to be your lawful wedded husband?" finally asked the magistrate.

"I do," said Miss Peterson, blushing furiously.

"Kiss your husband," said Magistrate Rice. Then came the hitch. Mrs. Beattie held back. She hid her face in her hands. "I want to, but I'm too ashamed," she finally whispered to the groom. Then Constable "Mike" Gray came to the rescue. He seated the bridegroom with a resounding smack and imprinted a kiss upon the bride's mouth. The ice broken.

Broken Love is Cemented.
By the magic of fate the conjurer's charms reacted against himself. Nevertheless, it accomplished its purpose perfectly. Adam Nowokowski has disappeared from Jersey City. Wadeslaw Bruniski and his wife are reunited and are cooling like turtle doves. It can be said, at a risk, that while they were seated in the buggy, and as soon as the ceremony was completed they started on their return home. The parent of the girl arrived only a few minutes too late to stop the ceremony. They started on their forty-mile honeymoon without the blessing of Mr. Lantz, the aged bridegroom driving with one arm as they strolled homeward.

How Widows Can Learn to Invest.
"But suppose a woman has no such training," said the banker, "if her father or husband dies leaving her something, more or less, how can she go about to make the most of it? Suppose it is only \$5,000 or \$10,000, or perhaps \$100,000, what can she do?"

"For a large sum," said Mr. Green, "there is nothing better for such a woman than government bonds, and after that good mortgages. I invested the greater part of my inheritance in government bonds and Rock Island railroad stock. Government bonds at the present market value

Business Woman a Perennium.
"Are not our women learning more about business every year, Mrs. Green? The modern business woman is a twentieth-century product. Has she come to stay?"

"Yes. The world of today could not get along without its business women. They are rapidly taking the place of men as bookkeepers, stenographers and typewriters; they act as cashiers in many of the stores and new fields are steadily opening. I believe that women will do more and more as time goes on. Nevertheless it seems to me that the chief sphere of

Recent Progress in the Field of Electricity

Industry of Telephone Making.
THE manufacture of telephone instruments has become one of the great industries in the electrical field. For the Bell system alone, 6,000 instruments of various kinds are turned out every working day.

How complicated in reality is the seemingly simple telephone is shown by an examination of a single portion of the instrument. Take, for example, the transmitter, close to which you place your lips when you talk over the wire. It is composed of brass, vulcanized rubber, steel, aluminum, paper and carbon, and comprises 150 pieces. When transmitters are made at the rate of several thousand a day, as in the New York factory, it requires the services of eighty persons merely to assemble the parts. Some of these parts are of a delicacy of construction far exceeding that necessary in the making of the finished instrument which ever ticked in the pocket of a telephone user and they are constructed with a mathematical accuracy greater than that employed in grinding the glasses which enable him to read the names in the telephone directory.

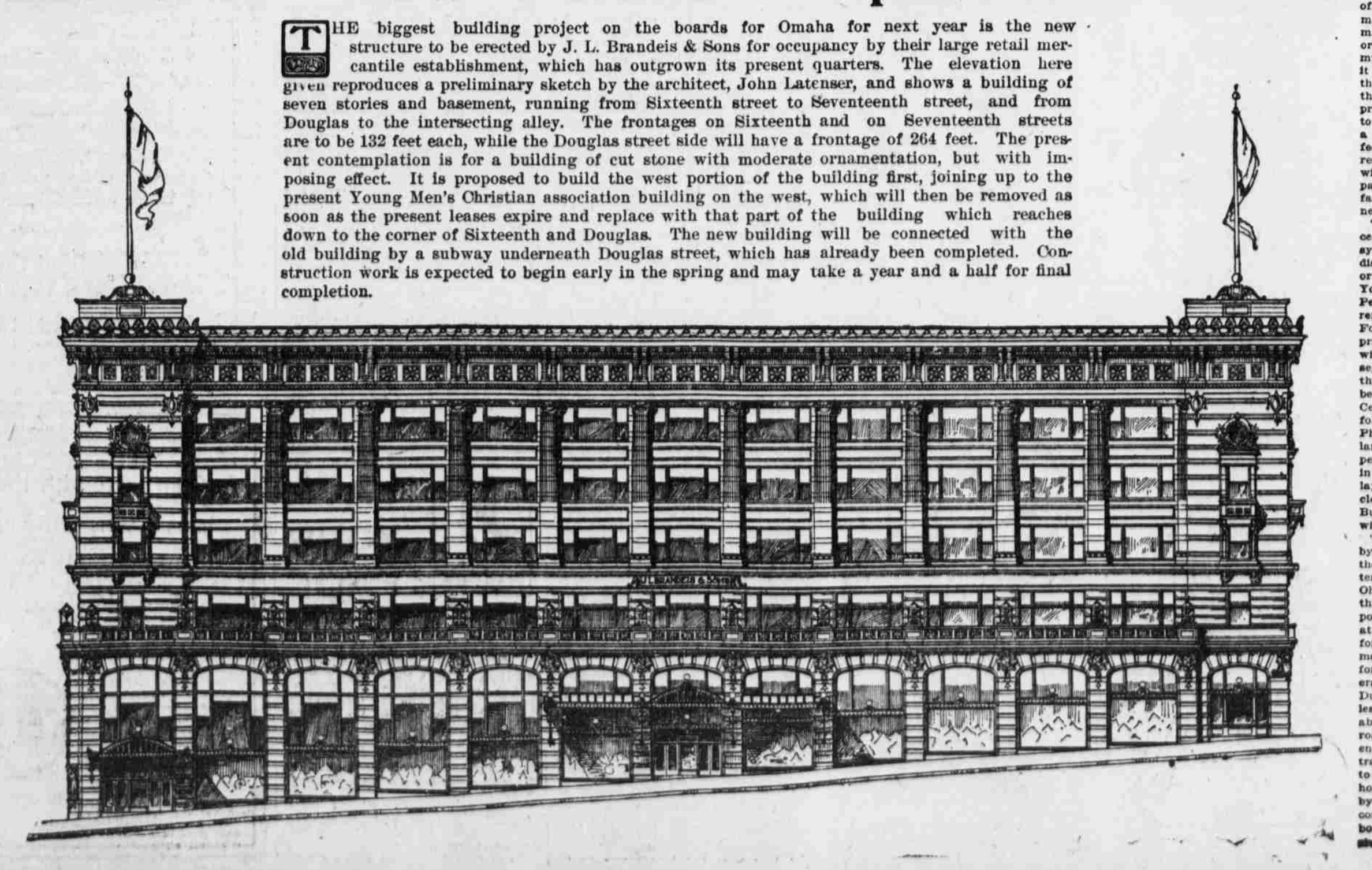
Telephone makers are fashioning apparatus to be operated with the assistance of the most delicate electrical impulses known to the science of the day. The current which will carry the tones of the voice one mile or 1,000 miles so minute that its passage through instruments and apparatus must be made as easy and as free from interference by other currents as science and skill permit.

The thousands of transmitters and receivers which constitute a part of the day's work in the factory receive a great deal of careful attention after they have been finished. When a new telephone is put in place by a Bell company anywhere in this country the subscriber receives an instrument which has been so carefully tested that it is known it will do good service whether the person using it be talking over a line 1,000 feet or 1,000 miles long. Here in the factory are men who spend their entire working day listening to the words which are flashed through the new instruments.

The men who do this work are especially selected after their hearing has been rigidly tested and they become so expert that many instruments are rejected for variations in the volume or quality of sound, so slight that no one else can detect them.

While every instrument is known to be capable of successful operation at the end of a thousand-mile line, it is obviously impracticable to have 1,000 miles of coiled wire in a single room, so the engineers

Brandeis' New Palatial Department Store



THE biggest building project on the boards for Omaha for next year is the new structure to be erected by J. L. Brandeis & Sons for occupancy by their large retail mercantile establishment, which has outgrown its present quarters. The elevation here given reproduces a preliminary sketch by the architect, John Latenser, and shows a building of seven stories and basement, running from Sixteenth street to Seventeenth street, and from Douglas to the intersecting alley. The frontages on Sixteenth and on Seventeenth streets are to be 132 feet each, while the Douglas street side will have a frontage of 264 feet. The present contemplation is for a building of cut stone with moderate ornamentation, but with imposing effect. It is proposed to build the west portion of the building first, joining up to the present Young Men's Christian association building on the west, which will then be removed as soon as the present leases expire and replace with that part of the building which reaches down to the corner of Sixteenth and Douglas. The new building will be connected with the old building by a subway underneath Douglas street, which has already been completed. Construction work is expected to begin early in the spring and may take a year and a half for final completion.

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