

The Saturday "News" Special Foreign Service.

"TOUTING" DONE BY SOCIETY WOMEN

What Haughty Dames Do in Business and How They Sniff At Others.

CARRY SAMPLES WITH THEM.

Sell Bath Tubs, Pedigreed Sheep, Puppy Dogs, Automobiles and Innumerable Other Things.

LONDON, June 2.—Although something has been said in American newspapers about the way in which aristocratic London society women act as "drummers" for tradesmen, on commission, it probably is not even suspected at home how far this sort of thing is being carried on in Marjorie's parlour.

To go about from house to house with a little packet of samples, to take afternoon tea where one is likely to meet the most probable purchasers of pianolas, motor cars, lamp shades, pedigreed sheep, etc., is how many fashionable women in London spend half their time.

Beautiful, highly, often nobly born, and well dressed they are supposed to be living in the lap of wealth and luxury, supposed to scorn anyone who has ever strayed towards the very outside edge of trade or commerce, but, notwithstanding, they are about the most insistent of commercial travelers.

A CAUTIOUS DRUMMER.

Naturally this "drummer" business is not done too boldly though nearly everyone in society knows about it. Fashionable folk understand when they are urged to buy this or that it is not because of a desire that they may reap some benefit, but that the aristocratic agent may increase the sale of her goods. There is not one thing that on a paper of pins to a motor car or presentation of a watch which women are not talking up an agency, for society women have been so swept up into the vortex of money-making that if not occupied with the fluctuations of stocks and shares, they care not whether they are able in belt buckles or automobile, laundry recommendations or prima donna, so long as they draw a good commission upon the results of their efforts.

And as a matter of fact, the more unlikely a commercial traveler, from the point of view of position and popularity, a woman may seem, the more assiduous is she in plying her trade.

"I absolutely must sell some of Mr. X's black alpaca for him; for if I don't pay her something madam won't make me a gown for the races."

When you believe the Duchess of X has even been able to get that awful man So-and-so into the Carlton club.

Lady M.—lost twenty pounds at bridge last night again, and she looks as poor as anything till she wore So-and-so's hat for him."

ALL FOR MONEY.

If it is all done for hard cash. No jewel, no dainty trinket, no beautifully bound book or even works of art are used to make a delicate acknowledgment of a commission offered and accepted. A hard cash payment is demanded and given. A present might be awkward to account for, it might not be to the recipient's taste. It is money that always is wanted, and that is why it is promptly paid. It is the first stipulation made by the aristocrat, who constitutes herself as go-between, before she pledges herself to use her influence.

It is said that a general rush to be commercial travelers commenced two or three seasons ago when the wearing of barbaric looking head necklaces became the fashion. Then there was a rush to be a luncher, where men and women alike were not badgered by the other of the guests to buy these trifles. "Don't you think they are just too delightful, Lord So-and-so? You must have one for one of your friends. I know such a nice girl who makes them herself. She is so clever at it, and makes such pretty ones. She is quite a little friend of mine." And probably the woman made them for a goodly sum, several hundred per cent on the value of the thing.

But when one of the season's favorite brides began to receive six to a dozen of the trifles as wedding presents, mostly from men who had bought them for the sake of peace, the death-blow came to this industry. But this one line of business gave quite a fillip to society's trading instincts.

COLD CASH FOR SOAP.

One very beautiful woman in society with a lovely complexion of cream and roses now openly confesses that for years she was paid \$200 a year by a soap firm just to talk about their soap to her friends. Wise in their generation the soap firm knew that a few words from her was worth a few more than whole hoardings of soap.

Other beautiful and well-known women are agents for photographers. In all kinds of gowns they please before the camera, and have a plentiful supply of their pictures sent them besides their little checks to recompense them for their trouble. Lady D.—, a gior-

ously beautiful woman, will in her memory at least, make a list of likely houses at which to call, as armed with two or three of her latest photographs, she goes driving out in the morning. After discussing social triumphs, with her hostess, the photographer's traveler will rise to take her departure, saying, "I'm just going round to see Lady So-and-so to take her one of my photographs; I promised to give her one when I had some new ones done. I don't know which she will like best of these three."

"Oh, do let me see them," exclaims the hostess. And then like a postscript to her visit the caller is induced to sit down and show what she knows is a beautiful picture and hopes will induce her hostess to rush off to the photographer's studio and have her own photograph taken. The agent is careful enough not to be too enthusiastic, but says in a quiet way, "Oh, of course, he is the only photographer. No one would dream of going to anyone else. Lady D.— thinks that's a delightful photograph." This is quite sufficient. The traveler has made her call upon a rich woman who is struggling always to be doing the thing that is just the fashion on the rings of the social ladder above her. And getting to know the most vulnerable spot of her hostess for clients, the traveler lightly touches upon it.

Probably in a morning of cold work this beautiful agent will be certain of commissions on several dozens of the most expensive styles of photos.

The society fashion leader who is supposed to be an aristocrat, ever is pained that she secretly ever is parted from him probably is afraid that she might miss an opportunity of selling that "just one too many" that she thinks she has and that her friends are most anxious to have because it is "just too sweet for anything."

GAYEST OF THEM ALL.

But it is the motor agent who seems to have the gayest time. The firm for whom she travels places one of their very best cars at her disposal, and in this she is seen out and about everywhere. In the morning she is shopping in Bond street, and in the afternoon, with the smartest chauffeurs driving her she does the Ladies' mile in Hyde Park in the afternoon, and leaves only to make a round of calls at smart houses where she expects to meet some probable purchaser. Having met her car she contrives to find out where she is going and curiously enough finds that their way is much the same. "Why, let me drive you, I have my car here, I shall be so pleased." And the fly, nothing loath to be seen with this particular woman of fashion goes off with her, and on the road the superiority of this make of automobile over all others is expounded. The talk thus commenced goes on until finally a sale is effected with "Why, I certainly should have one of these. Just mention my name and I'm sure they will treat you well."

AFTER THE OPERA. After the opera and theater, friends are "dropped" from this smartest of cars and should word come even through servants that anyone's horse has gone lame or that something has happened, the motor car agent is the first to run round and see her friends and beg that they make use of her car which luckily she is not wanting herself for a few days, until they get fixed up again. The troubles and trials of horses in town are gently touched upon and the agent follows as a matter of course.

In the country the plans of the motor car agent are far more elaborate. The clearest of smart society women is needed to do business there. At some place too far from town she rents a little place perhaps only for a few weeks and invites week-end parties, motor spins being the great attraction. The guests are, of course, selected with the utmost care and they are invariably those with leanings towards motoring. From "town" arrive two or three cars of the best style and with the most experienced drivers to take the guests out. Even those who are a little bit nervous become reassured under the gentle driving and congenial circumstances. There is no racing, but instead everyone returns hungry to an excellently served meal and mostly express their enjoyment by ordering cars for their own use.

The hostess, of course, says very little, but she does not fail to post on to the chief offices of the firm a list of her guests with notes as to how each might be approached by an ordinary agent of the firm. The entire expenses of the parties rest upon the motor firm.

Occasionally a London business house will give so many shares to a certain society woman only that she may talk about her holdings and declare whether she consents to be up or down or dividends stopped in other organizations, she has not the slightest fear, as hers are always so good.

GETS HER COMMISSION.

Nothing seems to be purchased by society folks without some woman pocketing a commission. Lingere has only to be mentioned to any dozen women.

(Continued on page 14)

Spain, Land of Romance, Becoming Prosaic

Reason is That the Spanish Girl Has to Go to Work on Account of Hard Times -Guitar-Accompanied Serenades Yet Popular but They Will Provide Necessary Pin Money.



A PRETTY DAUGHTER OF CASTILE, Her mantilla is of immense utility in flirtation, to which the Spanish girl hitherto has devoted most of her time, but probably she won't be allowed to wear it at business.

MARCHIONESS OF VISTAFLOIDA.

At whose betrothal to the Duke of Barra, the Castilian millionaire, many old Spanish customs were observed.

MOTHER'S PERMISSION.

At the end of a certain time, if the tender-relations between the young people continue, the good mother permits her daughter to introduce the young man to her and after consulting her husband invites him to her house treating him at first, however, simply as a friend. Then it is seen whether the young man seriously thinks of marriage or whether he merely treats the affair as a pastime.

In the latter case, he is politely sent about his business by the mother of the girl. If, on the other hand, the swain is satisfied that the character and education of his sweetheart suit him, he presents himself to her father, tells him that he loves the girl, that she reciprocates his love and asks permission for their formal engagement. Meanwhile, the father has already made inquiries concerning the youth, his social position, and that of his family; and if the information received proves satisfactory he gives the young man a favorable answer.

DAUGHTER'S HAND.

The latter then announces that a member of his family would come in his name and formally ask for the daughter's hand, and this happens a few days afterward, with a certain amount of solemnity, in the presence of the girl's nearest relatives. On the same day the lover, being now officially declared an accepted suitor, following an old custom, presents his fiancée with a gold bracelet in order to commemorate the occasion, and she, in her turn, makes him a present of a gold ring.

At the same time, the date on which the wedding is to take place is fixed by the fiancée and the family of the bride, and this at the latest is a year after the young woman's hand has been asked for. The betrothed may now see each other as often as they please.

THE WEDDING DAY.

When the wedding day draws nigh—

Special Correspondence.

MADRID, June 1.—If there really is a little god of love, he must be rather distressed, just now, over a change that is slowly but surely taking place in Spain. There is reason to believe that this, which all the world knows as the land of courtship, and of love-songs thrummed beneath casement windows to guitar accompaniments; where, in fact, almost everything is of less importance than the tender passion, may shortly become prosaic like the rest of the universe. And the reason is this: The Spanish girl is going to work!

Seriously, this is a development which may be expected to make a real difference in the national life. It is one, too, that a few years back would have seemed almost impossible to those who know the stiff prejudice of all classes in Spain regarding women in trade. One would have said that the girls of America, England or any other country might become typewriters, work in stores, or enter the professions—but not those of Spain. In this land the idea always has been that a girl's energies should be put forth with just one object; that of getting married!

FEMALE DOCTORS.

Now, however, as in other countries, female doctors and dentists are making their appearance in Spain, some girls are going into business and others getting employed by the government offices as well as by the principal banking houses. This sudden desire to earn money on the part of Spanish girls is by no means owing to any new fangled ideas regarding the "true mission of woman in modern society," or to any wish for more liberty, or to become more independent. It is due to just plain necessity. Living in Spain is getting dearer every day, especially in Madrid and the other large cities, and in most cases, girls are going to work simply because the parents' incomes no longer suffice to make both ends meet. National prejudice is just as much against the notion of girls in business as ever it was, but unless times get better in this country undoubtedly in time the ancient feeling on the subject will go by the board, and the "business girl" becomes as familiar an object as she is either in the United States or England today.

MUST BE PRACTICAL.

In that case, courtship will have to be relegated to an comparatively subordinate

Special Correspondence.

moment the girl and her lover, besides meeting on the promenade and at the letters every day; and in the evening have equally lengthy chats, she from the balcony of her house and he from the street, utilizing for that purpose a sort of small pocket telephone which is called here, in jest, "Love's Telephone."

MOTHER'S PERMISSION.

At the end of a certain time, if the tender-relations between the young people continue, the good mother permits her daughter to introduce the young man to her and after consulting her husband invites him to her house treating him at first, however, simply as a friend. Then it is seen whether the young man seriously thinks of marriage or whether he merely treats the affair as a pastime.

In the latter case, he is politely sent about his business by the mother of the girl. If, on the other hand, the swain is satisfied that the character and education of his sweetheart suit him, he presents himself to her father, tells him that he loves the girl, that she reciprocates his love and asks permission for their formal engagement. Meanwhile, the father has already made inquiries concerning the youth, his social position, and that of his family; and if the information received proves satisfactory he gives the young man a favorable answer.

DAUGHTER'S HAND.

The latter then announces that a member of his family would come in his name and formally ask for the daughter's hand, and this happens a few days afterward, with a certain amount of solemnity, in the presence of the girl's nearest relatives. On the same day the lover, being now officially declared an accepted suitor, following an old custom, presents his fiancée with a gold bracelet in order to commemorate the occasion, and she, in her turn, makes him a present of a gold ring.

At the same time, the date on which the wedding is to take place is fixed by the fiancée and the family of the bride, and this at the latest is a year after the young woman's hand has been asked for. The betrothed may now see each other as often as they please.

THE WEDDING DAY.

When the wedding day draws nigh—

ALL CAN SING AND PLAY.

To all this may be added that there are few girls who can play on some instrument, the piano or the guitar, sing some couplets of amour and dance—besides the common measures—the graceful and characteristic dances of the country; and so it will be readily understood that the Spanish girl of the middle class need never lack an admirer, especially as, like the majority of young women, many may be very slightly indiscreet—have three or four lovers, successively, before marrying. The different phases of these transient love affairs are really curious. When a young man is convinced that the girl who has attracted him is likely to accept his addresses he immediately makes her the object of what might well be termed constant and systematic persecution. He passes hours under the balconies of her house and follows her, like her shadow, about the streets and in the theaters, and if he is not already personally acquainted with her, he seeks to be admitted to the gatherings at which she is present, so as to find an opportunity to be introduced to her and declare his admiration.

A DARING LOVER.

More daring than an Anglo-Saxon, if the Spanish Romeo cannot manage to obtain an introduction, he writes his divinity a love letter which the doorkeeper or a servant at her house on receipt of a little note undertakes to deliver to the young lady. By the same means he shortly afterward receives an answer from his fair—and in this respect rather unconventional charmer. Of course, the mother of the girl is not long in discovering that her daughter has an admirer, and if the matron knows or believes she knows, that the lover is a desirable young man she gives her daughter good advice and then, for the time being, lets things take their course, although she watches the girl more closely than before. From that

in accordance with another old Spanish custom—the bride receives from the bridegroom the gift of two or three dresses and some jewelry, and the latter is presented from the former with the gold studs which he is to wear in his shirt on the day of the marriage ceremony, and, besides this, the fiancée is obliged to purchase all the furniture required for the bridal chamber of her new dwelling. The nuptial bed, tables, chairs, cupboard, wash stand, etc., but the bridegroom must furnish all the other rooms of the house.

As regards the marriage ceremony, it is unnecessary to describe it, as it differs little from that gone through with elsewhere, but it may not be out of place to remark that nobody in Spain marries neither on a Tuesday nor on a Wednesday, because these days are considered most unlucky for such ventures.

What has been said regarding the Spanish girl's courtship applies especially to maidens of the middle class of bourgeoisie, and its comparative conventionalism seems to be the outcome of a desire to marry them at any cost. There is, however, really no great difference between the wooing of the business man's daughter and that of the aristocratic miss. Naturally, the latter marriage is a much grander affair than the nuptials of her less fortunate sister. Great pomp is displayed which includes the exhibition of the trousseau of the bride and the magnificent presents which she always receives. These exhibitions are a source of great delight to the aristocratic folks. It happens that one is just now taking place at the palace of the most noble and historic family of the marquis of Vistafloida, whose only daughter is about to be married to the young millionaire, the Duke of Barra.

"PRESENTED" BY SIR ERNEST

Special Correspondence.

LONDON, June 2.—As private audiences with King Edward are generally granted only to distinguished men either in the diplomatic or consular services, the recent reception of Jacob H. Schiff of the New York banking house of Kuhn, Loeb & Co., caused much discussion in society circles. Mr. Schiff, on getting home, seems to have had little to say regarding his audience with his majesty but I learn privately that it was secured through the influence of Sir Ernest Cassel the Jewish baronet, who is on terms of personal intimacy with the king, and that the whole affair was arranged at the last Newmarket race meeting where Mr. Schiff came into personal contact with King Edward for the first time. Mr. Schiff is also said to have contributed a good round sum to charities in which the Jewish community here is interested. The Allen Emigration act is causing the Jews much anxiety and they are doing all they can to save their coreligionists from repatriation. Mr. Schiff went alone into the Whitechapel slums and there investigated for himself the conditions under which the poor Jews live. He was the guest of the Rothschilds during a portion of the time he spent in London and with Lord Rothschild he went closely into the methods that govern and regulate the Jewish board of guardians. He also visited the Alexandra trust which was founded by Sir Thomas Lipton and in which her majesty the queen is personally interested. He saw the work people of the district enjoy their midday meal there and he expressed astonishment at the cleanliness and good quality of the food supplied. He wondered why a similar situation could not be established in Whitechapel for the benefit of working Jews. It is understood that Sir Ernest Cassel is considering a scheme of the kind.

ISABELLA'S CROWN.

When Jay Gould as a young man was wandering about the country trying to sell books the queen of Spain was wearing as her crown the valuable possession which now often graces the head of the book-cannasser's daughter. When Queen Isabella was exiled she carried with her most of her jewels. One of these was a crown set with some of the finest diamonds, emeralds, rubies and sapphires in the world. A few years ago a Spanish grandee, known as the Prince del Drago, came to America. His sole fortune consisted of the gorgeous crown which had belonged to his grandfather. The imperial bauble was offered for sale and was eventually bought by the Goulds for \$125,000. It is now worn by the Countess Castellana.

THE CZAR'S ENEMY.

There is no man whom the czar fears more than his uncle, the Grand Duke Vladimir. The enmity of the Grand Duke is manifested, and that he and his party will endeavor to profit by Russia's present predicament goes without saying.

THE PASSING OF "BLACK MICHAEL"

Withdrawal from Politics Reduces the Little Group of "Old Timers."

IN THE BRITISH PARLIAMENT.

Picturesque Personality of the Baronet Who Has Sat Longer in the House Than Any Living Man.

Special Correspondence.

LONDON, June 2.—Sir Michael Hicks-Beach's announcement that he will not seek re-election to the house of commons after the dissolution means that parliament is about to lose one of its few remaining great figures of the past. Salisbury is dead, Boscawen has retired, and when "Black Michael" as the famous ex-chancellor of the Exchequer is known—deserts in his turn, practically the only remaining members of the old guard in parliament will be Joseph Chamberlain on one side and John Morley on the other.

Though the titular "father of the house" by virtue of having occupied a seat in it continuously longer than any living member—Sir Michael cannot be regarded as an old man as old parliamentary hands go. He is only 67 and entered parliament when he was 27. Four years later that shrewd judge of men, Disraeli, "discovered" him and made him under-secretary of the home department. Thereafter his political advancement was rapid. From 1874 to 1878 he was chief secretary for Ireland. In 1878, two years after Chamberlain had made his political debut, he was appointed colonial secretary. From 1885 to 1886 he was chancellor of the exchequer, and president of the board of trade from 1888 to 1892. In 1892 he was again entrusted with the nation's purse strings, resigning in 1892. He has held office longer than any of his Conservative colleagues.

Under ordinary conditions the man who had served his party so ably, faithfully and zealously would have waited for a fitting opportunity to make his exit from the common way of the house of lords, with a peerage to console him in that region of innocuous calm for the loss of actual political power, and the approaching infirmities of age. But Sir Michael has not all that from him. With his fighting powers still undiminished, he has decided to sheathe his sword and retire from the field of battle to devote himself to those pastimes which he has enjoyed since 4,000 acres of ground.

It is Chamberlain—the masterful, powerful, resourceful man, a year older than himself, and a year younger in appearance and still more so in vigor of adaptability to altered conditions—who has side tracked the baronet. The Chamberlain gospel of commercial regeneration by the means of colonial exploitation and preferential colonial tariffs, which so many of his party have espoused, he regards as blasphemous. In his eyes the one true inspired faith-free trade, and he has chosen the least ignominious path.

There was a hot time in the cabinet when as colonial secretary Chamberlain tried to boss Sir Michael. It ended in Sir Michael resigning the chancellorship of the exchequer. Subsequently Chamberlain resigned his post. But nothing could illustrate more strikingly the essential difference between the two men than the fact that the Birmingham member now bulks larger than ever in the nation's eye while the baronet has almost dropped out of sight. And still more remarkable it must have been to him to see Chamberlain's son—young Austen—filling his place as the nation's purse holder.

When a nickname sticks to a man it is generally because of its inappropriateness. That is why the epithet which the turbulent Irish member bestowed on him when he was Irish secretary of state, "Black Michael," has never since, his stern expression of countenance seldom relaxes in parliament. A frown is seen on it much oftener than a smile. He has always taken the game of politics very seriously. He has none of that exuberant joy in controversy which causes many men to seek refreshments. He is never glib around speaking trouble, but when attacked his eyes glow, he turns savagely on his assailant and generally manages to hurt him somewhat, for to an irascible temper he unites a sharp and bitter tongue, and has a genius for discovering his opponent's raw spot. Lord Randolph Churchill found this out when he started in to "smash the old Conservativ-gang," and decided that Sir Michael was a good man to leave alone.

AMIALE AT HOME.

Round about his own country seat he is said to be an amiable man enough, but that trait he has always studiously concealed in the house of commons. Hence he has never been popular there. Many a time in the lobbies and lounging rooms he has been known to pass by his intimate acquaintances without a word or so much as a nod of recognition. They do not resent it, knowing that no rudeness is intended by it. It is just his way. Another peculiarity of his is that of musing aloud when there are others speaking. In this way he has often been overheard expressing some very candid and uncompromising opinions as to his political contemporaries. On one occasion he punctuated an eloquent political peroration by Mr. Chamberlain by giving vent to an ardent and "fierce" wish that that gentleman might transfer his pernicious activity to a region where the wicked do not cease from troubling and neither are the good ever at rest.



A SPANISH BEAUTY.

Like her, most of her young country women seem better fitted to grace their respective balconies than to earn their own living. In spite of tradition, however, the number of "Business Girls" in Spain is increasing rapidly.



GRAND DUKE VLADIMIR OF RUSSIA.

There is no man whom the czar fears more than his uncle, the Grand Duke Vladimir. The enmity of the Grand Duke is manifested, and that he and his party will endeavor to profit by Russia's present predicament goes without saying.