

"Well, you must tell her to wash her hands. These goods are all sweat. I'll have to charge her for spoiling the material if it occurs again. Did she tell you to ask for more work?"

"No, sir."

The poor boy is gone. Martha sits in the back room the picture of suspense and the entry being made I am approached.

I look like a beggar and that is what I am taken for, as the pretty blonde secretary only scowls. He stands and looks down at me and I sit and look up at him waiting for the lines in the handsome brow to deepen, the edge of the soft brown mustache to curl, and the laconic, withering "well" to break the daze. It comes.

"Have you any work?" I ask.

"Plenty. Do you want work?"

"Yes."

"What can you do?"

"Oh, I can crochet."

"This kind of work?" handing over one of the 60-cent mats.

"Yes; what do you pay?"

"Different prices. Pay by the dozen, from 60 cents to \$10."

"Let me have a dozen of the \$10 kind, please, giving my cat-colored eyes a mater voleroso sort of a roll. As he caught the 'seraphic expression some facial machinery gave a lurch that threw one side of his countenance bias for a second. Reaching to the desk he pulled out the following circular and handed it to me:

OFFICE OF W— L— M— Co. (Incorporated,) S— STREET, CHICAGO, ILL.—*Madame:* In reply to your letter regarding the work we send out to ladies to do at their homes we beg to say that we would make a large line of crochet goods of our antique crochet cotton (a sample of which you will find enclosed), also linen, silk, etc. We make mats, tidies, lambrequins, bedspreads, shams, collars, hoods, lace edging, etc., in large quantities.

We have been established here for the last five years, and have extra facilities for selling goods in large lots, so we are enabled to keep our workers in steady work all the time. Should you desire to work for us we should be pleased to send you work on the following terms:

When you send order for work you are required to remit to us \$3; \$2 of this is to pay us for the patterns and instructions which we shall send you with each lot of new work. (We shall also send you sufficient extra material so you can make a sample of each pattern sent, which you are allowed to keep for yourself); \$1 of the \$3 you send is a deposit on the material we send, and this we shall return to you at any time when you return the work and wish to stop. You will be kept in steady work, paid for each lot when made and returned to us in good order. Our work is all made by the dozen, and prices range from 50 cents per dozen to \$10 per dozen, according to amount of work. An easy pattern with sample and full instructions will be sent you at first, and the quality of work, and advance in prices as you adapt yourself to doing it. The work will be sent you by mail, postage paid by us one way. Three month's time is allowed you to do any one dozen of articles we send. This enables ladies who have only a few hours daily to spare to do our work as well as those ladies who take it intending to do it steadily.

We are asked many times how much a lady can earn. This depends entirely upon your ability to crochet and the time you have at your command daily; ladies earning from \$2 to \$5 weekly. We could not guarantee to anyone any stated amount that they could earn, but our work is easy, and after you accustom yourself to it you can do it very rapidly.

If you desire to work for us fill out the blank below and return it to us with the \$3, and we will place your name on our books and send work at once with full instructions. Send money by postoffice order, draft, payable to our order, or registered letter at our risk.

Very truly,

Keep the above for reference.

W— L— M— Co., S— STREET, CHICAGO, ILL.—*Gentlemen:* Inclosed find \$3 that I send you to secure patterns, instructions, and material for crochet work; \$2 is to pay you for samples and instructions, and \$1 is for deposit on material which I shall demand returned to me at any time when I return to you the material in my hands.

Signature . . . . .  
Town . . . . .  
County . . . . .  
Street and No. . . . .