

represents, largely, labor, for which she feels well repaid. She evolved the scheme herself, and it is to be hoped that the readers of this article will not immediately deluge every exchange in the country with fac similes.

The successful exchange workers are those who think of something new or novel, or those who can make exceptionally well some useful article which people would gladly buy if it was offered for sale in the shops. Badly made work will not be accepted by any first class exchange, and it is a waste of time and money to send them any but the best.

For the benefit of readers of this department who may wish to earn a little money at home, I will give a list of such articles as I have known to be in the past good sellers.

Baby garments, of flannel, linen, or lawn, handmade, with embroidery, or feather-stitching on them.

Rag dolls, dressed.

Stuffed toy animals.

Reins for the baby, knitted or crocheted.

Infant's knitted underwear, shirts and bands.

Nurses' aprons and collars with cuffs to match.

Wool bootees for baby.

Long leggings, made of wool, those that come up over the knee.

For this latter article, which is a quick and all the time seller, I will send the directions for making or give them in the letter box next time, together with an illustration showing them finished.

Lace articles, no matter how well made, have been very bad exchange sellers, and I do not advise sending any such articles for sale. Pillows do not sell quickly, and as the styles change so rapidly, they are apt to

prove a very bad investment. Small articles find sale quickly, and more small pieces are sold in the different Exchanges than large, important and costly pieces. Collars, cuffs, ties, stocks of all kinds, if well made, sell well, and yield a better profit on the investment than almost any other article that can be made. Style must be remembered when making articles for personal use, and the material must also be just the correct thing. It is safe to use white linen for turnover collars, and for stocks, and the embroidery should be white also. Color

may be used, but the sale will not be so well assured as if white only is in the set. In this connection I illustrate three collars that



*Bishop  
Collar.*

have been, and still are, splendid sellers; also a design for a chemise top. A glance will show that little time and material will be necessary to make them up. If the worker lives in a large town she can buy from the short factories scraps of linen for almost nothing that will yield a good revenue, if properly use. The embroidery should be done with white embroidery cotton, or poseidon floss, but while all the materials are cheap enough, all the profit will be lost unless the worker does her own stamping. Perforated patterns of stocks and collars should not cost more than 25 cents for a very fine set, and generally 15 cents would be sufficient to pay for such as are shown here. This one perforation, if carefully used, will stamp hundreds of pieces of linen. If requested, a lesson on "how to stamp" will be given in the letter box next month. Stamping paste can be had

ready to use, and really stamping is very simple if one knows how it should be done.

Shirt waists made of linen and embroidered will be more worn this year than last, and there is a demand for new designs that are not too difficult for the home worker. In stamping a waist to be embroidered for sale, where it is not made up, stamp the fronts, one on each end of the length of linen, with the necks to the edge of the cloth, or about five inches from the end, this will allow the dressmaker ample margin for making up, and will also save material. The three shirt waists illustrated here are well adapted for Exchange sales, the California pepper design at the bottom of the page is a special favorite, and will sell almost as quick as it is placed on sale. The designs are all very simple and easy to work. The pepper design may be done in the natural shades if desired, but white is always in good taste, and on a white waist color would not be correct. This design is also arranged for a waist to be opened in front.

Poseidon floss and Electron cotton, No. 0 and No. 1, can be used for these designs, and as cotton washes perfectly it would seem to be the only material to be considered when embroidering waists that are to be laundered.

The perforations of any of the waists shown can be had for 35 cents, and a length of excellent linen two and a half yards long stamped with either design would not cost to exceed \$2.25, and a lighter weight linen would be considerably less.

Any reader who wishes to work these designs for sale or for her own use, and who does not understand how the work is to be done, can have any detail explained in the lesson next month, or, if time is limited, a letter addressed to the letter box with stamped envelope, will be answered by return mail.

Next month I shall take up the meteor rose, and give a detailed lesson on the way it should be worked, the article on money making at home will be continued, and the letter box will contain answers to all the queries the space will admit.



*Design in French Embroidery.*