

Q.—Do you really think that it saves work?

A.—I really do. It is lighter work than ordinary carpet sweeping, it saves time and it does not require skilled labor. The thorough sweep of the good housekeeper is a matter of skilled labor. It takes a woman who knows how, who has the strength and who has the knack of systematic sweeping. She probably begins by dusting and moving out of the room all the small things and as much furniture as possible. Getting out the furniture is heavy and trying work, but she gets a breathing spell while she covers the pieces which cannot be taken out. Then she sweeps, gathers as much of the dirt together as she can, takes it out in the dustpan and leaves the dust she has raised to settle. It does so impartially on all parts of the woodwork, and presently she returns to wipe it off before returning the furniture, etc. You know the routine, and you also know that you cannot turn the average man or maid into a room with orders for a thorough sweep and expect to feel satisfied with the results, but you can turn two children of ten and twelve of ordinary intelligence into a room with a vacuum cleaner and feel that it will be thoroughly swept. The vacuum cleaner raises no dust; it is unnecessary to remove anything from the room—whereby much time and energy is saved; it takes loose dust and dirt from the carpet, but lets none of it escape to the air to settle back again, thereby greatly lessening the amount of daily as well as weekly dusting. It is, therefore, a real labor-saver, not so much in the actual time occupied in sweeping, as through the elimination of the terrible raising of dust, settling of dust and wiping up of dust, which accompanies ordinary sweeping. With it you may dust and set your room in order first and vacuum-clean last, knowing that, if company arrives in the performance, you may set the machine outside and receive them with all serenity.

Q.—Will it gather up anything but dust?

A.—It will take up feathers, pins, small buttons and almost anything small enough to enter the slot.

Q.—Is it necessary to take up the carpets as often?

A.—One woman of my acquaintance, always considered a very particular housekeeper, said recently, "My carpets are not coming up this fall. They have been vacuum-cleaned weekly since spring and I am sure they do not need to come up." Another says, "Our small boy's bedroom had a new wool square put down six months ago; it was vacuum-cleaned weekly and I took it up the other day to see what the floor was like. There was no dust under it and we could not shake anything out of the rug."

One Women's Institute tested a vacuum cleaner for themselves. They arranged that the agent should bring the machine to the village and demonstrate at a meeting of the Institute. They were long-headed enough to borrow one of the churches for the test, arguing that any machine capable of cleaning the average church carpet would do satisfactory work elsewhere. Now the janitor of the borrowed church apparently thought it wouldn't do to let the women of the other churches find his church dirty, so he swept it before the test, and it was extra clean. The agent brought in the machine and showed it clear of dust, and about fifty women tried it. They swept a piece of the ingrain carpet, then part of the cocoa matting in the vestibule; they raised both to find the floor cleaner than it had ever been seen before; they emptied the machine to see how much dirt had been taken up, and the amount horrified both the janitor and the women. There was no further question of its suction power and the test immediately resulted in two clubs of women each owning a machine and a third one in the village for rent.