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Bargain Hunting in Persia

The Iowa Homemaker

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tough in picking up leisure time in learning what he could about education out of it too, for I always question everyone I can about the origin and worth of anything I see. Of course, we can't believe a fourth of the amazing stories people tell me. There is no fixed price for anything. The dealer asks two or three prices and then comes down little by little. You can't buy anything costing over fifty dollars and have the money to order if you know about what size and pattern you want. The new ones can sometimes be bought for as little as sixty-five cents a square yard if you know how to bargain or happen to find a dealer who thinks that he has to sell at once.

"There is no fixed price for anything. The dealer asks two or three prices and then comes down little by little as he has to. If no one expects to buy anything costing over fifty dollars it is quite the custom to visit the dealer five or six times and haggle over the price for a week or two before an agreement is reached. The dealer serves tea and chats with you on your first visit about anything that the price. The second visit you find him inclined to suggest a price, and so on and on, until at last an agreement is reached. There is no rush about anything here in Persia and you have the time to bargain and bargain and eventually come to an agreement.

"American used to efficient business methods, this waste of time seems unnecessary.

"The inlay work is wonderful. It costs from five to ten cents per square inch, which doesn't sound like much but soon counts up when one figures out the price of an inlay box. I can get almost any amount at that price as it is made right here in the city. Most of it is on boxes from 2x3x6 inches to 5x8x15 inches in size with the inlaid work on the top and four sides.

"Handiwork of all kinds is available and all that is necessary is to know what one wants. There are clever machine imitations, but they can all be spotted by examining the back of the fabric minutely. Very beautiful patterns are worked out in gold thread on black, grey or red backgrounds. The cloth is thin enough to pass through an ordinary pin. This is called Resht work. Some pieces are partly done by machine and this of course makes them cheaper. The price of the real hand-

Bargain Hunting in Persia

C H A R L E S A. H O F F M A N , M. S., an instructor in Physics and Chemistry in the American College of Tehran, reported that he has only been in Persia about four months, but already he has spent some of his leisure time in learning what he could about Persian fabrics and wares. In a letter he has written something of his luck in picking up Persian textiles.

"So far I have invested only about twenty-five dollars in materials, and those, other than rugs. I believe that I have gotten twenty-five dollars worth of education out of it too, for I always question everyone I can about the origin and worth of anything I see. Of course, we can't believe a fourth of the amazing stories people tell me."

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Books on Physical Education

Miss Winifred R. Tilden, head of the department of physical education for women at Iowa, suggests the following books for the home economics teacher who also teaches physical education:


4. "Education Through Physical Education," by Agnes R. Wayman, published by Lea and Febiger, Philadelphia. Such topics as work for girls and women in leadership; general information on conducting meets; departmental organization; programs, information hygiene; physical activities; gymnastic program; individual work; dancing, sports and games; competition; conduct of games and meets are discussed in detail. This is an excellent text-book for teachers who are organizing Physical Education or for directors of recreation programs, either for playgrounds or public schools.

International Committee (Continued from page 8)

preciate how much adaptability it takes to adjust ones teaching to new conditions.

Now I simply must study! For I am doing some graduate work in New York University and the reputation of Iowa State College is at stake!! I am doing it principally to fit myself better for the work of this committee which calls for a great deal more knowledge and judgment and vision than I have.

Thank you so much for letting me tell these things in so informal a way. I do hope you will correct the errors that I commit with this machine and forgive me for not putting it all in the form of an article as it deserves to be put. Very truly (and affectionately) yours,

Eva Lord Murphy.

Miss Jessie Mansfield of Le Grand, Iowa, a junior member of last year, visited the campus during Homecoming. Jessie is assistant principal of the Consolidated School of Beaman, Iowa. After one or two years of teaching experience, she expects to return to Iowa State College to complete the work for her degree.