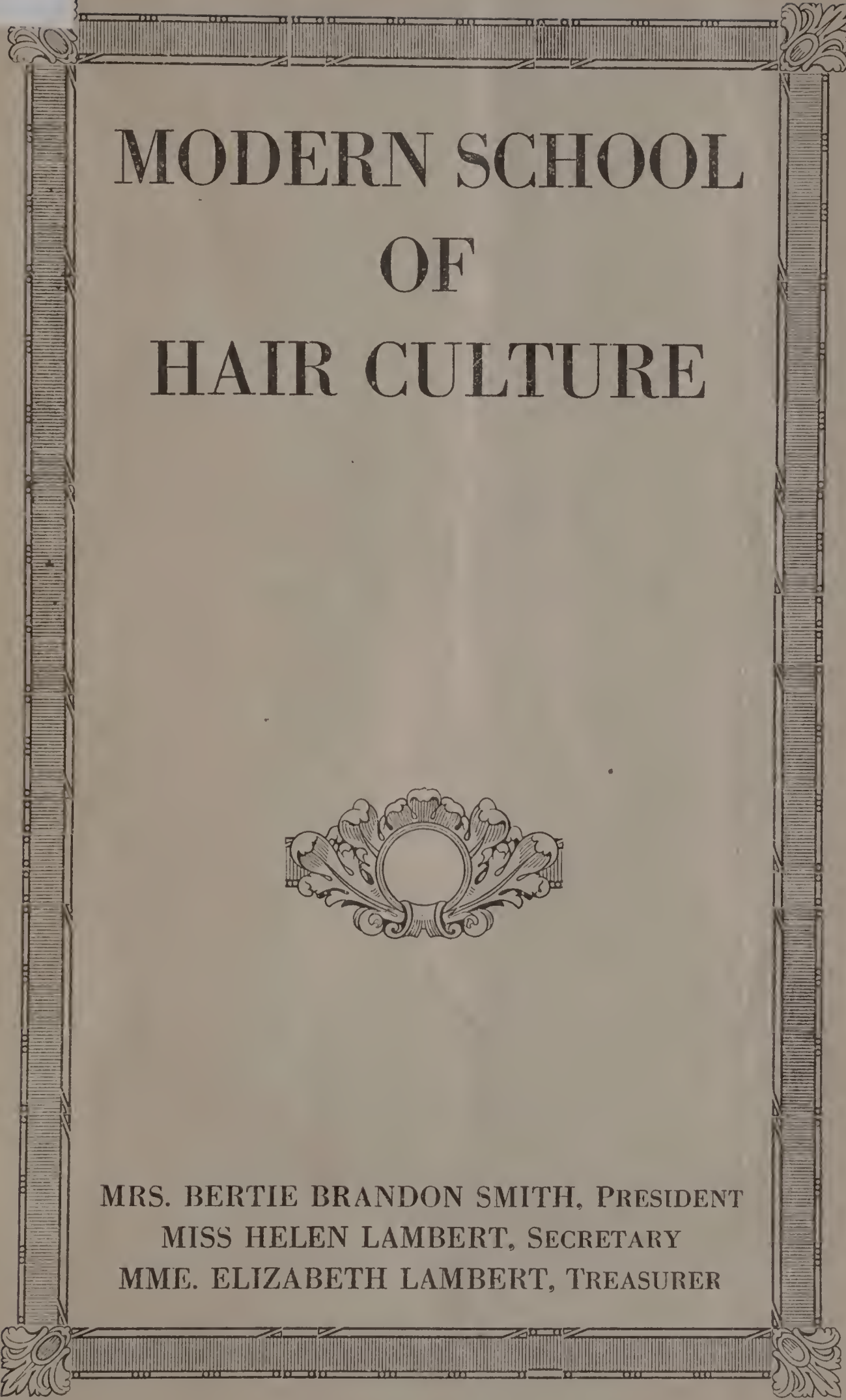


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MODERN SCHOOL OF HAIR CULTURE



MRS. BERTIE BRANDON SMITH, PRESIDENT
MISS HELEN LAMBERT, SECRETARY
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Instructions in Hair Culture

LESSON NO. 1.

This course consist of the following steps:

Dry Cleaning.---When a Customer comes in to get her hair treated, seat her at the place where the work is to be done, put a large towel around her shoulders. If she is wearing a high neck dress, it is to be unbuttoned and turned down. Now take the hair down and comb it. In combing and brushing the hair, always stand behind your Customer. Great patience is required in combing the hair. Part the hair in the center from the front to the back, using a coarse comb. Always comb the hair in strands; never differently, no matter how great a hurry you may be in. Separate the hair and then brush from scalp to the ends; when you have finished brushing the hair, it is ready to be shampooed.

LESSON NO. 2.

Shampooing.—Divide the hair in halves. Now, pin up the left side, leaving the right side down. Get a small galvanized tub; wet the right side of the head;---pour on the Shampoo mixture; rub this well into the scalp until a big lather is formed. Take your small flesh brush and scrub the scalp good while the lather is thereon. After the the right side of the head has been thoroughly scrubbed; then wash the lather out with a wash cloth—twist that side up.

The left side of the head is Shampooed in the same manner. If you have city water connected in your home you may use the wash basement instead of the galvanized tub or wash bowl. You are now ready for the rinse. Your combs, brushes, wash bowl or galvanized tub must all be sterilized before using.

LESSON NO. 3.

Rinsing.—Take hair down, hold the head over a bowl or a small galvanized tub; fill your pitcher full of warm water; pour the water over your patrons head; you have rinsed all the soap substance out of the hair and it is perfectly clean, it is now ready to dry; you need a comb and



Mrs. Bertie Brandon Smith,
President

brush, two pair of straightening irons, lamp, drying comb Pressing Oil and Hair Grower.

LESSON NO. 4.

Drying.—The hair is to be dried thoroughly. First, soak all the water you possible can from the hair with a turkish towel. When the hair is perfectly dry, it is to be combed; take one strand at a time and use a coarse comb; begin combing at the ends of the strands, then a little higher up and so on until you get to the scalp.

LESSON NO. 5.

Oiling.—After the hair has been thoroughly dried and combed, then apply the Pressing Oil; dip the tips of the first four fingers lightly in the box of Pressing Oil, then rub them together lightly, so as to distribute the Pressing Oil evenly over the fingers then apply to the hair, rubbing gently to the roots to the ends. Oil the entire head in this manner, being careful not to tangle the hair, then comb thoroughly. Now, twist the hair in small twist all over the head, you are ready now to use the Drying Comb.

LESSON NO. 6.

Drying.—First take one twist of the hair down at a time. Heat the Drying Comb moderately hot, but before applying it to the hair, test (on piece) on a piece of clean white cloth; if the white cloth is scorched in the least by the comb, it is too hot to be applied to the hair; do not apply the comb to the hair until it has been cooled sufficiently, so it will not scorch the cloth. Now, take the first twist of hair on the right side of the head and comb it with the Drying Comb. You must continue to take one twist after another another and comb it until the entire head is combed in this manner. twist each twist back up again; you are now ready for Pressing.

LESSON NO. 7.

Pressing.—First place the irons over a moderate blaze before applying to the hair, test on a piece of news paper; if the paper is scorched in the least by the irons, then they

are too hot to be applied to the hair; do not apply irons to the hair until they have been cooled sufficiently, so they do not scorch the paper. Now take down the first twist of hair on the right side, comb it gently, then grasp the hair with the bulb of the irons as close as possible to the roots of the hair, being careful not to touch the scalp, be careful not to pull the hair, pressing it to the ends; the hair is carried through the irons until the required straightness is acquired. The entire head is pressed in this manner after the hair has been completed. Then touch the edges lightly with Pressing Oil beginning at the front and continuing around the entire head; then take your irons and heat them as stated above and touch up the entire edges in the same manner described at the beginning of pressing.

LESSON NO. 8.

Scalp Treatment.—Suppose your Customer has a case of Dandruff, first prepare a dish of warm oil, heat the oil in the usual way that you would treat any liquid; this may be olive oil. Now this oil is to be rubbed well into the scalp with the tips of the fingers, after which the scalp is to be shampooed. Then use the Modern Dandruff Ointment; it is to be applied lightly to the scalp.

A case of Dandruff should be fully treated the manner already explained, once weekly. Between treatments your Patron should apply the Dandruff Ointment once every day. When the Dandruff has been exterminated from the scalp, the use of warm oil and the Modern Dandruff Ointment can be discontinued. You must use Modern Hair Grower—apply the Hair Grower to the scalp every two days as this keeps the scalp in good condition and promotes the growth of the hair.

LESSON NO. 9.

When your Customers come in to have their hair treated, if they have straight hair; first, you take her hair down and comb it. Always comb the hair in strands, never differently, no matter how great a hurry you may be in; now you are ready for a Shampoo. The hair must be shampooed in the usual way and after you have shampoo-

ed in the usual way and after you have shampooed the hair, then dry it in the usual way; when dry take your comb and begin combing, start at the end of the hair then comb a little higher up until you get to the scalp—part the hair in the center-middle. Take your brush and begin brushing from the scalp to the ends. This is done to bring out the natural gloss of the hair. Price of this treatment is 50c.

If your Customer has a dry scalp or brittle dull hair, use Modern Hair Lotion. Price 50c.

If your Customer has straight hair, all you have to do is to shampoo, dry, comb and brush it. The price of this treatment is 50c.

Modern Dandruff Ointment is to be used when you have a severe case of dandruff. Modern Hair Lotion should be used when the hair is dry, thin and falling fast. After you have treated the hair several times and have used Modern Hair Grower and the hair still keep falling, then use Modern Hair Ointment.

Shampooing 35c to 50c. Hair Dressing \$1.00; first Treatment 50c every two weeks. Scalp Treatment 50c to 75 cents.

ARTIFICIAL HAIR.

If a lady wishes to show a nice head of hair and she is justified in wearing some Artificial hair if she needs it; Artificial hair must be kept clean and when ever the head is shampooed the Artificial hair should also be shampooed. This can be done in the usual way just as the head is shampooed. Heat dries out Artificial hair so it looks false—so do not dry it with heat. When dried the hair should be brushed and a little Pressing Oil used, this preserves and gives a natural gloss to the hair.

A person should endeavor to avoid using brushes, combs, towels and other such things that served for another; many a case of baldness has been due to the use of one brush by several members of a family or club.

RING WORMS AND SCRATCHING.

Scratching always makes the skin or scalp ailment

considerable worse. Shampoo, use Modern Hair Ointment and use your Customers own comb and brush.

Ring Worms which causes the loss of hair and also causes considerable misery, is a disorder due to a parasite and victims are usually children. The scalp becomes bald in patches, crust-form; the regular washing with shampoo and warm water and an application twice daily of Modern Hair Ointment will prove beneficial. The clearance of the scalp will be slow.

WHAT TO DO ABOUT SPLITTING OF HAIR.

The ends of the hair being farthest from the roots and the hair follicle may become dry and its fibres may separate; but this splitting of hair can be remedied by proper shampooing, pressing and use Hair Ointment.

GROWING HAIR UNDER A WIG.

It will be useless to tell your Customer that the Wig must be set aside entirely until hair has grown to satisfactory length, so you will need to compromise as tactfully as possible by requesting that the Wig be not worn when it can be avoided. A person who is really interested in obtaining new luxuriant hair can find ways and means to put aside the Wig, it should not be worn when it can be avoided.

Let me assume that a gentleman shows you a bald spot and ask you whether you can do anything to cause the hair to grow. Ask him in return to try to forget that he has used everything under the sun that some wise person has stated, that when the hair is once lost it is gone forever and so on. Tell your prospective patron that you know the whole story of the bald-headed man and despite all that he has heard, you will give him some facts that he probably has not heard of before.

Here is your argument: Most people do worse than neglect their hair, they damage it. Persons who have dry scalp or troubled with dandruff or falling hair, allow themselves to apply hair lotion or tonics and other advertised liquids that contain alcohol. This is as foolish as to use gasoline for the purpose of putting out fire; moreover, shampooing, while excellent in itself can not grow hair on



Miss Helen Lambert,
Secretary

a dry scalp unless an oil of some kind is properly applied at the same time, and these are but two of several ways in which a person, either sex, may actually hasten the loss of hair while hoping to save it or promote a new growth. The hair must be treated according to the condition of the scalp as you find it upon examination.

Hair roots are very tenacious to life, often they are thought to be dead merely because the hair does not sprout from them. The fact is they are lying dormant within the follicle and are corked in by matter that has been excluded from the scalp. The effect is something like tulip bulb out of its prison, put it in the earth and encourage it with water, sunshine and fresh air, you will soon see a lovely tulip. Compare this to the hair, cleanse the scalp by shampooing, awaken the scalp energy by massage and you will open the follicle; at the same time giving the hair root a chance to develop and grow. Thus many a man and woman, bald for years has become blessed with a new luxuriant growth of hair under proper treatment: your patron should consent to a series of treatments twice a week. Plenty of sunshine and fresh air valuable in helping hair growth, advise your Customers, particular men, to without the use of their hats whenever possible: the tight fitting hats worn by men are conducive to loss of hair.

Care of the Hair and Scalp after Illness.—Many persons place the date of their hair trouble or even complete to a time when they were seriously ill. There are cases of blood poisoning and fever which are chiefly responsible. Ofcourse, what ever you do under such circumstances, while a physician is in charge of a patient, will be with his knowledge and permission. You should never apply anything to the scalp of a person who is ill unless the doctor approves, during the period that serious fever is running its course: it is scarcely likely that the physician will allow you to do anything to the hair. Once it was the idea that hair should be off after a seige of fever. The notion is now out of date.

There is no necessity even if the hair falls in what you consider alarming quantities, you need not worry, by proper treatment you will get the scalp in a healthy condition again. The first thing to do is to thoroughly saturate

the scalp with Modern Hair Lotion and then gently comb out the tangles with a wide teeth comb. It is probable that the natural oil of the scalp has been dried during the illness and that the scalp is infested with seborrhea or dandruff. Simply proceed to clean the scalp and hair, thereby, putting them into a normal condition by the use of Modern Hair Lotion and by proper shampooing: in the final rinsing the juice of a lemon should be added to the water. The rapid falling out of the hair, after the illness needs very careful attention, but should give no alarm. It is nature's way of getting rid of dangerous germs—the right thing to do, use Modern Hair Ointment.

DRY SHAMPOO.

If a person is shampooed every two weeks, in the regular way, she can be subject to a Dry Shampoo on alternate weeks. This will aid in getting the hair clean and will also act as a tonic. Seat your Customer in front of the mirror instead of the bowl, put an apron or a towel around her, just the same way as you did for the wet shampoo. Take down the hair and comb it: use a clean comb and brush. Now, take hair and let it fall loosely all over the head. Next, the Dry Shampoo Powder, which should be in a generous size, shaker with a perforated top; some women use a glass salt shaker. This has a celluloid top with large holes and will just hold enough powder for one head. After the hair has been combed, take it strand for strand and shake this powder into it. After you have shaken the powder all through the hair, the hair is brushed one strand at a time—pay greater attention to scalp. The brush should be of stiff bristles and the hair should be brushed in very thin strands in order to remove all the powder.

When all of the powder has been removed and the hair looks glossy, you are through with your treatment your customer pins up her own hair. Price 35c.

If a persons hair or scalp are excessively dry, particularly, if the hair is brittle, you should recommend an oil rub one day before the wet shampoo. Modern Hair Ointment should be used.

If a person's hair and scalp reveal an excess of oil, a

few drops of liquid ammonia or a little borax can be added to the shampoo mixture. After you have cleansed gray hair or white hair by shampooing, you may add a little laundry blueing to the water of the final rinsing; this is harmless and will give the hair a whitish shade after it has been dried.

DYEING THE HAIR.

First of all tell your patron there is no such thing as a permanent change of color by any artificial process after the hair is darkened or bleached there must be repetition from time to time.

How to Color the Hair a Beautiful Brown.—First, wash the hair thoroughly, preferably using the shampoo process. When the hair has become fairly dry, divide it from ear to ear; pin up the back hair into a knot, so as to keep it out of the way; part the hair in thin strands, beginning close at the roots, apply the paste thickly and evenly, working it in thoroughly, a tooth brush is recommended for this. Be careful to apply the paste to both sides of the strands; work the dye through the hair thoroughly, so that it is completely covered with it, allow to dry. Rinse the hair lightly with water—dry in the sunlight. The hair may be touched up whenever it is seemingly desirable to do so. Use Titian Hair Dye.

BLACK OR DARK CHESTNUT HAIR.

This is usually a very satisfactory process. The hair does not become dark immediately; several days may elapse before the first effects are seen, after which under repeated applications. The hair gradually darkens in such a pleasing manner as to the appearance of genuine restoration through improved vitality and health. From two to eight $\frac{1}{2}$ weeks may be required to attain the satisfactory shade. After which it will remain well fixed and occasional application should keep the hair beautiful in its appearance---use Hair Darkner:

First, cleanse the scalp and hair by the shampooing process. When the hair is fairly dry, shake the bottle thoroughly, because occasionally a person complain at slow-



Mme. Elizabeth Lambert,
Treasurer

ness of action, when the truth is, she has forgotten to shake the bottle thoroughly. Pour a small quantity of the liquid into a shallow dish; next take a piece of absorbent cotton or a soft sponge, apply the preparation to the hair and rub well; repeat until all the hair has been covered—apply Hair Darkner two or three times weekly until the hair is nicely darkened.

HOW TO BLEACH THE HAIR TO A BLOND.

First, cleanse the hair, shampooing is necessary; when dry, apply the bleaching liquid with a tooth brush just as you would apply hair dye. Let the hair become dry by sitting in the sun-light or you may use hot air dryer; use a piece of cheese cloth or valueless cloth that you are willing to throw away. The eyebrows, mustache and beard can be treated the same as the hair upon the head. Artificial hair may be dyed in practically the same manner as hair that is upon the head.

HAIR DRESSING.

Some customers have their own style in arranging their hair. You can gradually change their mind by using tact and diplomacy. Always remember in dressing hair, no matter whether it be arranged loosely or smoothly or curled or plain, high or low, there must be left the sensation of snugness next to the scalp; it may look like a slight movement would tumble the hair down, but it must only have this appearance—the Hair must be pinned closely and securely to the Customer that it may stay in its place as long as she wishes and still give the effect of fluff, waving; do not have the hair to feel tight or drawn, but simply place every hair pin to its place. You can learn by watching another hair-dresser, practice dressing your own hair in any style that you wish. Learn first how to comb and brush the hair. In this way you will become familiar with handling it and the hair dressing part will be easier.

The more heads that you can practice upon, the better the work can be done. Some women, we know, have a great deal more hair than others and strange as it may seem, it is much easier to dress a woman's head if she has but little hair than if she has an abundance. You can al-

ways add a light, lovely piece of hair, a transformation or a switch and the result will be a beautiful Coiffure. When she has an abundance of hair, you will some times have difficulty, as you cannot take any away. When you have become more experienced, you will find a place to arrange each strand becomingly.

Hair dressing fashions change each season just as the styles of clothes. The principle of learning hair dressing is just the same as the principle of new style clothes; you are taught how to make the prevailing fashion in clothes, when learning if you have learned thoroughly, you will be able to make any kind of a costume.

You must study the face of your Customer to see if the present fashion of Hair Dressing is becoming to her. Many women foolishly sacrifice beauty to wear anything that happens to be fashionable and many more ignorantly want what is most unbecoming, so you must use tact and diplomacy in suggesting styles.

When your Customer comes in, seat her in front of the mirror where the work is to be done; next, take down her hair and comb it. Part the hair center from the front to the back; next, comb the front hair from side to side; next, take apart of the back hair and tie it. This makes a fastening point. You dress the hair as loosely as you wish, it will always stay tight when attached to this fastening point.

Now, take up one of the front pieces, holding it in your left hand, comb it with your right hand; when high enough up, twist it; comb upward to the twist, to catch up all loose ends lay your comb down, at the same time, pick up a hair pin, now pin up this side that you twisted; go over to the other side and do the same thing. If you fail to get the side even you must try again until you do; you must work in front of a mirror; you can watch your own movement, in this way, you will be able to get the sides even.

You will now have the center back hair that you tied at the roots, hanging down for your knot. If your Customer's hair is short however and she uses a switch, put a hair pin in the little loop on top of the switch and pin it at the fastening point; twist the hair and put as many hair

and put as many hair pins on top as you need, where the left hand is holding the hair, this makes the projecting part of the knot. Now, bring the ends around and pin down all around; now, the Coiffure is finished. If your Patron has usually long hair, you can make a fancy knot; take the hair twist and pull it through a loop, then make another loop with the same hair and lay the knot flat against the head, pin under the ends.

Hair Health from within, Study the following Rules: First, chew every mouthful of food thirty times before swallowing; a small amount of food masticated in this way will do far more good than a larger amount of food eaten rapidly.

2 Stand in front of an open window without any tight-fitting apparel with the mouth closed, breathe the lungs full of air slowly and as deeply as possible; then open the mouth and exhale the air. Do this six times each morning and night.

3 Obtain a sufficiency of sleep and rest, do not allow pleasure to interfere with this. The most healthful sleep is obtained before midnight.

4 Eat three eggs, raw, soft boiled or poached daily; eat beef, mutton or lamb every two days, avoid pork and veal. Drink one cup of coffee or tea daily; avoid beverage containing alcohol.

5 The bowels should move regularly to overcome constipation. Drink several glasses of water daily; eat plenty of raw fruit, avoid candies and pastry; swallow a tablespoon of olive oil after each meal.

WEAVING AND MANUFACTURING SWITCHES ETC

No. 1 The Weaving Sticks or Loom are so made that they may be fastened to a table or stand by wooden screws and are easily detached or adjusted.

If fastened to a table it must be of sufficient length to allow the operator to weave on the threads that run from one to the other.

Weaving Sticks are made both of metal and wood and others are made of part metal and part wood. The latest kind is that on which the spools of thread are fastened

with thumb screw, saving the time of rewinding the thread on the spools, as it is used with the old style Weaving Loom. Another advantage is in this kind of a Loom, they never slip or loosen—keep the Loom in a dry place.

FIRST WORK IN WEAVING.

Always fumagate the hair with carbolic acid; drop 4 or 5 drops of carbolic acid on a hot shovel near the hair and turn a tub or some other instrument over it for about 6 or 8 minutes, then place out in the air, or you can put 5 or 6 drops of carbolic acid in a cup of water hot or cold water will do and sprinkle the hair and place in the air to dry.

COMBING THE HAIR.

Straighten out the hair by combing and dividing in three different quantities if for a braid, then begin weaving a few strands at the time, when through, mount the braid with a mounting machine, the same as winding thread on a spool.

Fill it by holding the cord and turning the machine backward or in the opposite direction from the way it should turn while mounting.

Wind on the spool a sufficient amount for your switch which should be about a yard; begin by sewing the mounting cord at the end of one of the shorter strands by holding the hair in the left hand with the inner part of the strands toward you. This would be the part where the short ends protude at the top of the strands—it should be sewed.

THE HACKLE.

The Hackle is the first instrument used, and is for the purpose of straightening tangled hair or combings. It is made in two sizes, 1 and 2; where there is lots of work to done, in large parts, No. 2 would be the best size to select.

The Hackle is fastened to the work stand or table by screws at each end and should be fastened so it can be easily taken off to be clean, as when straightening hair it gets clogged with short hair. It should be cleaned with a hair pin or anything that will go between the teeth; the teeth in Hackle No. 1 and No. 2 are made the same, only one is larger.

WEAVING CURLS.

Curls are made out of woven hair just about 2 inches wide. Weave a Curl in the same manner that you would weave for a braid only 2 inches wide and one and a half inches long; if it is necessary for it to be made longer or wider, you can do it in the same manner. You can curl them with the curling irons, just as if the hair was curled on the head with the irons. If the hair is dry that it can not be curled with the irons, put a little Pressing Oil on the hair and it will curl nicely; be careful not to put too much oil on the hair and if you do put too much, take a piece of newspaper or a clean cloth and wipe it as dry as possible but not too dry. Curls are woven the same as switches and mounted the same, except that there is but one strand and no stem.

PUFFS.

Puffs are usually woven about nine inches long, made out of ten inch hair. They can be mounted on millinery braid and sewed back and forth making them about 2 to 2 and 1-2 inches long. The millinery braid should extend about one and a half inches on each side. They should be done by rolling on the fingers, the same as the Puff described in Hair Dressing. Then fold the extended ends of the Millinery Braid on the inside to hold the Puff in place. They can be made any style that you would like. Cluster of Puff, they are to be made on cheese cloth, the shape of a human head.

WIG MAKING.

Weave the hair for the Wig in the same manner as you would weave hair to make a braid; the only difference, twelve inches wide and seventeen inches long is to be woven for each side of the head; it is to be sewed on a piece of cheese cloth the color of the hair so that you cannot tell the cloth from the hair.

The cloth must be the size of a small ordinary cap that it cannot be seen out from under the hair; you can use Combing or loose hair or you can order your hair.

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