

Women Art Dealers Reaching Top Rung

New York's women art dealers are ruled by the heart rather than money.

By JORIE LULEOFF
NEW YORK (AP)—Between trips to the telephone to discuss deals and for animated conversations with prospective buyers, Edith Gregor Halpert explains what she does.

"I'm a matchmaker," she says proudly. "I need a great work of art to the right husband or wife."

Mrs. Halpert earned the unofficial title of "Dean of Women Art Dealers" by being the first woman to open a New York gallery in 1926. Then she went on to become one of the big names in the art world.

Since then, other women have risen to the top in a field traditionally dominated by men. Most of the women dealers are thoroughly grounded in art history and many were artists themselves.

"A lot of women would like to do something creative," Billie nor Poindexter explains. "If they don't have the talent, this is the nearest thing to it."

The influence of women dealers has been enormous. They can take a large portion of the credit for encouraging American artists, arousing interest in their work and introducing styles and artists that might otherwise have gone unnoticed.

MONEY COMES SECOND
The women dealers claim part of the reason for their outstanding success may lie in what they say is their thoroughly unbusinesslike approach to a field in which the competition is so rough that many galleries open and close each year.

Few of the women with that notable exception of Mrs. Halpert, who was a bank executive, have had any previous business experience.

Most share Betty Parsons' view of the financial aspect of an unfortunate, but necessary, bore.

"Others are smarter business people," she says, "but I can't spend day and night thinking about how to get the last dollar."

Grace Borgenicht, who opened her gallery in 1951, is one of those who thought that American artists were being neglected.

It seemed the galleries were pushing French, Italian and everything else," she says. "I felt we had to support artists in America."

An interest in abstract art, combined with a crusading attitude, brought Martha Jackson into the field 11 years ago.

"Knowing about art made sense," she says. "I wanted other people to see the pleasure in paintings," she says.

Whether it be because of, or in spite of, their approach to the art field is open to question, but most agree that the female approach is different.

ADVENTURE IN ART
"Men always want to be sure it's a good buy," says Mrs. Halpert. "Women are much, much more adventuresome in buying."

Martha Jackson agrees. "A man's point of view is different so he would be more oriented toward a profit motive than a woman. Women are more open to spending money and helping artists. We took a chance on artists more than the men."

Idealism is strongly reflected in two basic principles that all the woman dealers claim to honor.

"I don't take on anything I don't like," says Grace Borgenicht. "It's a case of believing in the artist."

The female personality, in the opinion of many, has certain built-in advantages when it comes to dealing with artists—an important aspect of the gallery business.

"Many artists are terribly timid people and feel more at ease with a woman," says Martha Jackson. "Also, they don't have much sense of business."

Women run galleries for a cause—not for the money—and the artists appreciate that point of view.

"Success," as she defines it, "is to get the best artists."

GOOD ARTISTS SCORE
Today, with so many galleries, getting a stable of good artists and keeping them is a major problem.

Competition is so keen, she says, that even established galleries have trouble "finding art-

ists that are mature enough. Her advice to the newcomer is "get one first class artist, and then he'll help find others."

Time, dedication and hard work are prerequisites in the gallery business.

Few of the women have families—many are divorced—and their lives are almost entirely devoted to art.

Martha Jackson works in her gallery six days a week, goes to museums and exhibitions on Sundays, attends openings at other galleries in the evening and, somehow, finds time to

visit her artists' studios. The only free time she has—the breakfast hour—is spent looking at slides delivered by hopeful artists.

Mrs. Halpert says, "I have practically no private life of my own. This is my whole life."

The principal satisfaction, Miss Borgenicht finds, is the opportunity to make contact with and enjoy artists—I think they're the greatest people in the world!"

HONOR WAR DEAD
BERGEN OP ZOOM (Reuters)—About 120 Canadian veterans of the Lincoln and Welsh Regiment who liberated this Netherlands city from the German occupation forces 20 years ago attended a commemoration ceremony here Saturday at the Canadian military camp.

The regimental band played Canada as the Canadian ambassador, Frederick Bull, arrived at the cemetery to place a wreath.

Bad Conditions Admitted At Penitentiary In Montreal

MONTREAL (CP) — Justice Minister Guy Favreau said today that "relatively deplorable" conditions exist in St. Vincent de Paul Penitentiary but all prisoners will be transferred out of the maximum security institution within two years.

"It is quite clear that St. Vincent de Paul must be demolished as well as a maximum security institution," he said.

"This is not only an intention on the part of the government it is a matter about which something is being done right now."

A medium security penitentiary under construction at Cowansville, Que., was due for completion next September and

a maximum-security institution at Ste. Anne des Plaines, Quebec, is ready to accept prisoners in December of 1966.

"That will be the end of these, what I would call detestable conditions."

Mr. Favreau was addressing a conference following a three-hour tour of St. Vincent de Paul with Works Minister Jean-Paul Deschatelets, Allen MacLeod, commissioner of penitentiaries, and about 50 reporters.

Michel LeCorre, warden of St. Vincent de Paul, told reporters 251 of the 300 "bunks, cells," measuring four feet by eight, are still occupied.

"There is no question of hiding the facts," he said. "I have to use them because all the others are filled up."

The justice minister also said he intends to ask the government to establish a parliamentary committee to study prisons as detention units and the conditions that prevail in them.

During the tour, the minister was approached by prisoners with letters and complaints about living conditions.

Most of the prisoners with complaints mentioned the food. One even brought Mr. Favreau a leathery brown pancake wrapped in a plastic bag, which he had saved from breakfast.

CBC Coverage Of Royal Visit Cost \$270,000

OTTAWA (CP) — The CBC radio and television coverage of the Queen's visit to Canada involved a total staff of some

400 persons and a budget of \$270,000, State Secretary Lamontagne said here.

In a written comments reply for Percy Noble (PC — Grey North), the minister, who reports to Parliament for the CBC, said the figures covered the French and English networks of the television and radio services and the international service.

The CBC assigned 196 staffers to Charlottetown, 122 to Quebec City and 154 to Ottawa for the three phases of the visit, Mr. Lamontagne said.

No breakdown was made on the basis of coverage costs for each location, Mr. Lamontagne said.

In reply to another question by Wallace Nesbitt (PC—Oxford), Mr. Lamontagne said the CBC employed 15 commentators to cover English and French radio and television services at the Olympic games

British Action Said S.A.C. Exports For B.C. Move

VICTORIA (CP)—A British Columbia cabinet minister said the imposition of a 15-per-cent surcharge on imports by Britain has given the province "a sad day."

Trade Minister Ralph Lofmark said the economy of B.C. "is going to suffer because our largest exports have been in the fields in which controls are being imposed."

Harvest hit will be the forest industry, which provides an estimated 50 cents for every dollar earned by B.C.

The new surcharges affect newspaper and wood products. A spokesman said it is not yet known whether the estimated \$4,500,000 extra tax on these products would result in a cutback in buying by British consumers.

"About the only thing we are sure of is that the surcharge won't enhance our exports to Britain," he added.

that are planned or processed further.

Last year B.C. sold \$147,000,000 worth of goods to Britain, much of it in the form of forest products.

The Council of Forest Industries of B.C., representing major forest industry companies in the province, estimated about \$30,000,000 of the industry's exports will be hit by the surcharge.

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"About the only thing we are sure of is that the surcharge won't enhance our exports to Britain," he added.

MONKEYS DECLINE
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