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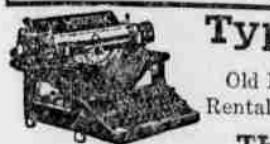


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ROADS EMPLOY 500,000 MORE MEN THIS YEAR
Washington.—Railroads were employing during July 1,954,687 workers, almost 500,000 more than they employed during the same month a year ago. They paid out during the same month in wages and salaries \$261,805,549, against a payment during July, 1922, of \$193,571,244.
These figures were reported recently by the Interstate Commerce commission. They indicated a slight increase

Salesman's Rest a Success

By RUBY DOUGLAS

(© 1923, Western Newspaper Union.)

Theresa had a father who was a salesman for a drug firm. She had a brother who sold goods on the road for a silk company. It was a sort of a family failing—to be a traveling salesman. If Theresa had been a man she believed she, too, would have been carrying a bag from town to town displaying samples of perfumery or children's sweaters.

"There's no rest for a drummer," her brother used to say to her. "All commercial hotels are alike and if you don't go to them you are off the beaten track. Even at noon while I am jitting across country it is to the regular traveling man's hotel that I must go to feed."

This remark, for some reason which Theresa did not understand, had made an impression on her. Why could there not be an attractive sort of place where salesmen, going from town to town as they do nowadays in little touring cars, might stop and spend a restful hour or two and then go on their way, refreshed and ready for the giving out of all their energy to the men they were trying to interest?

The thought became almost an obsession until Theresa had actually visualized a place which she was calling in her mind, "Salesman's Rest."

"But why not, Sis?" asked her brother when she told him of her idea rather timidly.

"Why not—what?" she asked. "Why not develop your business acumen? Make your vision come true and join the two together—have a restaurant and rest room on one of the thoroughfares of the island and run it for the benefit of traveling salesmen going from one town to the other by automobile. It is a good idea."

"Do you really think so?" asked Theresa, her eyes glowing with the joy of receiving encouragement from her brother.

"I sure do," said the man. "It will be a little slow at first and it will take good management. But with your wonderful knack of making things comfortable and your gift of cooking you ought to have a future in this line."

Theresa set out almost at once to find an available place on the main artery through Long Island. She went up and down this road looking at old houses and shops that might be close enough to the road to be conspicuous. She had never been in business, but her mother had promised to give her all the help she could and her brother was almost as enthusiastic as she was as the plans grew under their development.

"I've found it at last," she cried one night when she had been gone all day in the little car her brother had let her have.

She told the family what it was, where it was located, just what business and financial conditions she must meet and, every turn, almost as if it were fate, she met success.

It was not many weeks until she was established in the old house on the Merrick road, behind an attractive sign which said "Salesman's Rest."

The big living room was dotted here and there with tables in an informal way, and at each table there was a little shelf containing volumes that any man might pick up for a few moments while he ate or rested.

There was no jazz; there was none of the noisy, hotel-like atmosphere about the Salesman's Rest. It was homelike; the food was good and there was a quiet, almost intangibly helpful air about the big living room.

Business was slow at first, and there were many nights when Theresa had to look through cloud banks to see her vision. But always, just when she most needed courage, a bit of blue would appear on her horizon.

This time the light that pushed the clouds away appeared in the big, raw-boned person of T. M. Fox, drummer. He stood, hat in hand, bag beside him. In the doorway when Theresa came into the big living room to mend the log fire that was burning low. It was damp and drizzly and she had tried to make the room seem warm and cheerful in spite of her own depressed, discouraged mood.

"Could I get lunch?" asked the man, awkwardly.

Theresa smiled and the big drummer became instantly more at ease. He was accustomed to going to men's hotels where a clerk had promptly assigned him to a room or the dining room, as his needs might have been. The sight of this lovely young woman beside a blazing fire in a comfortable homelike room was too much for him.

"You could—certainly," said Theresa. "Put down your bag and be at home. What would you like? I'll attend to it when you warm yourself at the fire."

"Oh—anything to eat," he stammered.

Theresa saw at once that he was from the south of the Mason and Dixon line and she knew that he would like fried chicken, corn bread and buttermilk. "How would fried chicken be with corn bread?" she asked.

Theresa was as bashful as he was. She was not a Southern girl, and yet she knew what a man from that country, wanted.

"That would be the very best," he said.

Theresa arranged a table near the fire, and soon had it ready for him. Meantime, a number of drummers had arrived, and, one by one, had refreshed themselves and were waiting for something to eat.

As she moved from table to table, cheerfully greeting the men she knew and courteously caring for the strangers at her table, Theresa was quite aware of the almost constant gaze of the big varnish salesman.

"I don't have to be at my next town until three o'clock," he explained as Theresa gave him the check for what he had eaten. "Would it be all right if I stayed here? Driving in this drizzle's none too attractive," he said.

"But—of course," exclaimed Theresa, with another of her bewitching smiles, this time right into his funny, unsophisticated eyes; "that's why I call my place the Salesman's Rest. So that you may rest until you need to go on."

Tom Fox sought the big couch in the corner, and found a book, over the top of which he watched Theresa when she was not looking. Then and there he decided (for he was that sort of a person) that every time that he could possibly find an excuse for being near Merrick on the Merrick road he would come to this place. It seemed to leave nothing to be desired in his day.

He set out with a determination to make good customers of all the shoppes in the towns within a radius of fifty miles of this place. For then, having constantly to attend to their needs in a business way, he would find simple reason for being so much in the vicinity.

One, two, three times a week found him at Theresa's table. They began to get acquainted. He met her brother. He found out how and why this lovely girl was running this so-much-needed restaurant for him and his profession. Theresa's brother liked him. Theresa liked him.

The autumn found the little rest so busy that Theresa had all she could do to take friendly care of her traveling salesmen.

"There's one thing I don't like about your success, Theresa," said the big drummer one evening at twilight when he had remained for supper at the rest.

"What's that, pray tell?" said Theresa lightly, though she was trembling. She could see what was on the tip of her now acknowledged lover's tongue.

"It takes you away from me. I never see you—alone," he said earnestly, and reaching for the hand that hung at her side.

"I'm alone—now," she said. "Yes, and while I have you I'm going to tell you how I love you. I cannot go on without finding out whether or not you could care for me, Theresa. Could you?"

Theresa tried to turn away but he had taken her other hand and was almost forcing her to look at him.

"Could you?" he persisted.

She nodded. "I do—anyway," she said.

Fortunately no one came to the rest for a half hour during which time the lovers found out the wonderful possibilities of their lives together if they might go on doing good and living for others.

"We'll have a salesman's rest always, won't we?" she asked.

He agreed. "But you, dear, are mine—all mine."

Bangkok's Water Ceremony.
Twice a year all the members of the royal family, as well as the military and civil officials of Siam, gather in the principal temple in Bangkok for a water drinking ceremony. Each in turn presents himself before the king, making a profound obeisance, and falling on his knees. He then drinks of water contained in a golden jar, in which are soaked spear heads and other instruments of war, and sprinkles it on his head. This custom is a testimony of loyalty to the Siamese monarch, and of late years even foreign employees of the government have participated in the function. This is the great oath day, and formerly the officials on taking the oath were paid six months' advance salary. Officials residing far from the capital gather at some central place where a representative of the king presents the jar of holy water and the drinking and sprinkling and oath taking goes on.

Degenerated.
Fifty years ago meals were far more heavy than they are now—one has only to read Dickens to realize this. Our grandfathers would have felt starved on the diet that most of us find sufficient.

But if we go back a few centuries we find appetites that seem amazing. Louis XIV of France, who had the reputation of being a very moderate trencherman, used to breakfast off four cutlets of whole chicken, four or five eggs, and some ham. The records of a dinner, given by Henry VIII show that each guest consumed nearly seven pounds of food. The fish course alone included eels, salmon, pike, barbed (now considered rather unfit for food), mullet, land sturgeon.

Hen Mothers Kitten.
A hen in Wingham, Ont., took to clucking and setting in a manner without eggs, while at the other end of the manger a cat was mothering some kittens. When the kittens were about two weeks old they wanted to play with the broody hen but she pecked and scolded them. However, the kittens were persistent and it wasn't long before they regularly found shelter at night beneath the hen's feathers.

STATE NEWS IN BRIEF

Salem.—There were nine fatalities due to industrial accidents in Oregon during the week ending November 29, according to a report prepared here by the state industrial accident commission.

Eugene.—A co-operative slaughterhouse and stockyards were discussed by representatives of various locals of the farmers' union in Lane county at a meeting here Saturday. It was stated that some definite plan will be worked out in the near future.

Dallas.—The second attempt of T. S. Brown, a Salt Creek farmer, to enjoin the construction of the Dallas-Wallace bridge market road ended abruptly Friday, when Judge Belt in circuit court refused to grant the requested injunction and dismissed the case.

Salem.—That business conditions in Oregon this year have been better than for many previous seasons was indicated in a letter received at the offices of the public service commission here from E. L. King, superintendent of the Southern Pacific lines in Oregon.

Bend.—Deschutes county's tax next year for county purposes will require a slightly less millage than that in effect for the present year, a report issued Friday by Assessor August A. Anderson shows. Next year's millage will be 15.65, as compared to a present millage of 15.84.

Salem.—There were 2660 passenger cars and 162 trucks licensed during the month of November, according to a report issued by Sam A. Koser, secretary of state. The aggregate licenses issued during November, 1923, showed a gain of 51 per cent over those granted during the same month in 1922.

Cochran.—When a car loaded with logs broke away on a heavy grade and came hurtling toward the locomotive on which they were working, D. C. Hemminger, 29, engineer, and H. C. McKiddy, 24, fireman, jumped to escape injury, only to be buried beneath flying logs from the car, which struck a derailing switch.

Pendleton.—The Columbia farm bureau in the west end of Umatilla county has effected a big saving in the cost of dairy and hog feed purchased by farmers there, according to Fred Bension, county agent. During the year they have purchased 13 carloads of feed at an average value of about \$650 and saved 20 per cent.

Portland.—Orders have been placed by the Southern Pacific company for 6500 new cars, out of a total of 11,000 for which inquiry was made recently. The Pacific Fruit Exchange company, owned jointly by the Southern Pacific and Union Pacific, is in the market for more than 3000 refrigerator cars, to be delivered during the first half of next year.

Salem.—Application for extension of time in which to file a petition for a new trial has been submitted to the supreme court by the defendants in the case brought by August Wemmer et al. against the First Church of Christ, Scientist, in Portland. The supreme court in an opinion handed down two weeks ago, held in favor of the plaintiffs.

Baker.—Characterizing the Baker-Sumpter mining district as unquestionably the best now available in the northwest to the prospector and operator, Sidney Norman, editor of Mining Truth, Spokane, declares the future of that industry here is exceedingly bright. Mr. Norman has just completed a 10-day investigation of all mines in this territory.

Salem.—The state board of control at its regular monthly meeting scheduled for Tuesday, may select a superintendent for the Oregon employment institution for the adult blind to succeed J. F. Myers, who has resigned. It was said Sunday that the board has received a number of applications for the position, including one or two men who previously were engaged in institutional work.

Hood River.—The Apple Growers' association, which last year shipped a total of 1,300,000 boxes of apples, will not quite reach the 1,600,000 mark this year. Up to Saturday the co-operative agency had received from growers a total of 462,225 boxes. Delivery of fruit of late-keeping varieties is continuing to some extent, and the 1,500,000-box mark, a record for the association, will be passed.

Eugene.—Members of the state game and fish commission made a trip to Triangle lake, in the coast range 35 miles northwest of Eugene, Sunday, with a view to establishing a trout egg-taking station. Different sites on the shores of the lake were inspected and a report will be made soon. Triangle lake is the source of Lake creek, which flows into the Siuslaw river.

INFORMATION DEPARTMENT

PLEATING SPECIAL 85 cents

Out, seam, hem and machine pleat shirts ready for hand.

Home-stitching, pleating and making. **EASTERN NOVELTY MFG. CO.**
85 1/2 Fifth St. Portland, Ore.

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Sanitary Beauty Parlors—We fix you up, we make all kinds of Hair Goods of your ownings. Join our School of Beauty Culture, 400 to 414 Duane Bldg., Phone Broadway 6902, Portland, Oregon.

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Northwest Welding & Supply Co., 88 1st St. CUT FLOWERS & FLORAL DESIGNS
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Teaches trade in 8 weeks. Some pay while learning. Positions secured. Write for catalogue, 224 Burnside street, Portland, Oregon.

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Marry if Lonely; most successful "Home Maker"; hundreds rich; confidential; reliable; years experience; descriptions free. "The Successful Club," Mrs. Nash, Box 556, Oakland, California.

SPECIAL CHRISTMAS CANDY

For your convenience we have prepared a Special Fresh Christmas Assortment: Sugared Dates, New Figs, Wrapped Kisses, Best Milk Chocolate, Nut Caramels, and Choice Xmas Mixture of Candy and Nuts. All prepaid for \$3.50. Boxes of Candy 50 cents and up. Choice Xmas Boxes of Cigars \$1.00 and up. Write us your wants. Larger or smaller orders receive the same courteous attention.

STITT DELICACIES
535 Washington St. at 16th, Portland, Ore.
We started our weekly auction sales Wednesday, Nov. 21st. If you have anything to consign in horses, mules, carriages or wagons, also farm implements, you can ship direct to the North Portland Horse & Mule Company. Wire, write or phone Empire 0121, and we will give you prompt attention. North Portland Horse & Mule Co., No. Portland, Oregon.

MIRRORS AND GLASS

Central Mirror & Glass Works

Manufacturers of High Grade French Mirrors; Beveling; Damaged Mirrors Resilvered, 40c a square foot, and Mirrors Framed. Glass for Auto Curtains, Windshields, Headlights and all Purposes. 355 Wheeler Street, Portland, Oregon.

How Do You Pronounce It?

Your grocer calls it end-iv, (accent on the first syllable), with the sound of "i" as in "light." Probably you do, too, from force of habit. Don't do it, though; say end-iv (accent on first syllable), giving the sound of "i" as in "tin."

Explaining the Difference.

They are twin boys noticeably alike, but whose temperaments are widely different. David in speaking of them said to his uncle: "Uncle Dave, their faces are twins, but their thinks aren't."

Mrs. R. E. Jones



Have You A Daughter?
Watch Her Health

Salem, Oreg.—"Dr. Pierce's Favorite Prescription" is the finest tonic and nerve tonic a young girl can take. My daughters have always been so greatly benefited by the use of the "Favorite Prescription" that I do not hesitate to recommend it to other mothers whose daughters suffer. One member of my family also speaks in terms of highest praise of Dr. Pierce's Favorite Prescription, which she takes during expectant periods. She claims that it enables her to have health and strength, and practically no suffering. She has fine healthy babies, too. Dr. Pierce's Favorite Prescription is truly a woman's tonic."—Mrs. R. E. Jones, 596 N. High St.
Get Dr. Pierce's Favorite Prescription today from your neighborhood druggist, in tablets or liquid, or write Dr. Pierce, President Invalids' Hotel in Buffalo, N. Y., for free confidential, medical advice. Enclose 10c for trial pkg. tablets.

Fable

Once upon a time there was a young lady engaged to a young man who promptly broke off her engagement when she found that the chap was really not a poor boy, but a millionaire.—Aesop's Film Fables.

Why Both?

Can a woman be both intelligent and beautiful? asks a social worker. Certainly, but what's the use?—Birmingham Age-Herald.

To Clean Aluminum.

The best way to clean aluminum is to squeeze the juice of a fresh lemon over a cloth and apply this to brighten the metal. When the aluminum is very much soiled a paste of whiting and water will help to clean it.

Red Cross BALL BLUE
used for baby's clothes, will keep them sweet and snowy-white until worn out. Try it and see for yourself. At grocers

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