

BOOK AGENT FOR A DAY.

EXPERIENCES OF AN EASTERN COLLEGE MAN IN MISSOURI.

Stranded in Kansas City He Finds a Friend Who Initiates Him into the Beauties of Selling Books and Making a Fortune in a Few Years.

Yes, I once figured as a book agent. You think I am joking, but it is a fact, I assure you. I actually represented a big publishing company for one whole day.

It was in the summer of 1877. I was stranded in Kansas City and I was awfully short of money. I owed two weeks' board, and I was even forced to smoke other fellows' cigars.

I had drifted out west in May with \$200, and an intention of locating and growing up with the country. I struck Kansas, but not the Kansans. August found me in Kansas City with scarcely any money left, and too much pride to write home for more.

One evening I found myself in conversation with a fine looking man in the office of the St. James hotel. He wore a silk hat and a diamond solitaire in his cravat, and everything about him smacked of prosperity.

MAKING MONEY WITHOUT CAPITAL. "You are a first rate talker, and have a good address. I can show you how to make money, and you need no capital."

"Now, guess my business." I suggested that he had the look of an speculator, but I supposed he was a drummer.

"No. I am a book agent," he replied. "You peddle books!" I replied, amazed. "Yes, you may call it that. I sell books, and I make \$5,000 a year in commissions."

How I remember the hope with which that man infused me. I became a capitalist in imagination. If he could make \$5,000, I at least could gain \$5,000 from a circulating public.

At last it was all arranged. I was to have a trial. He proposed that I take his samples, and canvass a small town named Independence, some eight miles from Kansas City.

So I gave some thought to this, and finally concluded that the president of the bank was my man.

"What do you want?" he said curtly. "I represent the Publishing company," I began.

"Never buy books." "But just let me show you," I persisted. "Now, you just leave, you hear!" and he stood up.

I was abashed, and I did not stand on ceremony. I left, I was disheartened, and it took me twenty minutes to screw up courage enough to make another visit.

I next called on a lawyer. Quite a different kind of man. Courtesy itself. He asked me to be seated, and chatted pleasantly. He was in no hurry; not a bit of it.

And so it was. I called on every business man in the town. All had excuses, but no orders did I get. The thermometer stood at 93 in the shade. About 4 o'clock I gave up the task and boarded a train for Kansas City.

"Perhaps some one has been ahead of you," he said, "and perhaps it is a very bad time for bookselling. I will try it to-morrow myself."

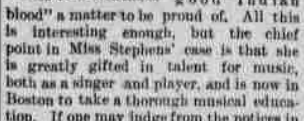
He did, and the next night he showed me seven orders from men whom I had labored with in vain. He tried to get me to try some other town, but I was not to be persuaded. I had had enough.

So you see I was a book agent for one day.—New York Herald.

THE CHEROKEE POETESS.

A Girl of Mixed Blood Who Writes Good Verses.

Miss Florence I. Stephens is the English-American name of a bright and fairly handsome young woman whose Cherokee name is Waller. She is what is called in the language of the territory a "white Cherokee"—that is, one of mixed blood—and, like all of that race, she is very proud of her Cherokee blood.



MISS F. I. STEPHENS.

As a matter of fact the Cherokees have an excellent system of schools and a fairly good government, and have had many able and educated men at any time during the past fifty years.

They Are Not Good Investments. A London paper observes in writing of a recent sale in the English metropolises that the day of old books as an investment has been a long time going, but it may now be regarded as almost if not quite gone.

A comparison between the prices realized at the two sales for identical books is also somewhat startling, considering that only such a brief period has intervened.

The Iron is Too Light. The government of Nicaragua has temporarily suspended a contract recently entered into for the purchase of railroad iron for a railway from Manomoto to Sebaco, a distance of eighty miles.

The Industries of Paraguay. The republic of Paraguay has recently sent samples of the products of that country to some of the consulates in Europe for exhibition.

The Brazil Coffee Crop. The bureau of American republics is informed that 3,786,331 bags of coffee have been cleared from Rio de Janeiro for the United States during the first nine months of the present year.

Almost Entirely Germanized. The last remnants of French ownership are disappearing on the German side of the Alsace-Lorraine frontier.

Nothing Like It. 40 YEARS OF PAIN CURED. THE CASE. N. ALBANY ST., ITHACA, N. Y., Dec. 19, 1881.

I have been a victim of rheumatism. I was persuaded to try St. Jacobs Oil. I have used two bottles, and a man more free from rheumatism never walked our streets.

SUFFERED MANY YEARS—INJURY TO HIP RESULTING IN RHEUMATISM, MUSCULAR WEAKNESS AND CONTRACTED CORDS. Two bottles of St. Jacobs Oil relieved me so that I now walk about and attend to daily duties at 62.

JOSEPH E. SESSLER. AFTER FIVE YEARS. ITHACA, N. Y., July 5, 1887.

SILVERWARE. Silverware is cheaper than in the history of the world. A. FELDENHEIMER, First and Morrison, Portland.

The New Bread.

It is evident that, if consideration of healthfulness in food and convenience in housekeeping are to govern, the use of yeast in bread-making must become a thing of the past. It is an established fact that yeast produces the gas which raises the bread, not from itself, but by fermenting or rotting some of the most nutritious elements of the flour.

A receipt for this bread is given elsewhere in this paper. The best breadmakers after the old-fashioned way will be particularly interested in trying this. To every reader who will write the result of her bread-making from this receipt to the Royal Baking Powder Co., 100 Wall Street, New York, that company will send in return, free, a copy of a most practical and useful cook book, containing one thousand receipts for all kinds of baking, cooking, etc.

Advantages of Sea-Sickness. Nothing can be much more depressing than sea-sickness, and for this reason we should strongly advise all weak persons not to encounter it.

A NOTABLE ANNIVERSARY.

April 1st, 1886, was the first birthday anniversary of the Sherwood Hall Nursery Co., of San Francisco and Menlo Park. To those who know what an important factor this company has become it seems hardly possible that its enviable position has been attained in one short year.

BEWARE OF OINTMENTS FOR CATARRH THAT CONTAIN MERCURY. As mercury will surely destroy the sense of smell and completely derange the whole system when entering it through the mucous surfaces, such articles should never be used.

SHILOH'S CATARRH REMEDY. Have you Catarrh? This remedy is guaranteed to cure you. Price, 50c. Injector free.

NOTHING LIKE IT. 40 YEARS OF PAIN CURED. THE CASE. N. ALBANY ST., ITHACA, N. Y., Dec. 19, 1881.

YOUNG MEN! The Specific A No. 1. Cures, without fail, all cases of Gonorrhoea and Gleet, no matter of how long standing.

THE H. T. HUDSON ARMS CO., 93 First St., Portland, Or. SEND FOR CATALOGUE.

"DON'T BORROW TROUBLE." BUY SAPOLIO 'TIS CHEAPER IN THE END.

RHEUMATISM CURED BY THE USE OF Moore's Revealed Remedy. ASTORIA, OREGON, JANUARY 10.—I can state with pleasure that by the use of MOORE'S REVEALED REMEDY my husband was relieved from an old case of RHEUMATISM and my youngest boy cured entirely of INFLAMMATORY RHEUMATISM when the best doctor I could get did him no good.

MANN'S BONE CUTTER. Will cut Dry or Green Bones, Meat, Gristle and all. Green Cut BONES will double the number of eggs—will make them more fertile—will carry the hens safely through the molting period.

THE H. T. HUDSON ARMS CO., 93 First St., Portland, Or. SEND FOR CATALOGUE.

OPPIUM Morphine Habit Cured in 10 to 15 days. DR. J. STEPHENS, Lebanon, Ohio.

PREVENTING FUTURE MISERY.

If there is, in this vale of tears, a more prolific source of misery than the rheumatic tinge, we have yet to hear of it. People are born with a tendency to rheumatism, just as they are with one to consumption or to scrofula.

CAUTION. Imitations have been put upon the market so closely resembling ALCOCK'S PAIN-PLASTERS in general appearance as to be well calculated to deceive.

A RUPTURE AND PILES CURED. We positively cure rupture, piles and all related diseases without pain or detention from business, no cure, no pay.

A TIRED WOMAN, just as much as a sick and ailing one, needs Dr. Pierce's Favorite Prescription. That builds up, strengthens and invigorates the entire female system.

DR. GUNN'S IMPROVED LIVER PILLS. A MILD PHYSIC. ONE PILL FOR A DOSE. Prevents the formation of the bowels each day is necessary for health.

THE CORK FACED HORSE COLLAR. Prevents the horse from having a sore or galled neck. Cool and elastic, requiring no sweat collar.

MAIN & WINCHESTER, 214, 216, 218 and 220 Battery Street, San Francisco, California.

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SIMONDS' CRESCENT GROUND CROSS CUTS. And All Kinds of MILL SAWS. Also Saw Repairing. SIMONDS SAW CO., 75 Front Street, Portland, Or.

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Hood's Cures Sharp Pains

Short Breath, Heart Trouble, Rheumatism.



Mrs. L. M. Paine Eagle Creek, Oregon.

"I have lived here in Oregon for the past twenty years, and most of the time have been a very great sufferer from inflammatory rheumatism. I have also had what the doctor called heart disease, with shortness of breath and sharp pains in the left side.

Enjoys Better Health than I. At home on the ranch I not only attend to my family housework, but last summer I cared for and milked four cows.

Hood's Sarsaparilla. Mrs. L. M. PAINE, Eagle Creek, Oregon.

Hood's Pills are prompt and efficient, yet easy in action. Sold by all druggists. 25c.

DR. GUNN'S IMPROVED LIVER PILLS. A MILD PHYSIC. ONE PILL FOR A DOSE.

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