oded in Kansas City He Finds Priend Who Initiates Him Into the Beauties of Selling Books and Makin, a Fortune in a Few Years.

Results of Selling Rocks and Makin.

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 assuryou. 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 awfull-short of money. I owed two weeks board, and I was even forced to smoke other fellows eigarettes. I was that most helpless of human beings a college graduate, and an enatern one at that. I had no knowledge of business or how to make a hving, though I had the classics at my fingers' ends. Among other accomplishments I was a graduate of a law school and was passably familiar with Blackstone and Kent, but I could not have drawn up a demurrer if my life had depended upon it.

I had drifted out west it May with \$200, and an intention of locating and growing up with the country. I struck Kansas, but not the Kansass. August found me in Kansas City with scarcely any money left, and too much pride to write home for more. By that time I had given up all idea of law. I wanted a business position, but the business men did not seem to want ma. To the inevitable question, "What experience have you had in our line?" I as regularly replied, "I have not had any," and then the interview came to a sudden close.

One evening I found myself in conversa-

One evening I found myself in conversa One evening I found myself in conversa-tion with a fine looking man in the office of the St. James hotal. He wore a silk hat and a diamond solltairs in his cravat, and everything about bim smooked of prosper-ity. He asked me finally what was my line of business. I laughted, and told bim I had none. One word led to another, and I told him the fix I was in. He reflected a moment, and said.

MAKING MONEY WITHOUT CAPITAL.

"You are a first rate talker, and have a
good address. I can show you have to
make money, and you need no capital."

I looked incredulous, and noticing it, he

"Now, guess my business."

I suggested that he had the look of a peculitor, but I supposed he was a drum

mer.

"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 \$1,000 a year in commissions."

How I remember the hope with which that man infused me. I became a capitallist in imagination. If he could make \$4,000, I at least could giean \$5,000 from a confiding cuible.

at least could glean \$5,000 from a conditing public.

At last it was all arranged. It was to have a trial. He proposed that I take his camples, and canvass a small fown named Independence, some eight miles from Kansas City. If I was successful he would secure me an agency. He said if I sold four books the first day it would be doing well. I laughed to myself. I felt sure I could get a dozen orders. Never did a youth start out after fortune with brighter hopes than I started for Independence that August morning to make my initial campaign as a book agent. Had any of my fashionable eastern friends suggested such a thing a few mouths previous I would have expired with mortification. But not a qualm now. I had found a short road to weakly, the future was assured.

I reached Independence and took a preliminary survey of the business street. My guide and benefactor had given me some points. "The great thing," he said, "was to get the first order—some prominent, leading citism. His name once on your book you could show it to others and they would follow suit."

So I gave some thought to this, and finally concluded that the president of the band of contents of the band of contents of the band of contents of the band of

So I gave somethought to this, and finally concluded that the president of the bank

ly constuded that the president of the bank was my man.

I statised in. My mentor had particularly enjoined me not to let them bluff me.

"You need a thick hide in this business," he said, "stick to your man. I have often been ordered out of an office, and then soid the man a book after all."

I had taken this advice to heart and was ready for suits.

My first experience was not encouraging. My banker did not raise his eyes for several moments after I entered his room. It was a very warm day, and the doors were

was a very warm day, and the doors were all open, as is usual in country towns.

sure open, as is usual in country towns.

sure of the 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.

gon. This left no room for argument and lieft.

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 92 in the shade. About 4 o'clock I gave up the task and boarded a train for Kanass City.

When sentered my book agent's room he reared at my disgusted and discouraged look.

"Perhaps some one has been ahead of you," he said, "and perhaps it is a vary bad time for bookselling. I will try it tomorrow myssil."

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 sough. I telegraphed home, and three days later I left the Missouri river valley forever.

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

THE CHEROKEE POETESS.

A Gtri of Mixed Blood Who Writes Good



Miss Florence I. Stephens is the English-American name of a bright and fairly hands one brunctie whose Cherokee name is Wallei. 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, for, unlike the miscegenes of most racea, they think a "dash of most racea, they think a "dash of the greatly gifted in talent for music, both as a singer and player, and is now in Boston to take a thorough musical education. If one may judge from the notices in the Boston papers the society Brahmins of that city were not well informed on Indian affairs, for when invited to meet a "Cherokee songstrees" they were surprised to find her a well educated, tastefully dressed and refined lady, with conversational powers of rare attractiveness. Apparently a squaw in red paint and festilery was about what they had pictured in anticipation, but having met the lady they are enthusiastic in promising for her a great career and possibly an international fame as the first prima down of her race.

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. Long before that Sequoyah, the Cherokee Cadmus, gave their name and literature a worldwide fame, and now that culture has so far advanced as to produce a musical genins the advent of Miss Stephens may well be regarded in Boston as quite an event.

They Are Net Good Investments.

They Are Not Good Investments.

A London paper observes in writing of a recent sale in the English metropolis 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. This fact is very plainly indicated by the prices paid for books in the Apponyl library. The first three days sale showed an sverage of considerably under two pounds per volume. Eight years ago, when the System Park library, formed by Sir John Thorold and not differing very greatly from the Apponyl collection, came under the hammer, the result was the average of fourteen pounds per volume.

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 Adding first edition of "Aristotle and The-optimating" was at the entire sale apprecised

addin first edition of "Aristotle and Theophrasins" was at the earlier and appraised
at fifty-one pounds, the Apponyl copy went
for seventeen pounds. The first edition of
St. Augustine's treatise, "De Civitate Del,"
printed in the Monastery of Soubiaco, falis
from sixty-six pounds to twenty-five
pounds, and even the famous Kimenes;
"Biblia Polyglotta," of which only a very
few copies can ever come again into the
open market, shows a decline in value of
about sixty pounds. In many instances
books which eight years ago soid for
pounds now only trains as many shiftings.
A few exceptions, however, occur here and
there. Clearly old books are not a safe inrestment, and the man who wants to make
money out of book collecting must put it
into the first editions of Dickens, Thackarey and other modern writers.

The Iron is Too Light.

The Iron is Two Light.

The government of Nicaragua has temporacity suspensive a contract recently entered into for the precises of railroad iron for a railway from Monotembo to Sebaco, a distance of eighty miles. Under the contract the iron for the road was to weight twenty-five pounds to the yard, and the contractor was to receive \$40,000 monthly until his bill was paid, and 7 per cept. as a commission for making the purchase. The government engineers disapproved the twenty-five pound iron, decening it too light in weight, and until some final decision is reached work will be postponed, notwith-standing the fact that the road is much needed, especially by the people of Matagalpa, who desire better means of getting their produce to market than by the present method of transportation.

was abashed, and I did not stand on feromony. Heft. I was disheartened, and it took me twenty minutes to screw up courage enough to make another visit. consoled myself with the thought, they can't all be like this man.

I next called no a lawyer. Quite a different kind of man. Courtesy itself. He asked me to be seated, and chatted pleasantly. He was in no harry; not a bit of it. He went through the book from cover to cover, looked at every picture, admired and praised the work, and then said he would not subscribe because the following weak he intended to remove to Oregon. This left no room for argument and lieft.

And so it was I called on every business man in the town. All had but no orders did I get of clock I active stood at 92 o'clock I active to other through the said he would not subscribe because the following weak he intended to remove to Oregon. This left no room for argument and lieft.

been cleared from Rio de Janeiro for the United States during the first nine months of the present year, while during the same period 530,835 were shipped to Europe, During the same period in 1891 1,365,540 bags were sent to the United States, while in 1890 1,495,360 came to this country. Dur-ing the first nine months in 1891 538,136 bags were sent to Europe, while in the cor-responding period of the proceeding year 489,631 bags went to the same destination.

Almost Entirely Germanized

The hast remeants of French ownership are disappearing on the German side of the Alsace-Lorraine Frontier. Two hundred border villages and hamlets which had preserved their French names are being rechristened with German titles, and in a few weeks not one single spot along the boundary will suggest Gallie crigits.

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 formenting or rotting some of the most nutritious elements of the floar. This gas is the product of the decomposed elements. The loss of these properties is what makes fresh yeast bread unwholesome. The use of the Royal Baking Fewder instead of yeast is found to make a finer, lighter bread, devoid of all dyspeptic qualities. The same gascarbonic—is produced as where yeast is used, but it is evolved form the floar. None of the elements of the flour is impaired, thereby preserving the nutritive values of the bread, which is made more wholesome and sotually anti-dyspeptic. The greater convenience where a batch of the finest bread can be made and backed in less than an hour with no danger of a sour or heavy loaf must be appreciated by every one.

A receipt for this bread is given elsewhere in this paper. The best breadmaking from this receipt to the Royal Baking Powder Co., 106 Wall street, New York, that company will sond in return, free, a copy of a must practical and useful cook look, containing one thousand receipts for all kinds of baking, cooking, etc. Mention this paper.

Advantages of Seasickness.

Nothing can be much more depressing than seasickness, and for this reason we should strongly advise all weak persons not to encounter if possible the risk of its occurrence. It is astonishing how soon and how completely those who are favored with a fair measure of constitu-tional elasticity recover from its deprestional enablicity recover from its depres-sion. In their case the benefits of a sea-trip may thus, with compensations of air, diet and appetite, be enhanced by a few hours of mechanical nausea. It is in troth for such persons only that tours of this kind are "dvisable.—London Lan-cet.

A NOTABLE ANNIVERSARY.

April 1st, 1885, was the first birthday anniver-sary of the Sherwood Hall Nursery Co., of San Francisco and Menie Park. To those who know what so imperiant factor this Company has become it seems hardly possible that its envi-able position has been attained in one short year. The success of this Company means a great deal besides a profitable business. The genitleman who founded the enterprise began with a determination to demonstrate that for the propagation and cultivation of trees, with a determination to demonstrate that for the propagation and outlivation of trees, plants, seeds and built the State of California had such advantages of soil and climate that she could stand presentent. At Menlo, with which he spoil in the State van ecoupars in adaptability for this purpose, it is being daily shown that for purity and germinating prover the Sher wood Hall Strasery Company's seeds are fer sheat of any others to be had. The Timothy Repkine collection of twost Yeas has become fations all over the word; and as for the transfer of the state, the desired of the state of the state

"I find it is always best to keep cool," said the snow. "Exactly," replied the sidewalk, "I eatch your drift,"

BEWARE OF CINTMENTS FOR CA-

As mercury will surely destroy the sense of smell and completely derange the whole system when entering it through the mnons surfaces, such articles should never be used except ou prescriptions from reputable physicians, se the damage they will do is tenfold to the good you can possibly derive from them. Hally Cateria Cure, manufactured by F. g. Chency & Co., Toicko, O., coutains no mercury, and as taken internally, a ting directly upon the thood and mucous surfaces of the system. It buying Hall's Cateria Cure, the same internally and made in Toleado, O., by F. J. Chency & Co. Testimonials free.

Sold by druggists; price, 75 cents per bottle.

"Isn't your wife afraid to ride that horse?" Not at all. It's the people she meets who are

THY GREMES for breakfast.

Use Enameline Stove Polish; no dust, no smell.

Pfunder's Oregon Blood Purifier the best remedy for cleaning your system

NOTHING LIKE IT.

40 YEARS OF PAIN CURED. THE CASE.



N. ALBANY ST., ITHACA, N. Y., Dec. 19, 1881. For over 40 years 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. My limbs that were once stiff and lame are now as light and limber as in my youth. JOS. EDSELL

AFTER FIVE YEARS.

ITHACA, N. V., July 5, 1887. 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. I heartily endorse it.

JOS. EDSELL

A. FELDENHEIMER,

N. P. N. U. No. 488 -8. F. N. U. No. 565

PREVENTING FUTURE MISERY.

If there is, in this vale of tests, a more prolife source of misery than the returnant vertice, we have yet to hear of it. People are born with a studency to decomation, just as they are with one to consumption or to scrotlin, slight-tenses any develop this. As soon as the agonizing complaint scanificate itself, recorrse should be had to Hoselter's Stommab Bitters, which che cks is further lurands an banishes the recumant poises from the system. This statement tablies exactly with the testimony of physicians who have employed this fine blood deputent in their private practice. There is also the ampliest processional and general testimony as to the efficacy of the Bitters for malaria, liver complaint, consessand loss of appetite and flesh. After a wetting, whether followed by a cold or not, the Bitters is useful as a preventive of the initial track or rheumatism.

"There is such a thing as bein' too prompt," said Patsy McManus, when he discovered his wife had cooked all the dinner for breakfast.

CAUTION.

Imitations have been put upon the mar-ket so closely resembling ALLOGE's Ponous PLASTERS in general appearance as to be well calculated to deceive. It is, however, weil calculated to deceive. It is, however, in general appearance only that they compare with ALLCOCK's, for they are worse than worthless, inasmuch as they contain deleterious ingredients which are apt to cause serious is jury. Remember that ALLCOCK's are two only genuine porous plasters—the best external remedy ever produced; and when purchasing plasters do not only ask for, but see that you get ALLCOCK's POROUS PLASTERS.

"I haven't any of the liquid quality that mu-sicians talk about," said the base drum, "but I can drown the rest of the band, just the same."

"Brown's Bronchial Traches" are of great service in subruing houseness. Sold only in barer.

A surgeon is the man who has to carve ou his fortune if he gets any.

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CURE

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has cured thousands, and will CUME YOU if taken in time. Sold by Druggists on a guar-autree. For a Lame Back or Chest, uso SHILOH'S BELLADONNA PLASTER. 250.

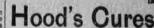
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The Specific A No. 1.
Dures, without fell, all cases of Generar-Brien and Sitess, no matter of how long standing. Frewint stricture, it being an internal remedy. Cures when everything else has failed. Sold by all Druggists.
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Co., San Sine, Cal.

A TIRED WOMAN, just as much as a sick and alling one, needs Dr. Fleroe's Fa worlte Prescription. That builds up, strengthens, and in vigorates the entire female system. It regulates and promotes all the proper functions of woman-



Sharp Pains

Short Breath, Heart Trouble, Rheu-matism.



Mrs. L. M. Potno

"I have lived here in Oregon for the past twenty years, and most of the time have been a very great sufferer from inflammatory rheumantism. I have also had what the doctor sailed heart disease, with shortness of breath and sharp pains in the left side. I decided to take Rood's Sarsagurilla, and before I had finished three bottles I was in better health than I had been for years. I do not have any pain now, sleep well, and to-day no woman of my age

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. I do not feel that I can say half enough in praise of

Hood's Sarsaparilla

Mas. L. M. PAINE, Eagle Creek, Oregot

Hood's Pills are prompt and efficient, yet



ONE PILL FOR A DOSE.

he bowels each day is necessary ills supply what the system lacks They cure Handache, brighten o the Complexion better than o

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TORIA. GERSON, JANUARY 10.—I can state with p'essure that by the use of ES REVEALED REMEDY my bushand was relieved from an old case of MATISM and my youngest hoy cured entirely of INFLAMMATONX REMESSAND When the best dontor I could get did him no good. Yours in grallinds, MRS. N. V. STERLE.

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And All Kinds of MILL SAWS. Also Baw Repairing.
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