

**Letter Carrier Trades Security For Profitable Job**

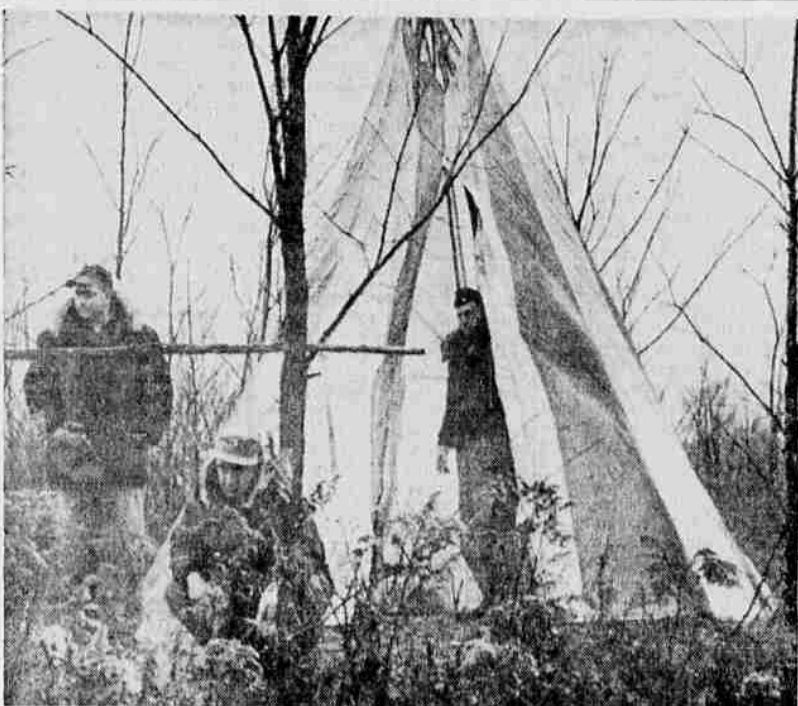
New York —UPI— Bob Johnson traded security for success. Johnson pounded the pavement 11 miles a day for 12 years as a mailman, delivering letters door-to-door for \$8,000 a year and the promise of a pension at the end of the line. He still is going from door-to-door, but as a direct salesman, making nearly \$50,000 and providing for his own retirement income. Johnson, now 40, moved his family from a South Weymouth, Mass., Cape Cod cottage to a large home in North Windham, Me. During an interview in New York, he told how he finally broke with security, thanks to his wife, Beth.

**Wife Went To Work**  
While Johnson, a World War II veteran, still was carrying the mail sack, as his father before him had done, Mrs. Johnson went to work for a direct selling jewelry company to help pay the bills involved in rearing five children. "She kept coming home with nice paychecks, some of them larger than mine," Johnson said. "I said one day, 'one of us is working for the wrong company, and I think it's me'."

With that, he went to work for the same company, on a commission basis. First he went from house-to-house, often along his old mail route, arranging demonstration parties to sell his wares. Within a year, he had an annual salary of \$24,000. Now he is a regional sales manager with 254 persons under his supervision. His wife is one echelon below, a divisional sales manager. "We are doing fine," Johnson said. "We find it quite a change. I sometimes wonder if I'm in a long sleep. I still haven't gotten used to the idea I can have anything I want. I can afford to order anything on the menu for lunch, but I

still find myself buying the 99-cent economy blue-plate special. "My life really is just beginning at 40. I compare my paychecks today with 10 years ago. It is astounding." **Works Harder Now**  
Johnson works harder now than he did as a mailman. At the end of a day's walking for the government, his work was finished until the next morning. Now it is never done. But he finds he has much more energy after an 18-hour day of doing what he likes than after 8-hours of filling what he now calls "just another job." "My whole outlook on life is broader," he said. "I'm

really meeting people for the first time in my life. I'm finding that at least 98 per cent of them are wonderful. I've never made a survey, so the figure may be more than 98 per cent. They are just plain nice. "When you assume people are nice, doors fly open. The people, in turn, think you are nice. If you assume the door is going to be slammed in your face, it will be."



**SURVIVAL TEST**—Air crews at Selfridge Air Force base near Mt. Clemens, Mich., are learning to be woodsmen the hard way. In a test of ability to survive if forced down, crews of the 405th Air Refueling Wing of the Strategic Air Command are being dumped into a wooded area of the field and told to live off the land for 48 hours. They are allowed only equipment they might have in an actual bail-out. Here, Lts. Richard F. Mullick (left) of St. Louis, Mo., Larimore A. Redinger (center) of Dickson, N.D., and John D. Weaver of Des Moines, Ia., build a fire for warmth after draping a chute into a tepee. Weaver later made a snare for a piece of parachute cord and four hours later the crew ate cooked wild rabbit. (UPI Telephoto)

**War Memorial at Portland Approved**

Portland —UPI— A program for a memorial to war dead at the city's Memorial Coliseum was approved in a Pearl Harbor day action Wednesday by the Portland Exposition-Recreation Commission. The approved program includes a bronze plaque, a memorial honor book in the meditation section of the Coliseum's Memorial Room, an already-erected flag pole, and future development of a memorial court and Peace Rose Garden. The plan was a partial answer to memorial requests by the Multnomah County Federated Veterans Council, which had called for a more extensive memorial that would include a chapel and space for future installation of a bell tower.

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- Sweet Potatoes (No. 1 can)
- Quarter Pound of Butter
- Instant Mashed Potatoes (8-oz. pkg.)
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- Fruit Cocktail
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<p><b>for Sis</b></p> <p><b>WOMEN'S FUR COLLAR SATIN BROCADE</b> Satin brocade bootie with matching fur collar and matching crepe sole. In Black, Turquoise, Pink or White; sizes 4 to 10.</p> <p style="font-size: 2em; font-weight: bold;">1<sup>99</sup></p>	<p><b>for the kids</b></p> <p><b>CHILD'S FUR COLLAR SATIN BOOTIE</b> Metallic satin bootie with fur collar and matching crepe sole. In Pink or Light Blue; sizes 7 to 3.</p> <p style="font-size: 2em; font-weight: bold;">1<sup>99</sup></p> <p><b>CHILD'S WARM LINED EVERETT</b> Warm lined, leather Everett with leather sole, matching fur collar. In Brown, sizes 8 to 3.</p> <p style="font-size: 2em; font-weight: bold;">2<sup>99</sup></p>

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Satin brocade bootie with matching fur collar and matching crepe sole. In Black, Turquoise, Pink or White; sizes 4 to 10.

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**for the kids**

**CHILD'S FUR COLLAR SATIN BOOTIE**  
Metallic satin bootie with fur collar and matching crepe sole. In Pink or Light Blue; sizes 7 to 3.

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**CHILD'S WARM LINED EVERETT**  
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