

# ENGLISHMAN UNDERSTANDS AMERICANS

## Errence Rook Writes Frankly of His Experience in Visiting Uncle Samuel's Dominions

Warnings had been showered upon me, mostly by Americans in London. Warnings of the tortures of the custom house, the supercilious hotel clerk, the policeman who would brain me with a knob stick if I asked him a question, the man in the street who would shove me into the gutter and go grinning after dollars, Americans, rocked in the security of Europe, rather frightened me. Was I to encounter cities full of ruffians who would insult me and pitch me from pillar to post? There was a lurking suspicion in my mind that you could pick up the social language. I linked my arm with that of the apportioned customs officer, and told him the best and newest story at my command, and was the first to catch the extortionate cab with the moaning cabman. That method cannot be recommended to the woman who was trying to pass \$2000 worth of Paris frocks on the ground that they only cost \$200. To her the official was insistent almost to the point of discourtesy and plunged into the most intimate arcana of her wardrobe. My own official dismissed me with good wishes for my enjoyment, and scarcely glanced at the contents of my steamer trunk.

Knowing the value of first impressions when it is a question of the eyes of the surface I spent my first two days in New York searching for a specimen of downright discourtesy. Ignorant of the social language, obviously British, retaining it is to be feared, some remnants of that d-d superior pose that the University of Oxford inculcates, I must have been intensely provocative as I dragged the tail of my coat in the hope that some one would tread on it. The hotel clerk of whom I had hopes did not respond to the challenge. He gave me the precise information for which I asked—information that a New York child would not require—and then stopped. My desperate search for the rude man included the policeman who stood near the Broadway end of Wall street, and instead of knocking me down he rescued me from an oncoming car, turned me round, and pointed out the street I wanted. It included many hurried citizens who absolutely refused discourtesies when I pestered them with inquiries, but, rushed me from their orbit, dragged me, talking all the time to the clearest point for explanation, and then rushed back again before waiting for a thank you.

After four and twenty hours of suspicious search it was necessary to abandon the hope of finding anything

like the basic, brutal rudeness that the stranger is taught to expect. People were not polite as politeness is regarded in more leisurely countries that retain the traditions of feudalism. But the man who will take the trouble to learn the social language of America need not fear any discourtesy that goes deeper than the language. Certainly the Englishman is conscious of another social atmosphere as soon as he begins traveling in the United States. Now and then the stranger helped with the air of offering an insult, but that was my mistake. Even the young woman who waited upon me in the railway restaurant at Buffalo and in answer to my request for beer with my meal replied, "You'll not be served with beer here," was doubtless a stranger un-aware, preaching the gospel of total abstinence. And the hotel clerk at Chicago who had been buzzing cigar smoke and tabloid information at me as though I were an offensive reptile was merely talking a language I was trying to learn. As I went in to dinner an arm was linked in mine. "Well, sonny, how are you making out?" It was the hotel clerk.

Of that particular fallacy I was cured of in St. Louis within ten minutes of my arrival. Two strangers, mere railroad acquaintances, had come out of their way to show me the car that would take me past my hotel. Bag in hand—an obviously English bag—I boarded the car, and clung to the skirt of the crowd on the platform behind. Ten seconds later there was a stir at the foreman end of the car, and the conductor pushed his way through the crowd, shouting, "Where's that man with the grip?"

I thought my last moment had come—having been warned against street car conductors. Should I tumble off, abandon my grip, and perish in the roadway, or should I die for my pajamas and razor? I chose death.

"That's my bag," I said in aggressive British.

"Where do you want to get off?" I named the hotel.

"I'll tell you when we get there,"

Three minutes later the car slowed down. With one hand the conductor heaved me off the car, with another he threw the grip, with another he indicated the hotel, and with another he jerked the bell, and I had no time to thank him. Standing a moment on the sidewalk, grip in hand, I reflected that this man had noticed a stranger by the shape of his grip or the cut of his clothes, concluded that he might want information, and had given it

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with a whiz—bang! It is the elaboration of the formulae of polite resignation and polite acceptance that makes the chief difference between the manners of the two continents. A Frenchman is immensely proud of a courtesy, and makes the most of it with phrase and gesture. The American, being human, gives the same service and something more, and is rather ashamed of himself.

There was one point—the manner in which the chummy man took me into his confidence—that suggests a remarkable difference in the surface manners of Americans and Britishers. In the two countries the attitude of stranger to stranger when they meet casually for an hour or so is surprisingly different. Now my chummy acquaintance within an hour of conversation had cross examined me as to my family, my income, my reasons for visiting America, the sum of money I had put aside for the trip; he had learned my profession and knew what I had paid for the clothes I was wearing. Again and again in railway cars, in hotel lounges, I found myself under the same fire of questions. Suddenly it flashed upon me that on each occasion my questioner had freely given me as much information about himself as he had dragged from myself. Mutual reticence; mutual frankness, these are our opposite methods of expressing ourselves. But as far as the amenities of traveling are concerned I must confess that so soon as I had learned the language the system of mutual frankness seemed the jollier. When you call a street sweeper in Paris "monsieur" and a street sweeper in Moscow a pig you are saying the same thing in different languages. And the Englishman who, priding himself on his reticence, resents the frank inquisitiveness of the casual American acquaintance is no linguist.

Republican Rally at Turner.  
The Republican candidates held a rousing rally at Turner last evening. It was one of the largest political gatherings ever assembled in that town. The Turner band furnished inspiring music for the occasion. The speeches made by Dr. Smith, Frank Davey, Geo. F. Rodgers, T. B. Kay and Lloyd Reynolds and R. D. Allen were replete with good, sound Republican doctrine and the remarks of the speakers were enthusiastically cheered. If enthusiasm means anything the Republican candidates will receive a specially large vote at Turner and the surrounding precincts.

Suit on Hop Contract.  
For the purpose of recovering the sum of \$4000, alleged to be due on a hop contract, an action has been commenced in department No. 1 of the circuit court by the Krebs Hop Company against T. A. Lavesley & Co. The plaintiffs allege that, according to the terms of the contract, \$2000 became due April 15, 1906, and \$2000 additional on May 15, 1906, which amounts, it is stated, the defendants have failed to pay.

# CLASSIFIED

**FOR SALE.**  
For Sale.—Gravel and cement business, at No 500 North Capital street, Salem. 5-15-2w\*

For Sale.—A fine Washburn guitar, cheap. Call at 440 Division street, Salem, Or. 5-20-3t.

For Sale.—DeLaval separator, nearly new. Bought for \$90, will sell for \$50 cash. Inquire of A. W. Nusson, Gervais, Route 2, or phone Farm 59.

For Sale.—A O. A. Stone square piano. Inquire of W. Miller, Mission and Liberty streets. 5-21-3t\*

Dogs for sale.—Well bred, Scotch Collie and shepherd; call on, or address Mrs. Joshua Smith, Rt. 5, Salem, Oregon. 5-21-3t\*

For Sale.—A two-story, six-room house new, in Englewood, with two lots, barn, well and fenced. A bargain to a quick buyer. W. H. Dalrymple, P. O. box 242, Salem. 5-14-1m\*

Farm for Sale.—83 acres of the best land in Marion county, 1 1/2 miles from Salem, 30 acres in cultivation, 1 acre in strawberries; large new house and barn. A bargain at \$50 per acre. Inquire at this office. 5-14-1t

For Sale.—New light and heavy spring wagons, carriages, carts, new and old buggies, buckboards and one delivery wagon, at the Salem Carriage and Wagon Factory. W. Fennel, prop., 801 to 805, North Liberty street. 4-9-1m

For Sale or Rent.—A ten-acre ranch and everything on the place for sale; a good driving horse for \$65, 13 years old, weight 1250 lbs; a fine fresh cow for \$35; 1 cultivator for \$2; 1 buggy for \$10; 150-egg incubator and brooder for \$20; leaving state. See H. Klender, 1 1/2 miles due east of Pen. 5-18-1w\*

**FOR RENT.**  
For Rent.—Furnished and unfurnished rooms at 790 North Commercial street. M. A. Dice, prop. 5-1-tf

For Rent.—Five-room modern cottage, also first-class piano for sale cheap. Inquire of Mrs. P. B. Ferrell, 1789 State street. 5-16-1wk

**WANTED—FEMALE HELP.**  
Wanted—Experienced girl for general housework. Highest wages. Inquire 1049 Court street, Salem. 4-12-tf

**WANTED.**  
Wanted.—Branch managers wanted, \$20 cash weekly. Live at home. Experience unnecessary. Aluminum Hanger Company, Chatfield, Minn. 5-14-1m

**LOST.**  
LOST—A gold watch fob; leave at this office and receive reward. 5-19-13

LOST.—On Turner road from Salem to the mute school, a pair of gold mounted rimless glasses, in a case. Case marked S. W. Thompson. Suitable reward offered. Leave at Journal office. 5-21-3t

## Advertising Creates Value



One of the receivers of the National Salt Company testified in court that a certain trademark was considered "a valuable asset," as it was the brand of salt that brought the highest price and had a good market.

Asked how this salt was different from other salts sold by the company, the receiver, hesitating, admitted that there was no difference; that they all came out of the same kettle. When the court then inquired what caused the high price and good market for this particular product the witness replied:

"Simply the extensive and attractive advertising the brand got."

One thought suggested by this curious confession is the testimony it bears as to the efficacy of advertising to create "a valuable asset," even where, as in this—let us hope exceptional—instance, the advertiser was not quite candid about the quality of the goods.—New York Herald.

You increase the value of your firm name and business every time they appear in this paper.

**MISCELLANEOUS.**  
Salem Iron Works—Founders, machinists and blacksmiths. Manufacturers of all kinds of sawmill machinery. Hop and fruit drying stoves, etc. Manufacturers of the Salem Iron Works Hop Press. 11-29-1m

Wanted.—Turkeys, geese, ducks, chickens and all farm produce. Highest cash price paid for same. Capital Commission Company, 267 Commercial street. Telephone 170.

Hotel Scott—Newly furnished, everything clean and first class. Rooms at reasonable prices. In Cottle block, Salem. A. Scott, prop. 7-4-tf

At Your Stepmother's—She can steam clean or dye them, and save you a new suit, press and repair, relines, furnish buttons. The most delicate fabrics can be cleaned by her dry cleaning method without injury. It does not shrink or change its color. It is next to The Journal office, 221 Commercial street.

\$2.00 a Day—Earned selling our new book, "Story of San Francisco Horrors," largest book, best commissions and premiums, selling at sight, biggest money-maker ever offered to agents, only book publishers who are on the coast and saw the disaster, hence most reliable. Send 10c for mailing free outfit. National Educational Union, Pasadena, Cal. 5-11-10t\*

**TONSorial.**  
Evans' Barber Shop.—Everything new and up to date. Finest porcelain baths. Shaving, 15c, haircutting 25c baths 25c. First class bootblacks. C. W. Evans, Proprietor.

**MUSIC STUDIOS.**  
Music Studio.—Frank E. Churehill, Musical Studio. Associate teacher Western Conservatory, Chicago, Ill., representing Inter-State System at Salem, Oregon. In the Gray block, room 3. Studio hours 9 to 12 and 3 to 5. 8-19-14f

**LIVERY AND SALE STABLES.**  
73 IS THE PHONE NUMBER OF THE RED FRONT STABLES  
M. L. HARROD, PROPRIETOR, 271 CHEMERKETA STREET.

Feed Barn.—Special attention to travel teams. Farmers' patronage solicited. Waiting rooms for ladies. We also carry a full line of feed. Located at Club Stables, corner Liberty and Ferry streets. Phone Main 7. Frank & Darby. 12-14-6m

## PURITY FIRST

Purity is the first consideration—after that the price. When with low price you get a home-made article that is absolutely pure, then you get the best.

## Eppley's Perfection Baking Powder

Is put up in glass jars, suitable when empty for fruit, jellies, etc. Every grocer who sells pure goods, sells Eppley's.  
SO ASK YOUR GROCER.

## COMMENCEMENT ANNOUNCEMENTS

I HAVE just received a fine assortment of Commencement Announcements. You are invited to call and look them over. . . . .  
**ELLIOTT PRINTER**

For Sale—Six room house in South Salem

**OSTEOPATH.**  
Dr. W. L. Mercer.—Graduate of Kirksville, Mo., under founder of osteopathy. Rooms 25-26 Breyman bldg., Commercial St., phone 919. Residence 419 N. Summer st., phone 614. Treats acute and chronic diseases. Examinations free.

Dr. B. H. White.—Graduate of Kirksville, Mo., under founder of osteopathy. Room 21 Breyman bldg., Commercial st., phone 87. Residence 590 State, cor. Church, phone 1116. Treats acute and chronic diseases. Examinations free.

**SASH AND DOOR FACTORIES.**  
FRANK M. BROWN—Manufacturer of sash, doors, mouldings. All kinds of house finish and hardwood work. Front street between State and Court

**LODGES.**  
Foresters of America—Court Sherwood Foresters, No. 19. Meets Tuesday in Hurst hall, State street. U. S. Rider, C. R.; A. L. Brown, F. S.

Central Lodge No. 18, E. of P.—Oastle Hall in Holman block, corner State and Liberty streets. Tuesday of each week at 7:30 p. m. J. G. Graham, C. C.; W. L. Staley, K. of E. and S.

Modern Woodmen of America—Oregon Cedar Camp, No. 5346. Meets every Thursday evening at 8 o'clock, Holman Hall. W. W. Hill, V. C.; F. A. Turner, Clerk.

Woodman of World.—Meets every Friday night at 7:30, in Holman Hall. A. J. Boney, C. C. F. L. Francis, clerk. 1-10-tf

**VETERINARY SURGEON**  
Dr. E. J. Young—Veterinary surgeon and dentist, 33 years' experience. All work guaranteed. Difficult surgical operations a specialty. Phone 581. Office at Club Stables. Phone 7, Salem, Oregon. 3-9-tf

**CONCRETE AND CEMENT WORK.**  
J. P. Vestch, contractor and builder of cement walks. Septic sewer tanks, foundations and floors, 228 Marion street. 2-6-tf

**REAL ESTATE.**  
Irrigated Farming Lands—25,000 acres of choice farming land, which will be under the United States government ditches on Lost River Valley, in Klamath county, Oregon, to be sold on easy terms; \$10 to \$25 per acre. Write us for a printed descriptive price list. Butler & Co., land agents, Bonanza, Klamath Co., Oregon. 5-18-tf-dw

Some of Our Bargains.—One new 6-room cottage, modern, only \$1250. Good, new 5-room house and two lots, only \$850. Furniture and fixtures in large rooming house very cheap. This property must be sold. If you want to buy, see us. We have the goods. If you want to sell, list your property with us. We sell it. Swegle & Smith, phone 459, No. 492 State street.

**WATER COMPANY.**  
**SALEM WATER COMPANY**  
OFFICE CITY HALL.  
For water service apply at office. Bills payable monthly in advance. Make all complaints at the office.

**Gold Dust Flour**  
Made by THE SIDNEY POWER COMPANY, Sidney, Oregon. Made for family use. Ask your grocer for it. Bran and shorts always on hand.

**P. B. Wallace**  
AGENT



**GOOD ROAST BEEF**  
Should be juicy, tender and have just enough fat. Buy a roast from us and see if you don't want to come again.  
E. C. CROSS  
State Street Market

# CASTORIA

The Kind You Have Always Bought, and which has been in use for over 30 years, has borne the signature of **Chas. H. Fletcher** and has been made under his personal supervision since its infancy. Allow no one to deceive you in this. All Counterfeits, Imitations and "Just-as-good" are but experiments that trifle with and endanger the health of Infants and Children—Experience against Experiment.

**What is CASTORIA**  
Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is Pleasant. It contains neither Opium, Morphine nor other Narcotic substance. Its age is its guarantee. It destroys Worms and allays Feverishness. It cures Diarrhoea and Wind Colic. It relieves Teething Troubles, cures Constipation and Flatulency. It assimilates the Food, regulates the Stomach and Bowels, giving healthy and natural sleep. The Children's Panacea—The Mother's Friend.

**GENUINE CASTORIA ALWAYS**  
Bears the Signature of  
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The Kind You Have Always Bought  
In Use For Over 30 Years.