

IT SEEMED A SHAME

The Book Agent Was Sure He Was an Easy Mark

The Reformed Book Agent was reciting a few of his adventures to the bunch in the hotel lobby.

"You know," observed the R. B. A., in the course of the dissertation, "there always comes a time sooner or later when the rule you've been going by won't work. It had got to be a rule with me that school teachers were comparatively easy marks for a man who desired to enter negotiations for the sale of a book the size of a child's Bible, bound in either plain cloth or half morocco, with title in gilt letters.

"I was selling a book that was practically the same thing as a 25-cent World almanac, containing all sorts of useful information, and if you didn't care for the best binding you could get it for as little as \$2.75. It was a work that appealed strongly to teachers, principals, mothers and all who had the education of the youth of any given community at heart.

"Now, one feature of the book agent's game that's as old as the statutes and city ordinances of the Medes and Persians is to get the leading educator of the town you're in to buy the book, or at least make him think he's bought it—give it to him for nothing if need be—and, then, having bought it, to write you out a brief recommendation for the work. With that recommendation every woman in town, and everybody else who goes in for 'cutchuh and aht' and all that—you know the type—becomes your prey. Most of them will fall for your great educational work, just like a lot of school children crowding in line for a special matinee of 'Ten Nights in a Barroom.'

"The first move a knowing book agent makes, therefore, is to get the indorsement of the superintendent of public schools, or the president of the college if there is one of these freshwater colleges around, and the leading highbrow minister. But it is a sort of unwritten law that the superintendent of schools must be made to come over, first of all.

"The publishing house I was working for sent me to one of those little county seat towns where nothing of importance ever happens except the next number on the Star lecture course. Somebody pointed out the head of the public school system to me, and I chuckled to myself, for he looked so easy that I had a notion just to sell him the book by telephone without even bothering to go to his office and have him send his indorsement to me at my hotel by a messenger boy. I knew that there was no possible way that he could turn me down. He looked so gentle and amiable that you would have sworn he was the local representative of the Society for the Prevention of Cruelty to Something.

"I went over to see him the next morning. At first I thought of telling him right off that I was a book agent, and what I wanted him to do. In the light of later developments that's what I should have done. But I followed the usual rule made and provided for book agents in such cases, and talked to him as if I were interested in education some way or other, and had just dropped in to visit with him for a spell and get his views.

"He was such a benevolent old party that I had chatted along for half an hour on general topics before I thought of mentioning my book. By that time we were as friendly as hired help and I knew that I could sell him anything from a book to a second-hand gas engine.

"I was just going to pull out my prospectus when a young man came into the reception room just outside the office and started to walk in where we were, but stopped when he saw me. I told the old man that I would let my business wait if the man in the next room wanted to see him for a minute, but he waved me back into my chair.

"Stay right where you are," he says, smiling amiably, and added in a whisper: "I think I know who that is. It's a young man who's been coming around to bother me about a book. It won't do him any good, for I never buy books from agents, but I suppose he'll succeed in taking up a lot of my time before I get rid of him."

"Wow! Put me in fine, didn't it? I about abandoned any idea right then of owning up that I was a book agent myself, but to make matters worse, the young chap walked in right then and my intended victim turned around and recognized him as his own son.

"Well, well!" he chuckled, "to think that I would take my own son for a book agent! That's pretty good, I guess!" And he laughed heartily. I guess! Mine must have sounded like the cold, calculating laugh of the man who wears a gray derby hat in a show, for there was no mirth in it, that's a cinch.

"Well, sir, do you know, I was so put out over that deal that I went on to the next town without trying to sell a single book in that burg, though I'd expected to spend three or four weeks there. In the first place, I had enough superstition in me to take it as a hoo-doo. And then I was afraid that old man would meet me on the street some day and learn what my business was. So I ducked.

"But," added the Reformed Book Agent, "the thing that I've wondered about some thousands of times since then was this—did the benevolent, humane society-looking old party get off that book agent talk a purpose? Do you suppose he did?"

THE COMERS AND GOERS

HAPPENINGS OF INTEREST TO YOU AND ME.

What Your Friends and Their Friends Have Been Doing the Past Week.

—Eat Sowler's Candy.
J. A. Hill of Lincoln spent Sunday in this city.

Dr. M. L. Wilson was a Stella visitor Sunday.

J. S. Lord and family were Salem visitors Friday.

Walter Rose of Salem was in the city last Friday.

Charles Santo of Rulo was a Falls City visitor Friday.

Miss Edith Peck was reported ill the first of the week.

See Clarence Heck for your coal this fall, Phone 101.

Geo. Gilligan attended the Assembly at Salem Sunday.

J. R. Cain, Sr., spent Sunday with his family in this city.

James Stewart is visiting at his old home town, Biglow, Mo.

F. P. Page of Dawson was in the city Saturday on a real estate deal.

Joseph Norris, who has a ranch in Montana arrived in Falls City Friday.

Rev. R. R. Teeter delivered a lecture at Jameson, Mo., the first of the week.

Ed Falloon returned from his business trip to Jefferson City, Mo., Saturday.

Dr. Harry Pitcock and James Jaquet attended the Assembly at Salem Sunday.

Mrs. Charles Loree, who has been on the sick list, is now rapidly improving.

Fifty-seven round trip tickets were sold Sunday to people attending the Salem Assembly.

Mrs. Wm. Nettlebeck and children of Shubert visited with relatives in this city this week.

Gene Fitzgerald, wife and little son of Craig, Mo., visited with relatives in this city this week.

Mrs. Walter Saylor's mother, Mrs. Biddinger of Cincinnati, O., visited with her this week.

Miss Etta Kapp is enjoying her vacation from the duties of operator at the telephone office.

H. M. Jenne and wife and Bert Baker and Miss Carrie Slocum spent Sunday at the Langdon lakes.

E. E. James and family spent Sunday with relatives over near Verdon. They drove over with their new auto.

Mrs. R. Meyers and Ray Mickey, of Morrill, Kas., visited the first of the week with Bert McGuire and family.

Miss Irene Prior returned the first of the week from a visit to her sister, Mrs. Ernest Oberland, at Concordia, Kas.

Miss Ethel Cade accompanied her mother to Osborne, Kas., Thursday, where they will spend a few months with relatives.

The Salem Assembly was well attended by Falls City people Sunday. In the neighborhood of one hundred attended from here.

Mrs. James Pickett visited her parents, Mr. and Mrs. O. Radinsky, at Lincoln and attended the Epworth League Assembly, this week.

George Hummel and Mark Williamson, who have been working on the new Presbyterian church, went up to Humboldt and spent Sunday with relatives.

Glen Brunson, wife and little son of near Shubert, visited with Mrs. Brunson's parents, Mr. and Mrs. J. B. Ramel and family the first of the week.

Miss Oddie Lapp returned from the Missouri Lakes Sunday. Miss Stella Knickerbocker brought her over in the buggy and returned to the lakes Monday morning.

Rev. John Boose and son of Pontiac, Ill., arrived in Falls City Saturday for a visit with relatives and his many friends. He is a son of Mr. and Mrs. William Boose.

Miss Rue Gates left Sunday for St. Joseph, where she will take instruction in one of the wholesale millinery houses of that city, before taking a position as trimmer in the country.

Mrs. James Jellison who now makes her home in Lincoln, but who had lived in Falls City a great many years, was in the city a few days this week. Mrs. Jellison will soon take a position on the Lincoln Star, in the capacity of proof-reader.

Frank Marvin of Oklahoma City, Okla., spent a few days in this city, his old home, the first of the week. Mr. Marvin put a price on the store building which he owns, now occupied by the Lyric theater, and will sell the same, no doubt. He took advantage of the occasion and pushed his credit up on The Tribune while in town.

The elegant new barber shop of W. S. Byerly was christened Wednesday morning by S. W. Decker, he being the first man to be shaved therein. A remarkable feature of this incident is that Mr. Decker is almost 84 years of age, and had never in his life be-

fore been shaved by a barber.—Verdon Vedette.

Mrs. James Jellison of Lincoln has been in the city visiting her husband who is doing brick-work on J. S. Harman's residence. Mrs. Jellison is known as a competent newspaper woman and after September 1st will be connected with the Lincoln Star in an important capacity.—Tecumseh Tribunal.

Joe Nedrow went to Falls City Saturday to visit a couple of days with his brother, Henry Nedrow, who was there from Norton, Kansas, attending to the settlement of their father's estate. The estate is valued at \$13,000 and is to be divided among the wife and nine children.—Stella Press.

A fishing party from this city consisting of Messrs. Guy Crook, Harry Cain and Misses Nelle Cain, Ruth McMillan and Mildred Holland spent a few days at the Big Lakes the past week. They returned Monday, but the weather was so hot that they did not bring their catch home.

Mr. and Mrs. Anderson Miller of Falls City, grandparents of Mrs. Chas. Thomas, drove up yesterday for a visit with Dr. and Mrs. Thomas. They were accompanied by their daughter, Miss Fannie Miller, and by Robert Gault, a brother of Mrs. Thomas.—Verdon Vedette.

Miss Edna Wentworth sang a solo at the Presbyterian church Sunday evening. The selection was appropriate and rendered in a manner that showed the power of a thoroughly trained voice. It was a rare treat to her many friends who were present.

After a visit with her son, Herbert and family, Mrs. Charles Hedges returned to her home at Odell, Nebr., Friday. She was accompanied by her little grandson, Gordon Hedges who will spend some time there.

Miss Ena Cooper Seabury, who had been visiting her father and other relatives at Humboldt, came down to Falls City the first of the week and visited with Miss Carrie Slocum.

Mrs. Jake Lichty and son, Ezra, accompanied Mr. Lichty to this city Friday, where he took the Burlington for California. They came in their automobile.

Frank Boss, republican candidate for register of deeds, was in the city Monday shaking hands with his old friends and making new acquaintances.

Miss Anita Wilson has returned from the school of music connected with the Valparaiso University and is ready for pupils in voice and violin.

Mrs. James Cottier of Ravanna, Mo., mother of the Whitaker boys, is visiting with her sons and other relatives in this city this week.

W. M. Seng and his workmen are in Peru this week at work on a church there while waiting for material at this place.

Harry Jenne and wife and Bert Baker and Miss Carrie Slocum drove the Slocum auto to Verdon last Thursday evening.

The average live newspaper does more for a town in one year than does the carping critic during his life time.—Humboldt Leader.

E. E. James was up from Falls City Friday afternoon and while here purchased John Hall's automobile.—Verdon Vedette.

Mrs. John Yocam went to Fairview, Kas., Thursday to take care of her son, Claude, who is ill with typhoid fever.

Mrs. Alice Walker and little child of Council Bluffs, visited her cousin, John Hutchings, and wife this week.

J. W. Dowty was a pleasant caller Monday and before leaving renewed his faith in this family journal.

J. S. Lord and family were among Dr. Reneker took his family up to Salem Sunday in his automobile.

Miss Louise Rule of this city and Miss Jackson of St. Joseph, Mo., were Salem visitors Sunday.

where they attended the Assembly, those from here who attended the Assembly at Salem Sunday.

Dave Davies of Falls City attended to business matters here Tuesday afternoon.—Verdon Vedette.

Mrs. Vet Sianton and daughter, Marion, attended the Epworth Assembly at Lincoln this week.

Dr. Green and family drove their auto up to Salem and attended the Assembly there Sunday.

Harry Mann was down from Humboldt Monday helping appraise the Neitzel marble works.

Porter Randolph is enjoying his annual vacation from the duties of rural mail carrier.

Miss Schoenheit of Kansas City visited with friends and relatives in this city this week.

J. C. Wileman and family of Barada visited at the home of T. J. Oliver and family Friday.

Richard Dittmar spent a few days in St. Joseph the past week, returning Monday.

Col. Charles Marion cried a big horse sale at Highland, Kansas last Saturday.

Dr. R. Cooper Bailey and wife spent a few days this week in Omaha.

Mrs. Jessie Bunker of Dawson was in Falls City the first of the week.

Going! Going!

The remarkable sale we are now conducting has set the whole town talking

Every Spring and Summer Suit MUST BE CLEARED AWAY DURING THIS MONTH

Any \$22.50 or \$20.00 Suit of Clothes in our store

Now \$12.50

Any \$16.50 or \$15.00 Suit of Clothes in our store

Now \$9.50

4 Doors South Richardson Co. Bank

M. SEFF

4 Doors South Richardson Co. Bank

Miss Edna Carico was a Salem visitor Sunday.

—The taste tells—try our ice cream—Sowles.

Harry Craig took in the Assembly at Salem Sunday.

T. J. Oliver was a west end visitor the first of the week.

Sheriff Fenton returned Friday from the western part of the state.

Miss Fay DeWald spent Sunday with Miss Alma Dorste at Rulo.

Will Grush and family attended the Assembly at Salem Sunday last.

The dates for the Verdon Pioneer Picnic are August 18th and 19th.

Mrs. Charles Marion and daughter, Audrey, left Tuesday morning for a visit with relatives at Kansas City and Independence, Mo. The Colonel accompanied them as far as Leavenworth, Kas., where he had business.

—The Best Ice Cream at Sowles.

—Dr. Trumppore—Massuer and face Massage, Phone 267. 31tf.

Miss Gertrude Lum of Verdon was a guest at the party of Mrs. Andrew Cameron Monday.

Walter Tanner, Stanley and Scott Stump and Louie Davidson were in Salem Sunday afternoon.

Miss Clara Stockton, accompanied by her cousin, Gladys Stockton, left Wednesday for a three week visit with relatives at Stanberry, Mo.

A. N. Cook has disposed of his residence property in this city, in exchange for 160 acres of land in Butler County, Kansas. Property taken in at \$5,000. Mr. Cook has no idea of farming, but will rent the land and continue traveling on the road, and will live in Falls City the same as ever.

—For the Best Ice Cream go to D. W. Sowles.

Fred Graham left Wednesday for Lincoln, where he will assist in the lumber yard that his father became interested in some time ago.

The Auburn canning factory will commence operations this week. The company has 850 acres of sweet corn planted, all of which is in splendid condition.

David Graham of Eugene, Oregon, is spending the week in this city the guest of his uncle, A. Graham. He is engaged in the shoe business and is on his return from Boston and other eastern markets, where he goes annually in quest of new creations. In his line. Mr. Graham is a son of the oldest brother of our townsman, A. Graham and this is the first meeting of these relatives.

Harvest Excursion

\$15.00

From Omaha to Melfort, Canada and Return

Train leaves Falls City Tuesday, August 17th, at 1:40 P. M.

This is your only chance to see this country this summer for this amount. Make your arrangements and go with me on this date. It will be a nice trip even if you do not buy land.

FOR PARTICULARS WRITE OR CALL ON

G. H. FALLSTEAD

Falls City, Nebraska