

THE DAILY NOVELETTE

Faith Clarke's Career
By Jane Osborn

IT WAS the first time in Faith Clarke's career as stenographer in the Gage Manufacturing Company that she had slipped from her numbered fingers on her way from the Blair Street Home to the corner where she customarily took the bus. She had retraced her steps, but the rapidly falling snow had hidden the place where it had fallen. So Faith Clarke went her way on foot, punching the time clock in the entrance to indicate a half hour's tardiness.

As soon as she had taken her seat in the room where nine other stenographers worked and had opened her typewriter desk to begin transcribing notes from the dictation taken from one of the salesmen late the previous afternoon, Faith was aware of the fact that something of unusual interest was in the air.

"Better powder your nose and look alive," said the girl at the next desk. "He's coming in this morning to look us over."

"Just my luck," sighed the girl at the desk on the other side, looking into the tiny mirror on the cover of her vanity case. "The snow got on my hair and took out all the wave, and I've got on my oldest dress. I should worry!"

Eventually Faith Clarke placed together the information that Thomas Gage, Jr., son of "the big boss," had arrived. He had previously had charge of the western plant of the concern, but had now come to assume control of the main office and would need a private secretary, and had announced that he would choose one from the stenographers already employed.

"He's coming to look us over. Jimmy," she overheard him telling Mr. Mills. Then he will pick out the one that he thinks looks the best. It will mean thirty dollars a week to the girl that suits."

Faith kept on with her work and carefully rolled a sheet of letterhead paper into her typewriter. Apparently she was not especially interested. "It isn't likely he'd pick me," she said.

"Oh, I don't know," consoled the neighbor at the left. "You've got a fine record. You've got more speed than any of the rest of us and you're terribly accurate. Those things count, though, of course, he's young and fine looking and will probably pick out a good looking."

Faith Clarke sighed again and opened her notebook to begin the monotonous day's work.

For an hour little work was done. The buzzing of voices was incessant, and there were frequent pauses in work for powdering of noses and readjustment of hairnets. Then a hush suddenly fell on the room, for the door had

opened and Mr. Mills, office manager, with a tall keen-eyed stranger, entered the room.

Never had the Stenographer's room of the Gage Manufacturing Company hummed with such incessant clicking of the typewriters, and never before were ten heads bent in such keen attention to work. Mr. Mills and the stranger stood talking in subdued tones, but obviously the stranger was making observations. Then they left the room and the door closed. For four or five minutes more the typewriter keys buzzed furiously and then came a lull.

"Good!" said the girl at Faith's left. "See whizz!" said the one at her right.

"Isn't the suspense something awful?" said a girl across the room. "How soon do you think he'll let us know?"

After the noon lunch hour the girls took their places promptly. And then Molly Day, who has found the suspense so trying, was called to Mr. Gage's office. She stopped in the dressing room for a careful reapportionment of rouge and lipstick and went into the sanctum with confidence raised thereby.

"Honestly, I wasn't a bit scared," she announced when she came back. "I had my hair waved instead of getting lunch when I was out and that kind of braced me up. Good, but I'm hungry now, though. Well, I'll treat you all when I get my thirty a week, girls."

But presently a surprise came. Jimmy, the office boy came in with a message to Faith Clarke. She was wanted in Mr. Gage's office, and she departed at once, without even looking in a mirror. Her throat was dry and her knees were trembling.

"Poor kid," said one of the girls. "I suppose he's looked up her record, but what good does a record do when a girl doesn't keep up appearances?"

In spite of dry throat and trembling knees Faith Clarke took a trial letter from Mr. Gage with lightning rapidity and transcribed it in an adjoining office without a fault.

She waited while Mr. Gage read it over. He was consulting her record for

promptness and accuracy on a large pink card from the filing room.

"I think, Miss Clarke," he said, "that you may consider yourself advanced to the position as my private secretary. It is an advancement because it will mean thirty-five dollars a week, and you are now, I believe, getting eighteen. Of course this is to be confidential for a day or so. He paused to look keenly into the delicately featured face of the girl who sat at the other side of his desk.

"I am sorry," Faith said slowly, "but I—if you don't very much mind I'd rather not. I may have taken that letter quickly, but really I know I wouldn't do at all. I'm very careless and I'd much rather stay in the other room with eighteen a week."

Mr. Gage saw that the matter was settled so far as the girl was concerned. After all, she had a right to refuse the offer if she chose, and perhaps a girl so unambitious as to wish to refuse such an advancement would not make a good secretary. Still, he had been attracted to her the moment he entered the stenographers' room. It was only on the recommendation of Mr. Mills that he had tried the other girl out first and had found her lacking in speed and accuracy, as well as in what Mr. Gage considered a suitable personality.

So that was the end of that and Mr. Gage decided to put off for another day the choosing of a private secretary.

That evening after close of the office he felt the need of exercise, and in spite of the dreary weather, with thawing snow of the morning underfoot and gray sky above he walked for several miles in the direction of the hotel that was his temporary abode. As he walked he could think of nothing but the case of Faith Clarke. Why had she declined his offer? Why would any girl decline thirty-five dollars instead of eighteen? Mr. Gage made up his mind to solve the problem.

His meditations were suddenly interrupted when he dozed off and fell upon a small purse lying on the sidewalk before him. It was half covered with snow; apparently it had recently been exposed. Mr. Gage picked it up and opened it. It contained \$2.45 and a key attached to a wooden tag marked "Room ninety-nine, Blair Street Home." Mr. Gage asked the policeman on the next corner where the Blair Street Home might be, and was directed to a boarding house for girls a few blocks away.

It was a dingy place inside and out,

and the high unshaded gas lights in the hall did little to dispel the outside gloom. He asked the attendant at the desk whether she would take the purse, to which the attendant mechanically reached out to a cumbersome electric press button and rang nine times and then nine times more. "I've sent for ninety-nine," said the attendant wearily. "I'd rather have you give it to her yourself."

Mr. Gage sat waiting on a narrow uncomfortable black bench in the hall and presently, to his surprise, appeared in the gloom Faith Clarke—the girl about whom he had been thinking for the past half hour.

"Are you ninety-nine?" he asked rising, and then, "I didn't expect to find you here, Miss Clarke, still I am very glad that I did."

Explanation concerning the loss and finding of the purse were soon over. Mr. Gage lingered, sitting there beside Miss Clarke in the dingy hall. He told her that he felt this a good opportunity to try to persuade her to accept his offer. "I am quite sure you can do the work satisfactorily and I should think that the increase from eighteen to thirty-five dollars a week would make up for the additional responsibility. That must be an inducement."

Faith Clarke looked about her and then back at Mr. Gage.

"You see," she said, "this is home to me. It's the only home I've known since I left my uncle in the country and that was at all happy. It's a working girl's home—the rule is that no girl earning more than twenty dollars a week can live here. I left one place

because they raised my wages—then when I went to Gage's; and now—don't you see what it means to me? If I accept your proposition I would have to leave this home. It would break my heart."

Thomas Gage, Jr., felt something very much like a lump in his throat, at the thought of this dingy place, with its odors of sanctity and poor cooking, could mean so much to any one. His own home life had been so happy—perhaps he had never quite appreciated it.

"Still, I'd like to do your work," Faith admitted. "It would be so much more interesting. Would you let me do the work for the same salary?"

Thomas Gage looked perplexed, and then suddenly he laughed a little and held out his hand. It's a go, Miss Clarke. We'll make it twenty a week, and they'll still let you stay here."

It was there in that dingy hall that Thomas Gage made up his mind that he would probably woo Faith Clarke as his wife. "A girl who loves home so much as that," he assured himself, "ought to make a wonderful wife."

Two months later he asked her to marry him, and, of course, Faith accepted. It was then that she found that there was a little bank account to her credit, showing a weekly saving of fifteen dollars a week. "It's yours to do what you want with it," Mr. Gage told her.

"I'm going to give it to the home—maybe they could buy a pleasant little for the front hall and get a comfortable settee instead of that old black walnut bench."

FIRST ANNIVERSARY STATEMENT OF THE METROPOLITAN TRUST CO. OF PHILADELPHIA N. W. Cor. 18th and Market Sts.

Statement at the Close of Business October 24, 1922

RESOURCES

Loans and Investments	\$1,944,856.19
Real Estate	76,949.25
Vault	29,206.00
Furniture and Fixtures	32,637.16
Cash on Hand and in Banks	410,992.78
Accrued Interest	1,192.84
	\$2,495,834.22

LIABILITIES

Capital	\$500,000.00
Surplus	50,000.00
Undivided Profit	32,100.27
Deposits	1,730,130.81
Bills Rediscounted	183,603.14
	\$2,495,834.22

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We Invite Your Account

Check accounts, savings accounts, safe deposit boxes, title insurance. Acts as executor, trustee, administrator, guardian, etc.

LOUIS T. KLAUDER
CONSULTING ENGINEER
PENNSYLVANIA BUILDING, PHILADELPHIA
POWER PLANTS

DESIGN CONSTRUCTION
ANNUAL REPORT

\$35,000,000
GULF OIL CORPORATION
OF PENNSYLVANIA
Fifteen-Year 5% Debenture Gold Bonds

To be dated December 1, 1922 To mature December 1, 1937

Authorized and to be issued \$35,000,000. Coupon Bonds in \$1,000 denomination. Principal and interest payable at the office of The Union Trust Company of Pittsburgh or at Bankers Trust Co., New York. Interest payable June 1 and December 1, without deduction for normal Federal Income Tax up to 2%.

PURCHASE FUND

Purchase Fund of \$2,000,000 per annum, commencing November 1, 1924, to be used to purchase Bonds upon tender during each November at not exceeding par and interest. If in November of any year a sufficient number of Bonds shall not have been tendered at a price of par or less and accrued interest to exhaust the Purchase Fund of that year, the Trustee shall on December 1 next thereafter repay the balance in said Fund to the Company.

FREE OF PENNSYLVANIA FOUR MILL TAX

The Union Trust Company of Pittsburgh, Trustee

A letter from Mr. W. L. Mellon, President of the Company, is summarized as follows:

BUSINESS

The business conducted by the Company—and by Company is meant Gulf Oil Corporation of Pennsylvania, together with subsidiaries, all or practically all of whose stock it owns—includes the producing, refining, transporting, distributing and marketing of petroleum and its products. It is one of the largest oil producers in the United States, its production from its more than 3,700 wells in the United States exceeding 80,000 barrels per day. A large portion of this is thoroughly settled.

Practically all of the Company's oil fields in Oklahoma, Kansas, Texas and Louisiana are served by its own pipe line system, which, exclusive of field gathering lines, exceeds 2,200 miles.

The Company's Port Arthur refinery is one of the largest in the world. In 1921, it refined over 28,000,000 barrels of crude.

The Company's own ocean-going vessels are used to transport the refined oil to its own distributing stations on the Gulf of Mexico and the Atlantic Seaboard, including the stations at Galveston, New Orleans, Mobile, Tampa, Jacksonville, Savannah, Philadelphia, New York Harbor, Providence and Beverly (Boston, Mass.) From these points the oil is marketed through some seven hundred and sixty sales stations of the Company.

PURPOSE OF ISSUE

The proceeds of these Bonds will be used to provide funds for the retirement of the Gulf Oil Corporation (New Jersey) Twelve-Year 7% Sinking Fund Debenture Gold Bonds which will be called for redemption on February 1, 1923, at 103½ and accrued interest.

97 and Interest, to yield about 5.30%

When, as and if issued and received by us and subject to approval of counsel. It is expected that definitive Bonds will be ready for delivery about December 1, 1922. All legal details pertaining to this issue will be passed upon by Messrs. Keed, Smith, Shaw & McCloy, of Pittsburgh.

Gulf Oil Corporation Twelve-Year 7% Sinking Fund Debenture Gold Bonds will be accepted by the undersigned in payment at their redemption price, 103½ and accrued interest.

The Union Trust Company of Pittsburgh
Guaranty Company of New York
The National City Company
Brown Brothers & Co., Philadelphia

Bankers Trust Company, New York
Mellon National Bank, Pittsburgh

New Issue

\$5,000,000
REPUBLIC OF COLOMBIA
EXTERNAL LOAN
Five Year 6½% Gold Notes of 1922

Dated October 1, 1922 Interest payable April 1 and October 1 Due October 1, 1927

Principal and Interest payable in United States Gold Coin of the present standard of weight and fineness at the office of Blair & Co., New York, Fiscal Agents of the Loan.

Exempt from all Taxes, present or future, imposed by the Republic of Colombia

Coupon Notes in the denomination of \$1,000 with the privilege of registration as to principal. Redeemable at the option of the Government in whole or in part on any interest date, on not less than thirty days notice at 100 and accrued interest.

The following summary has been approved by His Excellency, Enrique Olaya Herrera, Colombian Minister to the United States:

SECURITY: These Notes are to be the direct external obligation of the Republic of Colombia. For the benefit of the holders of the Notes the Loan Contract further provides for the deposit with the Fiscal Agents of drafts on the Customs House at Barranquilla, each for the sum of \$83,000 and drafts on the Customs House at Cartagena, each for the sum of \$42,000, one draft on each of said Customs Houses being payable to the order of the Fiscal Agents each month from October 1, 1923 to September 1, 1927, inclusive, or a total of \$6,000,000 U. S. Gold. The moneys thus paid to the Fiscal Agents are to be available for interest on the Notes and at the option of the Government for their purchase or redemption at not exceeding 100 and interest.

By the Loan Contract it is declared that this Loan shall be a lien on all customs receipts from Barranquilla and Cartagena, except the pledge of £25,000 Sterling per month in favor of the Republic's existing external loans.

CUSTOMS REVENUES: The total receipts (Colombian Dollars) at the Customs Houses at Cartagena and Barranquilla are reported as follows:

Year ended Dec. 31,	1917	1918	1919	1920	1921
	\$6,800,000	\$4,550,000	\$7,250,000	\$13,300,000	\$5,900,000

The above receipts, which constitute about 80% of the national customs receipts for said years average \$7,560,000 per annum. After deducting the £25,000 Sterling monthly charge on existing loans they average about \$6,000,000 per year. The annual interest on these Notes amounts to \$325,000 U. S. Gold.

The national customs receipts at all customs houses for 1922 are officially estimated at \$11,000,000 of which about 80% or \$8,800,000 are estimated for the customs houses at Cartagena and Barranquilla.

PURPOSE: We are advised that the proceeds of these Notes are to be used to retire floating indebtedness held principally in the United States and in Colombia and for other governmental purposes.

NATIONAL DEBT: The aggregate national funded indebtedness, as of December 31, 1921, together with the present floating indebtedness, is officially reported at \$35,617,935, or about \$6.00 per capita. Of this amount, slightly more than half, or about \$3.00 per capita, represents external funded debt figured at approximately the current exchange rate. These figures are exclusive of the national currency issued according to the Constitution and limited to \$10,000,000.

FOREIGN TRADE: The foreign trade of the Republic over a long period, shows a favorable excess of exports above imports. During the past fifteen years imports exceeded exports in only one year. The published statistics show:

	Five Year Average 1916-1920 inclusive	Year 1921
Exports (Colombian Dollars)	\$50,135,000	\$63,042,000
Imports	45,267,000	33,068,000
Total	\$95,402,000	\$96,110,000

The exports for the year 1922 are estimated at \$80,000,000.

TREATY PAYMENT: The treaty between the Government of the United States and the Republic of Colombia provides for total payments of \$25,000,000 (U. S.) to the Republic of Colombia, the initial payment of \$5,000,000 being due in 1922 and the balance in annual instalments of \$5,000,000 each.

GENERAL: Colombia occupies an area of about 440,000 square miles, or more than that of all the States on the Atlantic Seaboard from Maine to Florida. It has a population of approximately 6,000,000, ranking in third place in population among the South American Republics. It is noted for its wealth and variety of natural resources, being the second largest producer of coffee in the world. Chief among the other agricultural products are bananas, sugar cane, tobacco, medicinal herbs, etc. The Republic is stated to be the largest producer of platinum in the world. Gold, silver and emeralds are mined, and deposits of coal, iron and copper are found. An active development is under way in the Colombian oil fields, and American and other foreign interests have made large investments in these fields. Cattle raising is an important industry. The National income for the present year is officially estimated at \$23,903,000, with expenses estimated at the same figure. A noteworthy feature is the relative stability of its exchange; the current quoted rate is about 96% of par, which is the most favorable of the principal South American Republics.

Application will be made to list the Notes on the New York Stock Exchange

We offer the above Notes subject to the approval of counsel at

98 and interest, to yield about 7%

BLAIR & CO., INC.
THE EQUITABLE TRUST CO.
OF NEW YORK
REDMOND & CO.

The statements presented above, while not guaranteed, are based on information obtained partly by cable from official and other sources. All statistics relating to money unless otherwise indicated are expressed in terms of the Colombian Dollar of Peso, which, at par of exchange is equal to 97.33 cents U. S. Gold.