THE PATTON COURIER

FORCED SALES

By THOMAS ARKLE CLARK

Dean of Men, University of

THINK of all the salesmen who come

upon one unexpectedly and try to persuade one to buy, the book agent

through all time has been the most

unpopular. I suppose the reason is

that few people have any innate long-

ing for books and especially for such

books as the salesman going from door

to door is trying to dispose of. If he is

to be successful he must first create

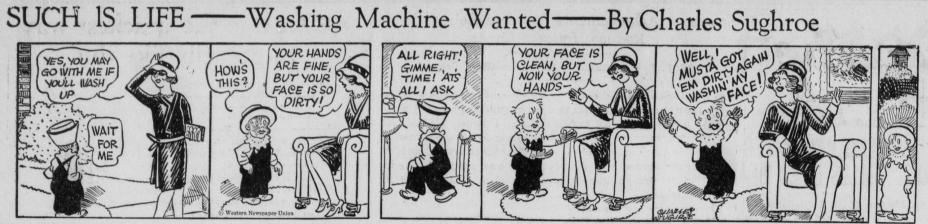
an interest and a desire and then at-

tempt to satisfy it. This requires tact.

a knowledge of human nature and

how it is influenced, and, of course,

persistence, and this last quality is



Nab Alien Smugglers

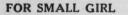
Brownsville, Texas .- With the trial | magistrate at Reynosa, Mexico. Acconviction and sentencing to jail of Isaac Amram and Juan Samano on charges of smuggling aliens into the United States, it is believed by United States immigration authorities here that the two leaders of a far-reachband of border lawbreakers have been

disposed of, temporarily at least. An investigation is now being made to determine whether or not the smuggling organization had ramifications

in New York, Europe and the dif-ferent ports of Mexico. Hundreds of aliens, most of them Greeks and Italians, were clandestinely brought across the Rio Grande by Amram and Sa

Amram, who is only twenty-six years old, speaks English, Spanish, French Greek, Italian, German and Turkish fluently and has a smattering of various other tongues and dialects. He has traveled extensively through Europe, Asia, Spanish America and the United States, acquiring his education in this country. Charge is \$100 a Head

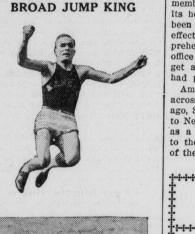
According to his story, his grandfather, a Spaniard, settled in Turkey, and he was born in that country, coming to Mexico several years ago. Some of the languages he acquired as a youth along the Mediterranean; others he studied in universities. Juan Samano was until recently





officers, who assert that through the activities of the organization many cording to Amram's version of the gang's activities, Italians and Greeks Greeks and Italians were brought to were brought across the river, the this side of the Rio Grande. The consmugglers charging \$100 a head for fession of Amram and the details this service.

Belief that the organized gang of alien smugglers operating from Reynosa had been broken up by the arrest of Samano and Amram was expressed by Brownsville immigration



brought out in stories told by the captured aliens coincided. Leader Smuggled In. American immigration officials had scertained from several Greeks and Italians, apprehended after they had crossed the river, that Samano was a nember of the organization which had

its headquarters at Reynosa and had been endeavoring for several weeks to effect his capture. He was finally apprehended at the American customs office at Hidalgo when he crossed to get a manifest on an automobile he had purchased. Amram stated he was smuggled across the river at Reynosa two years ago, Samano aiding him; that he went

to New York, where he was employed as a musician, and later came back to the border and became a member of the Reynosa band.

DIPPING INTO SCIENCE

╬╴╏╍╏╍╏╍╏╍╏╍╏╍╏╍╏╍╏╍┠╍┠╍┠╍┠╍┠╍┠╍┠╍┠╸╻╻╻ Iron and Steel nent, but is made from iron



Commander R. E. Byrd and the members of the crew of the Samson, the supply ship of the Byrd Antarctic expedition which will sail soon.

> away with the job, however. He hung on and haggled and argued the ques-tion until in sheer desperation his victims signed on the dotted line. He was broadcast as a salesman de luxe and his picture was displayed in the eight years and Dora, left alone and advertising of the company for whom he was working, and yet it was really ooor salesmanship which he exhibited.

> A conservative Englishman, the head of a large retail establishment. is said to have announced that he would dismiss any of his salesmen who sold a customer anything which he did not want. There were to be no forced sales in his establishment. No customer who came into his store of me. I never dreamed it would come

had done me a service. (©. 1928. Western Newspaper Union.)

SPEAKS MANY TONGUES

AMELIA'S REGAINED LOVER

S MRS. TABOR laid a kindly hand on her shoulder Amelia Tanner looked up into the pleasant face above her. She was just leaving the Tabor house and Mrs. Tabor had come to the door to

see her depart. "I am sorry you got so tired today, Amelia," Mrs. Tabor said. "But the work seemed to pile up. I hope you will get nicely rested before you have to start out tomorrow. Here is some-thing for your supper." She placed usually a forced sale. Webster was telling me not long a paper bag in Amelia's work-worn

ago something of his experience while hand. in college. He went out during his summer vacation to sell books. He A slight flush of gratitude and appreciation tinted Amelia's tired face. had never had any experience before She murmured thanks and hurried away, a slight, drooping figure in inand he knew nothing of salesmanship excepting to hang on when he got describably quiet and threadbare hold of a prospective customer. The territory to which he was assigned clothes.

Hastening away from the pretty was a pretty barren rural community. residence section of the town, where she was employed by the day, she The book he was trying to sell had no particular merit. The people to turned into Lincoln street and there whom he was attempting to sell it did was her home. The smile that the sight of the shabby little brownish not want it, if they were persuaded to buy it in order to get rid of Webster house always brought to Amelia's face it would most probably lie with the came now. She loved that house; she family Bible on the center table in the was trying to pay for it, literally, by sitting room unread and useless. Anythe sweat of her brow. All her life way they could not afford to buy it, long she had wanted a home, a haven, and Webster knew this as he looked a place of her own, where she could about him better possibly than anybe her own mistress for a few hours in one else. When he succeeded in makeach twenty-four. It was after she bought the house that she had given ing a forced sale he felt as if he had ordinarily all that the wandering robbed an orphan asylum or sand-salesman of books has developed. If bagged a blind man. Webster got up serving as a maid and had entered upon the harder job of being a by-theday.

Amelia did not go in at the front door, but, taking a few more steps, she went round to the back of the house and entered that way. In the kitchen by the stove sat a woman crying. "Oh, Sister Dora !" exclaimed Ame-

lia. "What's the matter now?" "I'm cold," quavered the small sallow woman, hugging herself in her shawl.

"Why of course you would be. The windows are open and there is a draught."

"But I must have my fresh air," sighed the woman. "Fresh air is necessary to me in my state of health. 1 couldn't make the fire burn. That wood you bought is too green. Barney would never allow a bit of green wood on the premises. He took such pains with his fuel. Oh, dear!" And here Sister Dora began to weep again. Amelia had closed the windows and now laying aside her hat and coat, she began with quick movements to start

a fire. The helpless and dissatisfied Dora watched her gloomily. "I've been thinking of Barney all day," she said. "I've been thinking that if it hadn't been for you he would never have gone away and left me." Amelia was silent. It was Dora's favorite complaint that her sister was the cause of her husband's vanishment into the unknown. He had been gone unprovided for, had come to Amelia. Ever since Amelia had provided for her, cared for her, borne with her.

"Barney was a fine man," Dora went on. "We got along good together till you made trouble between us. I don't know how you did it, but you must have made trouble or there wouldn't have been any. I loved him when we need fear being leadpiped and sold a out like this. Oh, I am a miserable

lifted her sad gaze recognition passe

like a spark between them "Amelia," said Larry Hicks, unsteadily. "I hope you're glad to se me. I'm mighty glad to see you." Amelia, to whom life had brought so many tribulations that even now she expected nothing save a fresh one, nade a pot of fresh tea, cut more bread and invited her old lover to sit down at the table with them. She even

found a moment in which to open a fresh jar of preserves carefully loarded as a treat.

Larry Hicks ate with enjoyment. He explained that he had come straight from the train.

"You are the first person I looked up," he said, with his steady eyes on Amelia's face. "I came back just to see you. I can't stay long. My business won't let me."

"Where do you live?" Dora asked. And he named the distant state. From that point he went on to tell about his work, the home he had built and surrounded with trees and vines and shrubbery. A brook ran just back of it and he raised ducks and chickens. He had a garden and a peach and apple orchard. And in these varied nterests he found entertainment when his day's work was done.

"But it's lonesome living alone. I don't like it," he said, looking wistfully at Amelia. "So I've come back to see if-if somebody I know won't have me, Amelia." His hand closed over hers. In his earnestness he had forgotten Dora.

A moment later Amelia found that she and her old lover, who had so miraculously become her regained lover, were alone. Dora had gone. Presently Amelia sought her.

"Larry's got money," she said. "You" can live here. I'll send you money enough every month." Dora looked at her queerly.

"Maybe when you're out of the way Barney will come back to me," she said.

Larry, sweeping all before him, carried Amelia away within a week to a real home, happiness and a life such as she had never dreamed of enjoying.

And Sister Dora, alone, comfortable in Amelia's house and supported by Amelia's bounty, is still waiting for Barney.

Phrase Often Quoted

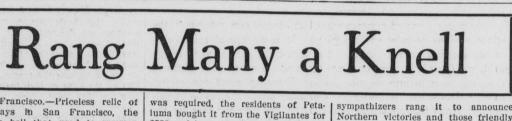
Is Laurence Sterne's Some of the most familiar quo

tations in our language are, to use an Irishism, "misquotations." phrase, "They do these things better in France," appeared originally as the opening sentence in Laurence "Sentimental Journey Sterne's Through France and Italy," and reads there as follows: "They order, said

I, this matter better in France." The coiner of the phrase was born in 1713 and died in 1768, three weeks after the publication of the volume which this famous saying opens. He was a parson, but, like a good many other men who took holy orders in the Eighteenth century, not entirely fitted for his sacred office. He was, however, the great-great-grandson of an archbishop of York, and himself ecame a prebendary of the same city. The appearance of the first two vol imes of "Tristram Shandy," one of the most whimsical and unconvention

al novels of a very unconventional age, brought him instant fame, and n coming to London from Yorkshire ne became the lion of the season. Visitors to the National gallery will

ecall the famous painting by Charles R. Leslie, R. A., entitled "Uncle Toby and the Widow Wadman," both of whom, together with Corporal Trim, re the immortal cre



San Francisco.-Priceless relic of early days in San Francisco, the Vigilante bell that used to summon \$550 and hung it in their first Baptist the people to council and war at Fort Gunnybags, here in the '50s, has been hung in the marine deaprtment of the chamber of commerce, a gift to the chamber from the First Baptist When the church of Petaluma.

on Uncle Sam's Olympic team.

Stirring memories of those times ich tried the hearts of San Fran cisco's best men and the necks of her worst were recalled when Robert Newton Lynch, vice president and general manager of the chamber, announced the presentation. It was through his

efforts that the bell was brought back

here.

metal

to the Southern cause became angry. church. There it was used both for | To prevent discord among members of religious services and as a time bell, the community, the bell was taken sounding the hour at 6 a. m., noon.

down and hauled away one dark night to a warehouse. A few hours later When the Civil war started, Union Northern sympathizers returned it to the steeple, hoisting the Stars and Stripes above it.

Steel is not a separate ele-

with carbon and other ingredi-ents added. The thing making Cyrus Spangler of the University of Kansas track team, who is the broad steel good or bad is largely in jump champion of the Missouri Valley the way it is treated as it cools and crystalizes. Steel is a great conference. Spangler outjumped the cream of the midwest jumpers with improvement over iron and enleap of 23 feet 1034 inches at the ables us to do many things we University of Nebraska stadium. His could not have done with iron. near-record jump won for him a place (©, 1928. Western Newspaper Union.)



he succeeds in making a sale it



A very smart little frock of rose georgette crepe trimmed with blue appliques on which rose and blue flowerlets are embroidered. There are plaits at the shoulders.

Mexico Palace Addition

Cost Lives of 80 Workmen Mexico City .- When the magnificent fourth floor addition to the National palace is completed, its cost will have to be reckoned not only in pesos, but in human life. To date eighty workmen have been killed in falls and other accidents resulting from building operations on the upper extension of the administrative edifice of Mexico's federal government.

The bell was purchased in 1856 by the Vigilante committee, of which W. T. Coleman was then president. It was pought from a Boston firm of workers, Conroy & Connors, weighed 1,100 pounds, and cost \$1,500. It is bronze.

Hung in the steeple of old Fort Gunnybags, it sounded the death knell of many a reckless villain, proclaimed peace and victory to the upright and struck terror to the hearts of the vicious when the Vigilantes found it necessary to take the law into their

own hands. Death From Heart In 1858, when the bell no longer



******** **Big Oil Company Uses** Goats to Cut Its Grass

Oklahoma , City, Okla.—The mowing machine and lawn mower business took a blow at Ponca City, Okla., recently when a big oil company decided to use goats to keep the grass cut on its 160-acre tank farm. There

are on the farm more than 100 tanks, holding about 140,000,000 gallons of crude oil and gasoline, and strict precautions against fire are necessary. As goats do not play with fire, they won the contract on the grounds of safety and economy.

strain of modern life is mainly respon-

sible for the 400 per cent increase in

deaths from hear. disease in Great

Britain and other countries, in the

London cardiologist and physician.

opinion of Dr. J. Strickland Goodall.

"While the death rate from cancer

has increased rather less than 25 per

cent, that from heart disease has in-

creased nearly 400 per cent." Doctor Goodall informed members of the In-

"The form in which we take our

pleasure," he asserted, "is a direct in-

version of nature's demands for ade-

stitute of Hygiene.

quate rest."

gold brick before he got out The next night a Southerner made

his way unobserved into the belfry, and with a hammer sought to silence the bell forever. He made a big crack in it, not unlike that in the famous Liberty bell, but this had no silencing effect. The bell remained in use until 1907, and its chimes could be heard He made an appointment with me in through the countryside within a tenadvance for a definite time, and as mile radius.

Father Sage Says: Many a man's good

reputation is due to the fact that his wife doesn't tell all she happens to know.

woman !' I have been called on once a year

She was sniffing. Amelia, still silent, set on the tea kettle and laid the for more than a score of years by the most perfect salesman I have ever table neatly. She cut bread, opened known. I heard a few weeks ago that a can of something, arranged the peaches temptingly. When the tea was made she touched Dora's shoulhe was dead and I am truly sorry. He never urged me to buy; he never even brought up the subject of my buying. der.

"There, come," she said, "eat a bit of something and you'll feet better." reliable as clockwork he appeared "I can't touch a crumb." said Dora then. He simply spread his wares be-But Amelia hoisted her from her fore me, pointing out the particular chair, made her sit down at the table merits of this or that, and he did it and poured a cup of tea for her. Presquickly, courteously, and with a ently Dora began to eat heartily and subtle appeal which I was never able with enjoyment. Amelia, however, to resist, but it wasn't a forced sale. could not eat at all; she was too tired, When he went away I felt that he too disheartened. To come home to this night after night, her poor sister mourning for the worthless and delin quent Barney instead of exerting herself to get a new grasp on life. Years before Dora had driven away the one lover Amelia had ever had, a worthy honest, plain fellow, because he did not match up with the showy Barney. But Amelia, instead of grieving her life away, had gone bravely to work, filling her life with what she could

get hold of. She thought of Larry Hicks now as she sipped her tea and wondered if Dora ever realized what she had done. Suddenly Amelia covered her face

with her hands, making a shelter for her poor features, while she tried to straighten them back into their normal placidity.

"Well, if you are going to cry shall give up," said Dora, harshly. Amelia had resumed her poise.

"I never cry," she said. "What's the use? Have some more tea, Sister Dora ?"

Dora was peeping from the window "There's a man coming round to the ick door here," she said, excitedly. "Maybe it's Barney come back to me!" She tore to the door, jerked it open and fell back in her disappointment.

"Miss Tanner?" she said. "Yes, she's Returning to the kitchen later in the here. Come in if you want to see The man entered. He was thin, tall,

"Your popovers didn't pop, so that quiet looking and neatly dressed. His eyes went to Amelia and as Amelia lets me out," said brother.

-London Answers.

Naval Church Pennant

Search of the records of the Navy lepartment has not to date disclose the origin of the church pennant. On April 26, 1862, Admiral Farragut, then Flag Officer Farragut, issued an order appointing an hour of thanksgiving and directing that the church pennant be hoisted. The "Signal Book" of 1866 prescribes that the church pennant be displayed above the national ensign. The "Signal Manual" of the navy now prescribes as follows: "The church pennant will be hoisted immediately above the ensign at the peak of the flagstaff at the time of commencing and kept hoisted during the continuance of divine service on board all vessels of the navy." The church pennant indicates that divine services are being held aboard ship.

How Australia Got Name

When, in 1606, De Queiroz landed in the New Hebrides, he took possession in the name of Philip III of Spain, in whose service he was, and named the land Tierra Austrialia del Espiritu Santo, and wrote: "For the happy memory of your majesty, and for the sake of the name of Austria. I named it, because on the anniversary of your birth I took possession of it." He thought he had landed on the rumored Great Southern continent, upon which the shade of this name had fallen.

They Didn't Pop

George has a fondness for fried pop-

overs. His elder sister one evening agreed to make a generous supply and he was to wash the supper dishes. The sister served the cakes with misgivings, as they were not up to the standard. The brother ate greedily without comment.

evening, the sister found the dishes unwashed and an explanation was demanded.



ELMO

oped a mechan

and iron who

form certain t

them, his reply similar to the e

fellow who saw

yet the ingenuit

ventor has deve

what is more **r** fact that he has

"voice," and it

If you are inclin

no such man!"-

and his inventor

Westinghouse H

turing company

mechanical "ma

"he" could do

fied results. "H

on the telephone

close switches a

tion of instrumen

which "he" was

Mr. Wensley has

and the process

that if a repo

"Mr. Televox's"

the receiver of

"voice" says "T Main 6100." Af

nection is mad

(albeit a prear

ued until certai

his voice," it can

the words of

To give the emitting articu quality, use is in the "talking piece of moving or 20 feet long endless loop

endless loop.

two sentences

photographed ne

standard nim, ti blank. The sour of closely spat shades and widt dividual lamps filament are arr concentrate the

tandard film, th

who says:

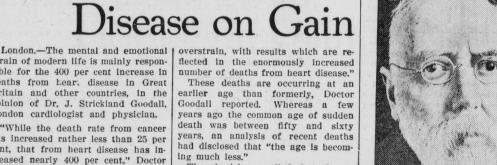
As to how "M

veyed.

commands to acc

When Mr. We

Blunt is sometim of the English were political in reign of the Stu issued a proclan sion of them, bu days later. The places of states and fashionable



The physician recalled that 12 persons died suddenly in the United States while listening to the running account of the Tunney-Dempsey fight in Chicago, and that seven of these succumbed when Tunney was floored in the seventh round. He attributed

The habits of visiting night clubs, | all to emotional strain. drinking cocktails and smoking exces-A critical investigation of thousands of cases of sudden death shows, said sively were listed by Doctor Goodall among the destructive pleasures. He Doctor Goodall, that most of them are further maintained that "the emotiondue to arterio-sclerosis, or hardening al character of modern plays, novels of the arteries, a disease often caused and films, with their appeals to the by hard physical work, mental strain baser passions, inevitably tends to and emotion. the past 25 years.

ing much less."

