

A GLAD-HAND MAN for the GOVERNOR

Why not have a glad-hand man for the Governor?
 In every gigantic business concern everybody cannot get in to see the head of the organization. At many of the big concerns there is a glad-hand man at the door, usually some relative of one of the executives or some of the old employes whose duty it is to shake hands with everybody, ask them how they are, how their folks are, how trade is and how they are getting along. He informs the caller the president of

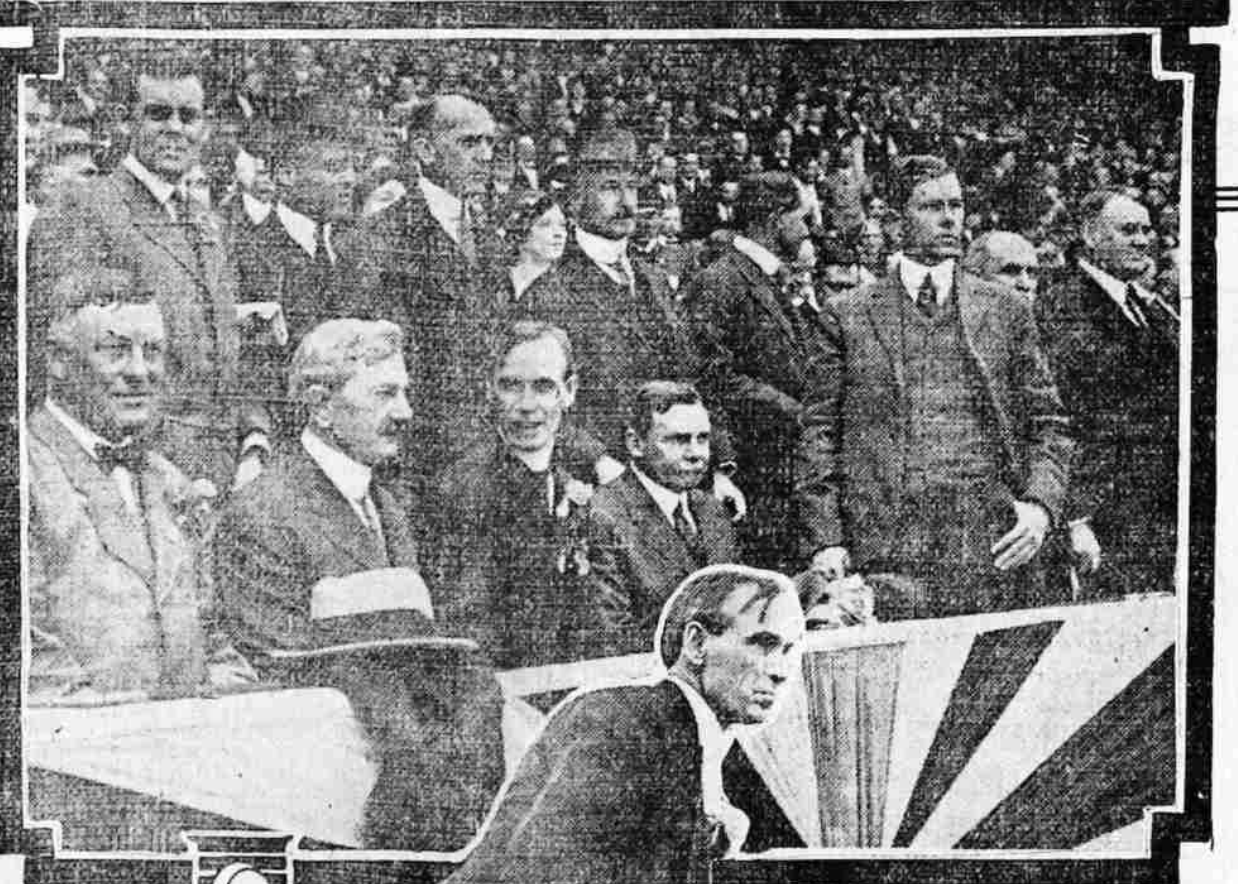
The difference between a well-regulated State Executive's office and a well-regulated private corporation's office is several hundred kilometers. The Governor, who is the head of a several billion dollar concern, does the work of an office boy or hand-shaker. The corporation chief turns the minor job over to a subordinate.
GLAD HAND MAN MUST BE TALKER.
 The glad-hand man must be a talker of the first order. He must



Why Not Have Special Envoy do Handshaking, and Deliver Opening Addresses at Undertakers' Conventions, Baseball Games and the Like?



MORFETT, Chicago



The organization is terribly sorry he cannot get down to see the visitor, but he is tied up in his room with a lot of terribly hard work and will have to forego the pleasure of asking the visitor if he cannot come down to see him.

But at the Governor's office the reverse condition exists. The Governor sits in his office until the visitors come, and then the Governor has to get up and shake hands. He has to be able to discuss hog raising intelligently with the chairman of the precinct committee in one of the down-State townships. He has to be able to discuss the fall in the price of calves with the ward boss from the wholesale district of one of the big cities.

The Governor has to be a wise man on bee raising, baby feeding, bookkeeping and law. He has to have an interest in forty-seven things at once when visitors come. The visitors at the Governor's office in every State are important. Now and then the Governor has a private secretary sitting in the outer office blocking entrance to the inner office, but that is about all.

The Governor has to respond when asked to speak at the convention of the undertakers of the State. He has to address the brewers at their annual meeting and has to speak before the W. C. T. U. every time he gets an invitation.

Gov. Elliott W. Major of Missouri, in recounting his experiences recently, showed a slip of paper to a friend. On the paper it showed he was billed to open a ball game for the Federal League, address the State undertakers, address the River Improvement Association, speak before the convention of representatives of the Commercial Clubs, talk at a conference of the insurance men of his State, take part in a love feast of some of his old henchmen back in his beloved Pike County home town, praise the productivity of his State at a session of the Business Men's League in one of his cities, shake hands with Gov. Edward F. Dunne of Illinois and with Gov. George H. Hodges of Kansas, all in a few weeks' time.

"I have to do all these things," said the Governor. "When I go to one convention and address they want me to address others. They ask me to leave the Executive Mansion and come to their fair city and make speeches, and I go."

Some Governors do not make the speeches, but most of them do and thus escape having anyone say "mean things" about them behind their backs.

AT top—Governor Major shaking hands with Governor Dunne, Governor Hodges in the center of the group, waiting his turn to shake hands. Center, left—Gov. Edward F. Dunne. Center, right—Gov. George H. Hodges. Below—Gov. Elliott W. Major, pitching the opening ball of the Federal League baseball season, and Major in the grand stand at a baseball game.

be able to make conversation when the visitor comes and must help the visitor do most of the talking so he will not wear his own voice machine out. The glad-hand man must be able to know as much as the Governor of the State. He must be personally acquainted with his chief's affairs, so he can discuss them in the right light.

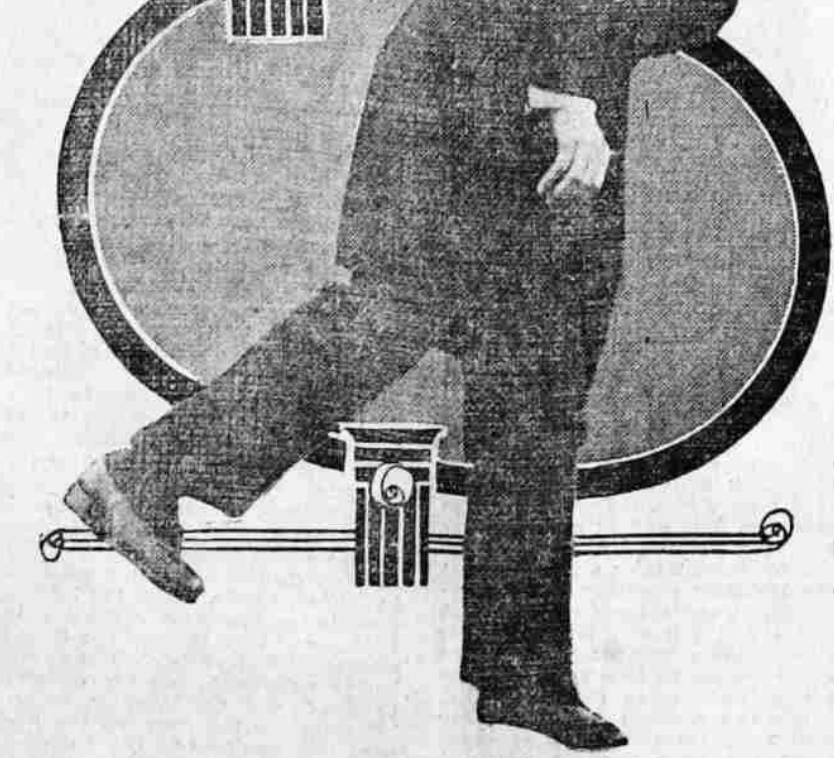
His conversation must be of such character that the visitor will not care so much about seeing the Governor as he will about tending to what business he has come to attend and get out. When a man comes to see the Governor on unimportant business the glad-hand man would have to talk for the Governor, make the visitor satisfied with the glad-hand conversation so he will go away without bothering the Governor.

The glad-hand man, too, should be somewhat of an orator, so he could address undertakers' conventions, dental society conventions, Y. W. C. A. meetings and canoe club congresses as the special envoy of the Governor.

We pay our Governors several thousand dollars a year, and they work part of the time at the job and spend the rest of the time being accommodating. The energy they wish to spend on being Governor is taken up with a lot of things not connected with the Governor's office.

Some critics say the Governor of a great State, and all the States are great, should work for the people who pay him, and not necessarily for only part of the people who happen to have State conventions.

If the day of the glad-hand man ever comes we can go to the Statehouse and expect to be greeted by a man with a powerful right arm,



having developed it by shaking hands, and with a powerful voice, having developed it by talking. If we happen to be farmers, the glad-hand man will say:
 "Good morning, sir. I see you have had some rain down in your county. How are the folks? Come around and take a look at the Statehouse. Here is the House of Representatives. Here is the Senate. Over there is where the soldiers are going to erect a monument to the men of our State who fell at Vera Cruz. See that flag at the end of

here on our beautiful farms. We could manufacture our own clothing in our factories. We could get fish from our clear sparkling streams. We can get coal and iron from our inexhaustible mines. We can get wool from our sheep, and we can get sugar from our sugar beets.

"We have unexcelled scenery here. The scenery along our streams far exceeds that along the Rhine. I wonder if you men are going to start a summer resort down in your township. I believe a good place for a summer resort would be right back of your farm in that creek. That is a beautiful, shady swimming hole to start with. I understand you catch suckers in that creek every spring and where suckers will grow any kind of fish will grow. E Pluribus Unum, ad infinitum.

"You say you want to see the Governor? Very well, come to the top of the Capitol dome. We have elevators running nearly all the way up. They run up to the fourth floor and we walk the other twenty floors. From the top floor we can see miles and miles of our fair land. We can see the rolling prairies and charming woodlands. We can see the hills to the right of us, and the birds soaring to the left of us. Look at those men down below us on the street. Don't they look small?"

"You say you must leave? Without seeing the Governor? You say it is train time and you have to get back? The Governor truly will be sorry. He will regret this exceedingly."

GOVERNOR CALLED TO OPEN BALL SEASON.

The Governor of the State usually is called to open the baseball season for the State League and all the major leagues, if there are any

cities in his State which have major leagues. It matters not if he is an ardent baseball fan or indifferent to baseball. The Governor is wanted to pitch the winning ball. He goes forth on the field while the band plays "Hail to the Chief" or "Hot Time" and when he gets to the pitcher's box he makes a tremendous effort to get the ball across the home plate.

If the State capital happens to be in a college town the Governor gets a chance to open the football season by kicking the first ball at the opening kickoff of the season.

On such occasions his excellency is supposed to get on the field and make a fool of himself if he does not know how to kick the ball. It is recorded that some Governors have failed to get the ball off the ground.

NUMEROUS USES OF FOREST LAND

Almost every conceivable use to which land may be put is represented in the permits reported by the forest service for special projects on the national forests. Some of the uses show range, alphabetically, from apiary through brickyard, cannery, cemetery, church, cranberry marsh, fox ranch, game railway, rifle range and turpentine still to wharf and whaling station.

There are 150,000 permits in force for such special uses, which are distributed geographically from Alaska to the Mexican line and east to Florida. This figure does not include any of the 27,000 permits in force for grazing cattle and sheep on the forests, nor the 6,000 transactions for the sale of timber, and the more than 38,000 permits issued last year for the free use of timber by settlers, miners and others in developing their homesteads and claims; nor the nearly 300 permits for water power development.

California led the national forest States in the number of these special use permits, followed by Arizona, Colorado, Montana and New Mexico in the order named. The largest single class of permits was for special pastures, or corrals, to be used for lambing grounds, shear-pens and the like. Next came rights of way for conduits, ditches and flumes, practically all of these being free. Various agricultural permits come third, telephone lines fourth, with more than a thousand permits for 4,500 miles of line, and drift fences for the control of grazing animals, fifth. In both of these the permits are free. Reservoirs for which more than 600 free permits were issued for the occupation of more than 100,000 acres, come sixth. The rest of the uses are not classified, though there are a large number of apiaries, camps, summer hotels and schools. The use of the government's lands for

schools is given free; for hotels a charge is made.

The principle which governs the forest service on whether or not the use of the land is ought by the permittee for a commercial purpose. If it is the intent of the user to make money from a resource which belongs to the whole people, the service holds that he would give a reasonable return for that use. If, on the other hand, farmers want to use government land for their own telephone lines, irrigation works and schools, the government gives them that use without cost.

Odd Fellow's Odd Socks.

He was the plague of the reporters' room, and he wasn't a reporter either; but he made himself so much at home that nobody had yet attempted to put him out.

At the moment his eyes were fixed on an old gentleman who sat with his legs comfortably crossed beside the fire, displaying a sock of many hues.

"I say, sir," he called, "were your socks made out of a bit of Joseph's coat?"

"They were not, young man. At the same time I am willing to bet a quarter that there is not another sock in the room to match that one!" he said, looking affectionately at the bright patch of color.

"Taken," said the other, winking at the assembled company. "Show us your other sock!"

The other fellow did so. It was black!

A Lady Bountiful.

"Do you like Miss Prattle?"
 "Yes; she's so generous. Never keeps anything to herself, and is always ready to give away even her best friend."
 "—Judge."

Smiles That Sillp.

Insan—I do wish Marcella would wear the smile that went out of Oudts—Is she happy?
 Insan—No; but when I kissed her last evening, I got rouge on my lips.
 —Judge.