

As a general proposition it is difficult to get sisters on board into the culture of the store, however, there is a superstition that one of them is pretty sure to be a leader. But through some "drag" twin sisters managed to break into the fashion department. All the names I use are fictitious, but one of the twins may masquerade as Florenz and the other as Tootsie. They were blondes, and they looked so much alike that Florenz's boss, I am told, pronounced her the Tootsie.

As a business asset, however, they differed. They had been getting the same salary—ten dollars and a half a week—but it was found that Florenz made 1252 sales in a month, worth \$313, while Tootsie disgraced the department by making in only 562 sales, worth \$135. Her boss Tootsie later learned that the loss in the form of the whole department until the buyer had her favored one night without slipping his hat. This is one of those little inside-the-store dramas that are always being enacted in department stores, and it proves the leader theory beyond question. Don't ever try to get your sister into the same store. It also shows that there are human limitations to the best of selling plans.

In its increasing campaign for more business this store has worked out a plan that will drag you in there as a customer a great deal faster than you have been in the habit of going. The modern store has a thousand subtle ways of pulling you in, and bringing you back time and again. It is the art of the modern store to keep you at the store, and the officer you find, the lighter in the hand wears about you.

"Come out into the store," the merchandise manager said to me in his office, and got me by the arm.

We stood for a few minutes near the Modis Underwear and watched a young customer, whose hair mysteriously fell about a middle-aged matron, whose two youthful daughters were with her.

"Our special sale begins Tuesday at eleven o'clock," she said sweetly.

Then she talked for a minute in a language that only a woman understands—except, of course, the merchandise manager. He smiled in his grimy in the sublight of his imitation French things made of lace.

"Tuesday at eleven o'clock, did you say?" inquired the matron.

"Tuesday at eleven. It'll be worth your while too."

I walked away with the merchandise manager, and he observed with lines of emphasis.

"She'll be here Tuesday without doubt. Our system gets them in the great majority of instances."

The system works this way: Every clerk in the store, at different times, is given specific instructions to tell customers about some future event, and to set the time when the customer should be back in that store. Here, on shopping—not mere general buying, but with a fixed desire to acquire some particular thing. The cumulative effect of this method is tremendous when practiced with deliberate persistence.

In the instance I mentioned, the salesman cunningly placed the seed in the matron's mind of the customer, and I have no doubt whatever that her two young daughters were appropriately conditioned on that fatal Tuesday, at or about eleven o'clock. Quite likely she herself became possessed of various creations of lace that night or night but have seen France.

There is no question in my mind, either, but that mother and her daughters were all immensely satisfied, even though they had been caught in a deeply laid trap; and, as the art of satisfying customers is the paramount one in business, who is bold enough to come forward and denounce my friend, the Sly Merchandise Manager?

You may be sure, however, that to play this game successfully requires as much management as it takes to command a regiment. Some day, I am sure, Duke John Aldrich, in the Hills and Valleys, happens to tell you that you'll miss the chance of your life if you don't come to the store on the following Monday to see some new creations with stripes? I stood and watched her perform this little stunt, and she did it as easily as my girl on the street would her dress.

"Such lovely stripes!" she observed to the smiling matron. "Stripes are going to be all the rage, you know!"

In confidence I said to the merchandise manager:

"Has Duke seen those striped creations, that she prettified them as money?"

"Nay," he admitted. "Duke is a naive parrot."

"But how does she know," I inquired, "that stripes are to be quite the fashion?"

"Of her own knowledge, she doesn't," said he. "It is part of the mighty game we are playing here in this store to pick Duke McDermott as one of the specific talking machines to carry the word that will bring in customers for striped creations."

Up in the Ladies' Suite is a vibrant young woman—Miss Swansong, as I may call her. I hovered near and

(Continued on Page 51)

THE AGONY COLUMN

THE fifth letter from the young man of the Agency Column arrived at the Carlton Hotel, as the reader may recall, on Monday morning, August the third. And it represented the first glimpse of the state of the environment after had participated in the murder in Adelphi Terrace. The news that her pleasant young friend—whom she did not know—had been arrested as a suspect in the case, inevitable as it had seemed for days, came some the best as an unhappy shock. She wondered whether there was anything she could do to help. After seven consecutive going to Scotland Yard and, on the ground that her father was a Congressman from Texas, demanding the immediate release of her strawberry man. Finally, however, she decided that Congressmen from Texas meant little in the life of the London police. Besides, she might have difficulty in convincing the stout men in the room who happened to know all about a crime that was so yet mentioned in the newspapers.

So she read the latter portion of the fifth letter, which pictured her have searched off indignantly to Scotland Yard and, with a worried little sigh, went before to join her father.

In the course of the morning she made several impatient inquiries of her parent regarding nine points of international law as it concerned murder, and it is probable that he would have been struck by the odd nature of these questions had he not been kindly searched about another matter.

"I tell you, you've got to get home!" he announced gloomily. "The German troops are ready at Ais-la-Chapelle for an assault on Liège. Yes, ah—they're going to strike through Belgium! Know what that means? England in the war! Labor troubles; anarchy; revolution; civil war in Ireland—these things will well sweep us quickly as that snow we had last winter in Texas. They'll go in. It would be national suicide if they didn't."

His daughter stared at him. She was unaware that it was the lookback at the Carlton he was now quoting. She began to think he knew more about foreign affairs than she had. He was not really far.

"Yes, ah," he went on, "you've got to travel—fast. This won't be a holiday neighborhood, but noncommittal when the trouble starts. I'm going if I have to buy a ticket!"

"Nonsense!" said the girl. "This is the chance of a lifetime. I won't be cheated out of it by a silly old dad. Why, he can run with the best of them!"

"Answer, history is good enough for me," he spread eagled. "What are you looking at?"

"Precedent to the death!" she said thoughtfully. "You old dog—I have you set. Some of our attachment over home are going to look pretty foolish now in the face of things they can't understand. I hope you're not going to be one of them."

By Earl Derr Biggers

ILLUSTRATED BY WILL MARRS



"Before this thing is ended I'm down in the hot I am!"

"Twaddle!" he cried. "I'm going to the steamship office again to-day and argue as I never argued for a vote."

His daughter, who had been waiting for him, was then being interrupted, she did not try to dissuade him.

London that hot Monday was a city on the alert, a city of hearts heavy with dread. The rumors in one special edition of the papers were decided in the next and confirmed in the next. Men who could look into the future walked the streets with faces far from happy. Children rolled the lawn. And it found its echo in the heart of the girl from

Texas as she thought of her young friend of the Agency Column—"in desperate life" behind the lowering walls of Scotland Yard.

That afternoon his father appeared, with the faintest hint of the steamer, and told her that for a steamer she had bought the tickets of a man who was to have sailed on the steamship *Florida* three days hence.

"The boat train leaves at ten Thursday morning," he said. "Take your last look at Europe and be ready."

Three days! His daughter listened with aching heart. Could other in three days she solve the strange mystery, know the final fate of the man who had first addressed her so unconventionally in a public place? Why, at the end of three days he might still be in Scotland Yard, a prisoner! She could not leave if that were true, she simply could not. Almost she was on the point of telling her father the story of the whole affair, confident that she could soothe his anger and calm his aid. She decided to wait until the next morning; and, if no better came then—

But on Tuesday morning a letter did come and the beginning of a bright pleasant news. The beginning—yes. But the end? This was the letter:

Dear American Lady: As it has much for me to assume that you have been just that, knowing as you did that I was looked up for the murder of a captain in the Indian Army, with the evidence all against me and hope a very small vessel would indeed!

Well, there, lady, be anxious no longer. I have just freed through the most astounding day of all the astounding days that have been my portion since last Thursday. And now, in the dusk, I sit again in my room, a free man, and write to you in what peace and quiet I can command after the startling adventure through which I have recently passed.

Remember me longer please to me; sometimes no longer eye me; Scotland Yard is not even slightly interested in me. For the murder of Captain Fraser-Fraser has been taught at last!

Today night I spent indignantly in a cell in Scotland Yard. I could not sleep. I had an amazing new idea of how, in a struggle, and at intervals how I might escape from the folds of the net that had closed so tightly about me. My friend at the consulate, Watson, called on me late in the evening; and he was very kind. But there was a note lacking in his voice, and after he was gone the terrible certainty came into my mind—I believed that I was really very ill!

The night passed, and a greatly portion of today went by—as the poets say—with laughing feet. I thought of London, yellow in the sun. I thought of the Carlton—I suppose there are no more strawberry in this time. And my waiter—that stiff-backed Prussian—has been in Scotland now, I presume, marching with his regiment. I thought of you.

The Agony Column

Alice Clay



The Agony Column:

The Agony Column (The Second Floor Mystery) Earl Derr Biggers, 2015-07-03 This early work by Earl Derr Biggers was originally published in 1916 and we are now republishing it with a brand new introductory biography The Agony Column also published as Second Floor Mystery is a romantic suspense thriller narrated in a series of seven letters between two prospective lovers Earl Derr Biggers was born on 26th August 1884 in Warren Ohio USA Biggers received his further education at Harvard University where he developed a reputation as a literary rebel preferring the popular modern authors such as Rudyard Kipling and Richard Harding Davis to the established figures of classical literature While on holiday in Hawaii Biggers heard tales of a real life Chinese detective operating in Honolulu named Chang Apana This inspired him to create his most enduring legacy in the character of super sleuth Charlie Chan The first Chan story The House Without a Key 1925 was published as a serialised story in the Saturday Evening Post and then released as a novel in the same year Biggers went on to write five more Chan novels and all were licensed for movie adaptations by Fox Films These films were hugely popular with several different actors taking the lead role of Chan They were even a success in China where the appeal of a character from the country being the hero instead of the villain appealed to film goers Eventually over 40 films were produced featuring the character Biggers only saw the early on screen successes of Charlie Chan due to his death at the age of only 48 from a heart attack in April 1933

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1800-1870 Alice Clay,1881 The Agony Column (Classic Reprint) Earl Derr Biggers,2016-06-20 Excerpt from The Agony Column Geoffrey was as American as Kansas his native state and only pressing business was at that moment holding him in England far from the country that glowed Unusually rosy because of its remoteness At the Carlton news stand West bought two morning papers the Times for study and the Mail for entertainment and then passed on into the restaurant His waiter a tall soldierly Prussian more blond than West himself saw him coming and with a nod and a mechanical German smile set out for the plate of strawberries which he knew would be the first thing desired by the American West seated himself at his usual table and Spreading out the Daily Mail sought his favorite column The first item in that column brought a delighted smile to his face About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books Find more at www.forgottenbooks.com This book is a reproduction of an important historical work Forgotten Books uses state of the art technology to digitally reconstruct the work preserving the original format whilst repairing imperfections present in the aged copy In rare cases an imperfection in the original such as a blemish or missing page may be replicated in our edition We do however repair the vast majority of imperfections successfully any imperfections that remain are intentionally left to preserve the state of such historical works *Agony Column* Earl Derr Biggers,1976-01-01 The Agony Column is a classic mystery novel by the creator of Charlie Chan **The agony column** Catharine Amy Dawson- Scott,1909 The Agony Column Earl Derr Biggers,2025-08-15 Reproduction of the original The Antigonos publishing house specialises in the publication of reprints of historical books We make sure that these works are made available to the public in good condition in order to preserve their cultural heritage **The Agony Column** Earl Derr Biggers,1916 While traveling to London a young American writer becomes smitten when he overhears a young lady say she is smitten when he overhears a young lady say she is addicted to reading the personal ads known in London as the agony columns **The Agony Column of the Times 1800-1870 (Classic Reprint)** Alice Clay,2015-08-08 Excerpt from The Agony Column of the Times 1800 1870 About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books Find more at www.forgottenbooks.com This book is a reproduction of an important historical work Forgotten Books uses state of the art technology to digitally

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The Agony Column Earl Biggers, 2021-10-11 Book Excerpt e lady at least I said will understand He sneered at that He shook his silly gray head I will admit he had me worried But now you have justified my faith in you Thank you a million times for that Three weeks I have been in this huge ungainly indifferent city longing for the States Three weeks the Agony Column has been my sole diversion And then through the doorway of the Carlton restaurant you came It is of myself that I must write I know I will not then tell you what is in my mind the picture of you I carry It would mean little to you Many Texan gallants no doubt have told you the same while the moon was bright above you and the breeze was softly whispering through the branches of the branches of the of the Confound it I don't know I have never been in Texas It is a vice in me I hope soon to correct All day I intended to look up Texas in the encyclopedia But all day I have dwelt in the clouds And there are no reference books in the clouds Now I Read More

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whom they were intended The Agony Column Earl Derr Biggers, 2014-06-10 The Agony Column by Earl Derr Biggers Complete New Edition Pulp Novels English romantic adventure starring a young American in London and inspired by the personal ads agony columns in the London papers In this treacherous tale of murder and intrigue young American Geoffrey West tracks a killer from the posh dining room of the Carlton Hotel to the opium dens of London's Limehouse district in search of the truth and the heart of his true love only to find the culprit all too close to home Earl Derr Biggers is better known as the author of numerous Charlie Chan novels The son of Robert J and Emma E Derr Biggers Earl Derr Biggers was born in Warren Ohio and graduated from Harvard University in 1907 He worked as a journalist for The Plain Dealer before turning to fiction Many of his plays and novels were made into movies He was posthumously inducted into the Warren City Schools Distinguished Alumni Hall of Fame His novel Seven Keys to Baldpate led to seven films of the same title and at least two with different titles House of the Long Shadows Haunted Honeymoon but essentially equivalent plots George M Cohan adapted the novel as an occasionally revived stage play of the same name Cohan starred in the 1917 film version one of his rare screen appearances and the film version he later wrote released in 1935 is perhaps the best known of the seven film versions The popularity of Charlie Chan extended even to China where audiences in Shanghai appreciated the Hollywood films Chinese companies made films starring this fictional character 4 Derr Biggers publicly acknowledged the real life detective Chang Apana as the inspiration for the character of Charlie Chan in his letter to the Honolulu Advertiser of June 28 1932 Biggers lived in San Marino California and died in a Pasadena California hospital after suffering a heart attack in Palm Springs California He was 48

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