## The Free Bress' Short Story

## THE FOLLOW-UP DEPARTMENT

ERNEST L. THURSTON

o'clock. Closing time would and get down early." come in the same number of minutes in the office of Colebrook & early. An exciting basket-ball game he envelope sealer clicked rapidly. switchboard operator connected her result was that he had to run several cords at express speed. Clarks cleared blocks in order to make the office on their deak tops. Two girls sat back, the minute. At the door he slowed and watching the clock, ready to flit on the entered casually. Stealing a glance into instant.

desk of the Following-up Department, smiled a greeting at Alice, who appeared cleared up his unfinished business by white and worried and moved on to his the simple experient of slipping letters deak. He found one of the blue memand papers into his top right-hand orandum slips that Mr. Colebrook used. er. Looking up, caught Tip Owen He read its message at a glance: grinning at the act. Kent smiled back. He had a pleasant manner; everyone liked him.

"Oh, Kenti" called Jessie Wilmer, in the easy manner of the office head, "I'll have that new follow-up letter on our sales record cards ready in ten mimites. I was delayed in getting certain information. Will you wait for it?"

"Not I." chuckled Kent. "Put it in this top side drawer. I'll be here early in the morning to glance over it, so as not to hold up the multigraphing."

"But," said Jessie, uneasily, Colebrook wished it to-night." "He's out isn't he and most likely won't be back," laughed Kent. "Let me

in the morning." She laughed, as well but, not comfore would not go over. He should not have ably. She was new to her work and turned the job over to a greenhorn. He anxious to make good.

On the stroke of five Kent started for the cloakroom. A tall, well-set-up young of clean living physical and mental. At sent out to-day." the office rail he came face to face with Alice Harmer, Mr. Colebrook's secretary. and a most efficient and loyal one. As Kent smiled down at this brown-haired, slender girl, his eyes were more than just friendly.

Alice's own smile, in response, was swift and lovely, but it instantly faded. "Is that follow-up letter on the sales wished it to-night."

"But he isn't here to see it," replied he finished Kent. "It's in my desk." "Let me have it." said Alice. "He

"I must glance over it first," said his desk before he arrives to-morrew

morning." Alice appeared distressed. She start late and-ravenous." ed to speak, caught her breath and moved away, returning into her own will do for this, Kent, if it's in your best

office. Kent stared after her in blank amazedays?" he muttered. "Giving me those found flaws, many, if slight. At last pained looks! Certainly there's nothing her approval signature was added, and in that form letter to get excited about, she had a girl start setting the matter I'll have to worm the trouble out of up. Kent departed posthaste, for the He hesitated, half inclined to delived meal. follow her half inclined to return to his | Late that afternoon he discovered he

several times that evening. He would letters. Alice was staying with them, he have to check himself up a bit. Ook- noticed, when he left at five. He felt a brook had been getting angry of late little uncomfortable about that,

Alice and Kent had long been neigh- distant, so little like herself had noted her ability and had groomed a day, then he let up her for the position she now held.

cut suggestions relative to the com- , they Kent pany's own office records that had What is the matter Alice" exclaim been given one opportunity set you like this after an other until he found himself in Don't be hasty Kent she begred

At this: Kent had put himself the turned away her eves moist everything in the department. He had In the president's office Kent came a freshmess and vigor of style that gave face to fack with an alert black-haired real quality to the material his departs young man whose dark ever seemed to ment turned out. As the business and appraise him at a glan-e. "A deterthe department grew he had withdrawn mined hustler." Kent summed him up somewhat from actual copy writing and as he introduced himself had devoted himself more leisurely to I'm John Andrews and the stranggeneral oversight. He had cased up a cr. "Mr Colebrook requested me to give hit. Alice had been the first to call his you this setter . He flushed slightly attention to that Kent insisted be gave. Kent grunned in his friendly was the full time the business hours demand- waving the other to a seat. 'I suppose ed and certainly a fair return in effort. Mr Colchrona wishes not to give you a for the reduced salaries depression years try out. Well, we'll get about " had forced upon them

bysity and service to the company?" over and over to be sure of its meaning Alice had asked in a hurt tone "I give good measure, never fear!" bitterness edged his hips. He read

Kent had houghed. Gradually a little tension had de- In spite of frequent suggestions veloped. Salaries had started up again. and criticisms, you have falled to but Kent had continued the even terms bring- the Follow-up Department Presently Mr Colebrook

\*\*\*\*\*\*\*\*\*\*\*\*\*\* HE time was two minutes to five matter out of mind. "Til set

He did not get down to the office Typewriters raced. The attended that evening so occupied his The thought that he forgot the alarm. The the president's office, he was relieved to Young Kent Osgood, at the manager's find Colobrook had not arrived. He

> Mr. Ougood: The sales record follow-up was

to be on my deak last night. Rush it through at once and get Miss Harmer's approval of it before it is run off.

J C, Colebrook.

"Phe-ew!" whistled Kent, That mesage told several things. Mr. Colebrook had returned after all, which was not so good. The sharp strokes of penmanship showed temper, which was worse. Alice, who leaned over backward to have things right, must approve his own work. This was most embarrassing and the worst part of the whole affair.

Kent started to work or tried to. His do the worrying. It will be on his deak assistants, however, seemed possessed to bring matters for his decision. His keen "All right," Jessie answered, slowly, writing sense told him that Jessie's copy began a new draft, but it went slowly

At eleven 'o'clock Alice appeared beside him. "That follow-up material man with sandy hair, he stood out should be ready at once," she reminded among the office group for a distinct air him. "If it is to be multigraphed and

"I'll have it ready as . con as I can. said Kent, shortly.

Alice turned away without a word Kent pounded out a few lines on lis typewriter. After glancing over them, he yanked the paper out in a way to make the roller screech. He made several false starts before finally he struck a lead. Then, and only then, did he Mr. Colebrook loss timself in his work, but hall an hour of his lunch time was over before

> "I'll see you about it after hunch." Kent exclaimed, alipping the copy into Alice's hands.

"Now please Kent, so I can start the me when I come in," he grinned. "I'm

Alice smiled faintly

style." Mollifled, Kent yielded; but the ten "What's upsetting her these numutes expanded into forty, for Alice

over the letter. Shrugging was less popular than usual. Indeed, he he said, "No, let it go, was the recipient of harsh glances from It will all be the same a year from several of the office force when it developed that they would have to remain Still the matter recurred to his mind after hours to get out the delayed

over slight delays. Still he decided he! For several days thereafter Mr Colewas not going to work overtime as Alloe prook was in and out. He was cooler was continually doing. Colebrook drove than usual Kent thought, finding sharp her too hard, and she was willing to fault on several occasions. Alice had work Kent got quite wrought up think- charged also and that hurt He could not understand her, she was so cool and

bors and comrades. They had attended. Mr Colebrook departed for several high school together later they had days Kent breathed sighs of relief He come together again in the making of decided he would dig into some matters office record forms. Alice had stasted and have everything cleared up before as switch-board operator, but Colebrook his return. That impulse held him for

A ddy later Alice met hun on his Kent had entered as a file clerk. In arrival She eyed him oddly and her the enthusiasm of making good in a torer was unsteady as she said, "There's first position he had made certain clear- some one to see you in Mr Colebrook's

superior's attention Kent ed Kent Surely no visitor should up-

charge of the Pollow-up Department . I I hope you do the right thing. She

opened the letter as he apoke. It was ."Bo it's salary that counts and not brief, but somehow he had to read it

Mr Owned

Showly his color drained away

AT MEMORIAL SERVICE



Winston Churchill wore a grave countenance as he arrived at Westminster Abbey to attend memorial services for the late Lord Stanley, Dominions Secretary, who died recently, shortly after returning from a visit to Canada.

material at a reduced salary. Kindly turn your records over to Mr. Andrews and give him an understanding of current matters in your charge.

Very truly yours, J. A. Colebrook

demanded.

t," said young Andrews

'Why 'of course'?" questioned Andrews. "Glad to have you stay." gives a fellow a show. I-"

drews. "You see he's my boss."

"Very well," snapped Kent.

of curious glances and whispered com- self acknowledging to himself how lax ments among his force. Flushing some- he had been. what he pulled open that top ske, Still Andrews failed to make that grawer and shoveled out its contents, blunder Kent was expecting. "Some One by one he took the papers explained, day it will come," he told himself. To them, and helped Andrews classify them, his surprise he felt no happiness in the in the order of their relative impor- thought. He was finding more and

conference to get matters caught up.

Coming back from lunch that noon, Kent came face to face with Alice. "I suppose," he blurted out, "you knew what was coming to me."

"Yes," she acknowledged. "I am so department? LOTTY." didn't you tip me off in time?"

fidential" she reminded him, "however much I may wish to speak. I do hope such a trip when Kent, glancing over speechloss. A little later Kent was givyou'll stay, Kent."

kicked out later?" turned hurriedly away. A distressing afternoon followed the troubled morning. Finally, all material

the difficult task of introducing Andrews to the department force remain-As Kent finally prepared to leave, men, trying in vain to trace them. Andrews said, "Thank you for the day. I want you here. Don't make your

and records had been gone over. Only

decision to-night, Sleep on it." Kent spent hours with his problem several stinging letters of resignation, are expecting us to-morrow. And I'll only to tear up each one in turn. He have to go by air to make connection." was troubled, too, about another posttion. They were not easy to get in this was very levely.

particular field where his training lay. Leaving under such conditions would tried to concentrate on his sales promake explanations doubly hard. Finally sentation for he was not used to such he decided he would have to stay where work. he was until he could uncover a position

distantly, when he was informed. descending and into a thick mist "Glad!" he said, briefly. "Now will you, Something had gone wrong. He fought take this material on our condensed to control an almost overmastering fear ledger system and frame a four-page of a crash. The crash did not come folder on it? Put a lot of pep, into it. only a sickening swaying jolt. Some-I'm looking for something good."

time kept an eye on Andrews. That ever was followed by anxiety. He had young man was handling all incoming planned to arrive in time for a night's material without asking his advice. "A rest. Now he was stranded somewhere Kent looked up, his eyes hot. "You greenhorn is likely to stub his toes on in the country. Without waiting for the know the substance of this letter?" he something important if he acla without pilot to make arrangements, he located advice," chuckled Kent.

"Mr. Colebrook requested me to read Later that day Andrews made Kent to a ratiway and coungt a slow night un omfortable. He called his force to- local, arriving at his destination two Kent felt shaken to the very founda- gether and laid down the rule that a hours before the hearing. tion of his being. This was his first current material must be acted on the Weary, alomst haggard. Kent prebusiness setback Furious anger sus- day received unless he himself gave per- sented himself at the Jamison Company tained him. His voice crackled as he mission to hold it over to the next day, office, hoping against hope to see Ansaid "I'll spend the day going over Desks must be cleared, no matter how drews. No Andrews appeared, so Kent things with you; then of course I step late one had to stay. Kent had to stay went in to face Jamison and his alert that first day.

"After this outrageous treatment? vice or information. The man was just subject. Presently he discovered that Why that cantanterous old man never -keen in criticism and quick to approve it had gripped him. Words and argu-"Let's not discuss that," smiled An- work he received many good words for On finishing his presentation, he his product, and those pleased him sur-"Come prisingly. The new head was winning all the force He so tuned up the de-Seating the newcomer at his desk, partment that it had a reflex for good Kent took a chair beside him, conscious, on the entire office. 'Kent found him-

ance. In the process he uncovered a more pleasure in his work; also he was

in hand and give her the special in- presentatives of other companies to you," went on the president, "I suspect able assistant. Jessie was grateful for slon," that. Why, he wondered, had he not helped her when he was head of the with that friendly smile, "for your most

"Looks like it," he growled.. "Why his blunder. Colebrook was still away. him on the shoulder. He swung about, helping his sales force in important to face Colebrook and Andrews. "What I learn in the office is concases. He used Andrews, at times, in sentation at the Jamison Company. in another city on that date.

ed Andrews but got no reply; then he felt forced to telegraph Colebrook, Still no reply came. In distress, for a large order might be involved, he called over long distance along the route of both

"To save our company, I've got to go-with or without authority," Kent growled to Alice, who refused to advise "Andrews left all the Jamison samples that night, nevertheless. He composed here. I phoned that company and they "Good luck!" said Alice: her smile

Shortly Kent was en route by air. He

Hours later he became conscious of an uneven note in the motor rour. Pre-Mr. Andrews smiled pleasantly, though sently he realized the aeropiane was how the pilot had managed a successful Kent took his new desk, but for a forced landing in the fog. Relief, howa near-by farm, secured transportation

corps of assistants. For a time he hest Odd days followed. Andrews handled tated and wandered somewhat; then he his work with seldom a request for ad- forced himself to concentrate on his or award praise. As Kent got back to ments came to him as he needed them.

UITS

2 1bs. 27c

FEE

Aylmer

No. 115 Ma 9c

27c 27c

NUTS

(Wheat Puffs)

њ. 25с

McLaren's

1-lb. 35c

SALADA | Kieft Mirecle

TEA

Brown Label Yellow Laber

1-2-lb. 36c 1-2-lb. 31c bd. 19c 32-oz. 49c bd. 19c bd. 49c

TOMATOES PUMPKIN

5 lbs. 19c 3 pkgs. 25c

3 No. 234 tim 25c

Fresh Rolled

OATS

Five Roses

FLOUR

Shirriff's Seville

other time he was asked to take Jessie man. Very clear, indeed! We're re-

cordial hearing." As he left the room, Wholly unexpectedly, Andrews made two men followed him out. One tapped

the same way. The latter had left on story," laughed Colebrook, as Kent stood "Stay?" he growled. "And just to be evidently forgotten an important pre- plaining why he felt obliged to come on "Think it over, Kent," she urged, and Chicago. Andrews had planned to be Colebrook. "Son, you made a fine presentation. Parker and I enjoyed it Some one must act. Kent telegraph- though we had to keep under cover."

"Parker?" gasped Kent. "John Andrews Parker," chuckled had twelve diamonds in it."

missing letter he had searched for in uncovering a pride in his company for found himself facing a brisk fire of Colebrook. "My San Francisco office vain, also one on another matter that developing such excellent products. An- keen, incisive questions. All his skill manager, I brought him on to tone up should have been attended to days be- drews was beginning to use him in was needed to answer them. At last the | the Pollow-up Department. Think you fore. His embarrassment grew as he special ways, too. Now and then he was fire stopped and Jamison came over to can run it now?" had to confees to delays and stop the left in charge in Andrews' absence. An- shake hands and may, "Well done, young "Watch me, sir!" gasped Rent,

"Thank you, sir," announced Kent,

"Come to lunch and tell the whole his itinerary, discovered that he had ing an account of his actions and ex- Alice by long distance. "We got your telegrams," laughed

"Really, while this test was hard for struction necessary to make her a valu- hear so we can't announce our deci- it was harder for Miss Harmer. She wanted so to help you and I wouldn't let her. But, Kent, Parker and I have to get elsewhere. That Jamison order is in the bag. I know by the way he spoke to you. I want you back on your job. Take the night transport plane

back." The acroplane should land Kent home in eight hours, but he could not wall for that. He hurried out and called

THAT'S DIFFERENT

"Yes, but the first pin she wanted

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