'TONIGHT' CO-HOSTS — Peter Lind Hayes and Mary Healy will be hosts of the NBC-TV "Tonight" color show. The husband-and-wife comedy team recently broke nightclub records in New York with their bright, new act.

All That Glitters...

gold. Rudy Gernreich's double knit (left) shimmers with silver Lurex, that creates a look of utter luxury. its fashion newness whether worn at the local beach or on the bore. The cool, cool look... ecrue and gold is interpreted by Miss Martini in a cotton and linen summer knit. Lightweight, washable Lurex discreetly adds a hint of a glint so that this eye-catching dress can be worn right into evening. The flattering bateau neckline is set off by shoulder folds, and the lightly gathered waistline is topped by a golden belt.

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Mr. Max O. Bonham (left) and Mrs. Macy Willets hold their Martini & Rossi Trophies which were presented to them upon winning the titles of Horseman and Horsewoman of The Year. The trophies were presented by Eddie Eagan (centre), chairman of the People-to-People Sports Committee.

NEW YORK ... The Horseman and Horsewoman of 1961 were honored here at the opening of the annual three-day convention of the American Horseshows Association at the Hotel Astor. Receiving impressive Martini & Rossi Trophies to commemorate their winning of the title were Mrs. Macy Willets of Cassilis Farm, New Marlboro, Mass.; and Mr. Max O. Bonham, Lauray Farms, Bath, Ohio. They were voted the titles by a popular vote conducted by Horse Show Magazine, the publication of the American Horse Shows Association, which polled the organization's membership.

Mrs. Willets, the A.H.S.A. secretary from 1918 to 1934, has been a leading exhibitor since 1912 in this country and Canada. Bonham is distinguished as an exhibitor and trainer.

They received Martini & Rossi Trophies. Each trophy, handsome bronze statuette of Duke Emanuele Filiberto, founder of Torino, Italy, is an excellent replica of a famous monument in that city, home of Martini & Rossi, a leading manufacturer of wines and vermouths.

Eddie Eagan, the chairman of the People-to-People sports committee, made the presentations at a luncheon attended by about 300.

The Martini & Rossi Trophies are awarded annually to the year's leading horseman and horsewoman.

A Complete Short Story

COVER STORY

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THE IDI AL PLACE TO DINE AND WINE

THE CHRONICLE
Careers in Sales Held Rewarding

Encyclopedia salesmen not only build a good life for themselves but are rewarded by the educational and cultural benefits they bring to the lives of others, according to Vincent E. Sutliff, president of The Americana Corporation, publishers of The Encyclopedia Americana, which has just issued its 1962 edition.

Mr. Sutliff has built The Americana sales force to 5,000, has brought training to a high peak, and has instituted rigid safeguards to maintain the quality of the sales force at a high level.

"Americana salesmen aren't trained to sell," Mr. Sutliff says. "They are trained as educational counselors who show families how a reference work can enrich their lives."

Several factors have made encyclopedias more popular than ever, Mr. Sutliff states. "Families are more than ever concerned with the education of their children and they know that an adult reference work can help youngsters enormously in home study. They are also worried about increasingly difficult college entrance requirements and the terrific competition among high school graduates trying to get into good colleges."

"A major encyclopedia like The Americana can help a youngster get the high grades which will help assure him a college education," Mr. Sutliff notes.

Americana salesmen have noticed a marked increase in the "culture-conscious" family, according to Mr. Sutliff. "Parents want to elevate the cultural climate in the home and know that an encyclopedia, as the nucleus of the home library, can help them do so," he says.

For all these reasons, encyclopedia salesmen are increasingly welcomed and held in high esteem. "For those who qualify," Mr. Sutliff says, "selling The Americana can provide a rewarding lifetime career, one as rich in satisfactions as it is in opportunity."
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Gregory Richard smiled at his wife as they drove into the small city famous for its manufacture of glass. She did not know that the smile rose from the unshared thought of his first visit to this same place. That was a story that he had never told her fully.

A year before, in the murkiness of one a.m. on a strange road outside an unfamiliar city, Gregory Richards had been a thoroughly miserable young man. As if it were not enough that, after a day's hard drive, he had missed his way somewhere in the darkness and was on a strange ground, now the engine of his car was acting in a peculiar and alarming manner. He drew up at one side of the road, started to open the door, but changed his mind and just sat, indulging himself for a long moment in the realization of how damp, weary and dismayed he felt.

In fact, he decided that he was too numb to care whether any further catastrophe befell him that night. He'd be damned if he would get out and tinker with that engine in the uncertain glimmer of a weak flashlight. Let it fall apart or explode, he thought, he wanted only to reach a decent bed somewhere. He started the engine with difficulty and drove haltingly on.

But he actually managed to pull up before a garage on the main street of the nearby town without further disaster. Relieved, he prepared to find beds for his car and himself.

The car was provided for without delay. The garagemen agreed to keep it there and to go over it first thing in the morning, he told himself, and only want to get acquainted with some of these glass conventioners. There was an empty bed in 107, he finally said brightly, "I think we can take care of you. Sir, if you don't mind sharing a room with another one of the conventioners. There is an empty bed in 107 if you want to take it."

"What's a glass convention?" asked Gregory curiously.

"Well, that's not the exact title of it," the man explained. "But that's what it is — people from all over that are interested in making and selling glass. They're all meeting here because our glass factories are important and have a lot of new developments to show. 'New Uses for Glass' — that's the slogan of the meetings."

"Of course, I remember reading something about it," Gregory nodded. "But I'm here purely by accident, and only want to be directed to a good hotel."

The garageman was not reassuring. "I'm afraid you may have trouble finding a place, sir. I understand the hotels are full on account of the convention. But you can try the Chemung Hotel, straight up the street here. It's our biggest and best, and maybe can do something for you."

Gregory set out doubtfully in the direction indicated. He did not feel encouraged when he entered the hotel a few minutes later, for although the hour was nearly two in the morning, there was a general air of confusion and noisy overflow of people. But after the desk clerk had fumbled through his records, and asked various questions of someone in inner office, appearing overcome by the unaccustomed situation of too guests, he finally said brightly, "I think we can take care of you. Sir, if you don't mind sharing a room with another one of the conventioners. There is an empty bed in 107 if you want to take it."

Room 107 was dark, but it was evident that its other occupant was already there, decently in bed and asleep. Without turning on the light, Gregory tiptoed across to the bathroom, and closed the door before he pressed the light switch inside.

The first light of day was filling the room when he awoke. With the pleasant thought of two or three more hours of sleep before he needed to start out, he rolled over. This brought him facing the other bed across the room, and with natural curiosity he looked over the sleeping figure there. It seemed very small he thought, and then with a shock he found himself looking at a head of blond curly hair — unmistakably a girl's head!

Surprise held him long enough to prevent his jumping out of bed impulsively, and then a minute's thought told him what to do. He slipped stealthily to the bathroom, and, changing his hand made a quick exit to the hall, there heading for the general washroom. His relief that the girl should not be embarrassed by waking to find him sharing her room was somewhat tempered his sense of outrage against the hotel for making such a mistake. What pretty blond hair she had, he thought, as he began getting into his clothes. He must go right down and arrange to have someone sent up to smooth his telltale bed before she woke.

The management was nervously apologizing and explained over and over that it was an understandable mistake. A young lady and her brother, Miss Jean Moore and Mr. John Moore, had taken adjoining rooms, one of which contained two beds. Certainly he must realize that they believed they were putting him in the double room with Mr. Moore. Miss Moore must have decided to change rooms with her brother and they could hardly be held responsible, etc., etc.

After a leisurely breakfast, Gregory went to the garage where the man in charge at once began to shake his head commiseratingly. Before there was a chance for a question, he broke the bad news. "It's going to be an all-day job on your car, Mister. You better not plan on leaving here before tomorrow morning."

For some reason Gregory did not take so disapproving as he would have expected at the news. It was probably because he needed another good night's sleep after the mishaps of last night, he told himself, and started back to the hotel quite cheerfully. With nothing else to do, he might as well get acquainted with some of these glass fellows; after all, he was a chemist and felt a natural interest in such a process as glass making.

Now, on a honeymoon a year later, they were back in Room 107, which he had specifically reserved, he had wanted sentimentally for this moment to surprise her with the whole story.

"Darling, he began, keeping his face solemn. "I believe that as husband and wife we should have no secrets from each other. So I have a little confession to make. The first time I saw you, you were —"

"I was in this bed with my back to you, pretending to be asleep!" He stared at her in amazement. "You knew I was there — here —"

"Of course, I just figured that a man who came in so carefully that he didn't wake me would probably leave in an equally tactful way when he discovered the situation."

"I thought here was a 'new use for glass' that the convention hadn't figured on — to bring me a husband!"

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