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your station. I'll save you some money, I think."

"Thief! Pirate! Robber!" laughed Keating. "You sly dog. You're going to make two dollars a thousand on this in addition to your commission. Cut the price a dollar, Rube, and I'll give you the order this minute."

"Why should I?" queried Pitcher artlessly. "I have you in the nine hole, and I'm still being kind to you."

"You pitiful piker, Rube Pitcher! Eleven dollars and not a penny more! Take it or leave it."

"I hate to be a hog, Mr. Keating, but this is business. You need the stock, and I need my little old profit. Twelve dollars from me now, or I'll tip off every mill agency in town and see that it costs you thirteen later on."

CYRUS KEATING had the blessed gift of a sense of humor, and the ability to make one dollar grow where but fifty cents had grown before. He knew he was whipsawed, but Reuben K. Pitcher had anesthetized the dreadful wound with a saving of one dollar on every thousand feet of that three million foot order, and a saving of three thousand dollars is never productive of rage at the boiling point.

"Rube," he said, "you're such a bright young man I haven't the heart to hurt you. I'll take your stock at twelve dollars. It's second story work on an old and valued friend, but I'll submit. What are the terms?"

"Cash in sixty days, less two per cent."

Keating was serious. "That's kindly, at least," he replied. "I was going to demand ninety days to four months."

"I'll be kinder still, if you'll meet me half way, Mr. Keating. I'm making you a delivered price, am I not?"

"Yes."

"And you know that in figuring a delivered price on this stock, we estimate the weight at four thousand pounds per thousand feet. Well, I'll make you a price F. O. B. cars at point of shipment and you pay the freight to destination. My stock is bone dry and you'll save twenty-five cents a thousand on the actual railroad weights, as against the usual estimate."

"That is absolutely munificent, Rube. And in return for this what am I to do? I know you too well to take such philanthropy at par value."

"In return for this," replied Reuben K. Pitcher, "your company must accept my draft for the full invoice at sixty days' sight. A little red ink work across the face of that draft is all I ask."

"Easiest thing in life, Rube. I'll be at your office this afternoon and 'x up a contract and sign it."

Rube Pitcher gazed after the departing figure of Cyrus P. Keating and grinned, for he had sold lumber to Keating before, and knew that it was always delivered at a lonely little station where no agent was maintained—in consequence of which, the freight had to be prepaid!

He hastened to his office and for two hours beat out letters on his second-hand typewriter, accepting the stock on which he had taken options, and specifying that deliveries should commence immediately. In the afternoon Keating called and the formal contract was drawn up and signed—after which, Reuben K. Pitcher took the carbon copies of his letters of acceptance to the manufacturers' offices, carried them in person to the various managers and stood trembling while they affixed the word "Accepted" and signed and sealed the acceptance.

With his contracts of purchase and sale duly signed and in his possession, Mr. Pitcher next visited a certain bank and sought out the cashier.

"I would like to borrow five hundred dollars on my note now, and assign to you, as security, these contracts of purchase and sale," he explained, as he laid his precious documents before the cashier. "A perusal of these papers will convince you that I am worth nearly seven thousand dollars in paper profits. I also



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The above picture represents the name of a BIRD. Can you tell what bird it is? This is a most interesting puzzle, and you can solve it with a little study. SO DO SO. IF YOU CAN MAKE OUT THE NAME OF THE BIRD WE WILL SEND YOU A HANDSOME PACKET CONTAINING FIVE OF THE MOST BEAUTIFUL GOLD EMBOSSED SEASONABLE AND CHRISTMAS POST CARDS YOU EVER SAW—ALSO A CERTIFICATE OF ENTRY IN OUR GRAND FIVE THOUSAND DOLLAR (\$5000) PRIZE CONTEST. All you have to do is to enclose with your answer 2 two-cent stamps to cover the cost of mailing, packing, etc. USE YOUR BRAINS. Try and make out the name of the bird. ACT QUICKLY. Write the name of the bird on a slip of paper—mail it to us immediately with your name and address and four cents in stamps, and we will promptly send you as a reward, a SURPRISE PACKET, CONTAINING FIVE BEAUTIFULLY ARTISTIC GOLD EMBOSSED SEASONABLE AND CHRISTMAS POST CARDS. Also, A CERTIFICATE OF ENTRY IN OUR GRAND FIVE THOUSAND DOLLAR (\$5000) PRIZE CONTEST which closes Dec. 25, 1915. We will also send you a copy of a New York Magazine. ACT PROMPTLY. THIS IS YOUR OPPORTUNITY TO ENTER THIS GREAT CONTEST IN WHICH WE GIVE AWAY A 1914 OVERLAND AUTOMOBILE—a 5-PASSENGER 1914 FORD AUTOMOBILE—a 2-PASSENGER 1914 FORD AUTO—A MOBILE—CONCERT GRAND PIANO with Payer Attachment, \$150.00 Phonograph, Cash Prizes. In case of a tie between two or more persons for any Prize, a Prize identical in character and value will be given each person so tied. SEND YOUR ANSWER.

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