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He a Boauty
Dear Str.—I take pleasure in telling you I have roceived my machine. It is a beauty. English language is too weak to describe it. It is a beauty and is well worth the work required by you to do for it. It is a beauty and many thanks for ft.—CLAR—ENCE A. WHITTEN.

ENCE A. WHITTEN, Amberst, Va. Made \$25,00 a Week "I am making \$25,00 a week and more for myself with the Mov-ing Picture Machine, and some nights \$15,00 and \$16,00. Thank you kindly for the ma-chine."—J.W. SMITH, Jr., 235 Syyamore St., Memphis, Tenn.

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some paper."
"Whose paper? How much and for how long?

"Tuolumne Flume & Irrigation Company — from thirty-five to forty thousand dollars' worth — sixty-day acceptances in my favor."

acceptances in my favor."

"They're as good as wheat," the banker replied, and buried his nose in Rube Pitcher's statement of assets. Five minutes' investigation convinced him that Mr. Pitcher's future business warranted a present accommodation of five hundred dollars, so he drew up a note. Pitcher signed it and the cashier called a clerk and ordered him to credit the account of Reuben K. Pitcher five hundred dol-Reuben K. Pitcher five hundred dollars. Pitcher thanked him, and on the way out paused at the paying teller's window long enough to register his signature, and to ask for a small check book.

Two weeks later the steam schoon-Two weeks later the steam schoon-decino coast with a cargo of short fluming consigned to Reuben K. Pitcher at Oakland Long Wharf. Pitcher was on hand, accompanied by a string of flat cars and the ves-sel commenced discharging at once. At five o'clock the master of the ves-sel gave the order to lay off work for that day, but before the longshorethat day, but before the longshore-men could scramble over the side, Rube Pitcher appeared on top of a flat car and halted them.

"Hang around a minute, boys," he nouted. "I'm going to try to induce the Captain to work overtime."

The prospect of overtime, paid for

at time and a half, checked the rush, and Pitcher came aboard. Within at time and a hair, checked the rush, and Pitcher came aboard. Within five minutes he had arranged with the master of the vessel to permit his crew to work all night, provided Pitcher paid the overtime. The mates growled, but five dollars to each of them changed their frowns to the sunniest of smiles, and right after supper the work of discharging re-commenced. At midnight a new gang of longshoremen came on, and at ten o'clock the following morning the last stick went over the rail into the flat car. An hour later all of the cars had been weighed out, and bills of lading had been issued to Pitcher.

HE was about to leave the dock when a clerk in the wharf office stepped out and informed him that he was wanted on the 'phone. Green-wood, Manager of the Elk River Lum

ber Company, was on the other end of the wire.

"Hey, Pitcher," he barked anx-lously, "about that cargo ex. 'Alcat-

"Yes," replied Pitcher, quietly, "it looks like nice stock."
"Well, say! How about a little money?"

money?

"Oh, that's all right. You know the

"Oh, that's all right. You know the terms; cash in ten days."
"I know all about that — but have you got the cash? That's what I'm worrying about. I'm afraid we'll have to have a check for fifty per cent of our invoice before we can permit the steamer to discharge into the case."

the cars."
"Too bad," murmured Mr. Pitcher sweetly, "but the fact is I had a hunch you'd work the old game and hold me up at the last minute. Well, brother Greenwood, I don't think much of you. That's dirty work. I'll give you a check for the full cargo, but you don't get it today. I'll mail it tomorrow."

"Then I'll order the captain to cease discharging. We don't know that you have any money, Pitcher, and we can't take too long a chance."

and we can't take too long a chance."

"You're twenty minutes late,"
tauntingly. "I paid for the overtime
last night, the cargo is now on cars,
and I hold the railroad company's
receipts for the cars. In an hour
they'll be on the road. It's too late
to question my credit now."

"I would have questioned it a week
ago," roared Greenwood, "only I
couldn't find you anywhere."

"I guess you didn't look very hard,"
retorted Pitcher. Nevertheless he
had to smile, for as a matter of fact,

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