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want to arrange with you to discoun ome paper."
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They're as good as wheat," the banker replled, and buried his nose in Rube Pitcher's statement of as sets. Five minutes' investigation con vinced him that Mr. Pitcher's future business warranted a present accom modation of five hundred dollars, so it and the cashier called a clerk and ordered him to credit the account of Reuben K. Pitcher five hundred dol lars. Pitcher thanked him, and on
the way out paused at the paying teller's window long enough to regis er his signature,

TWO weeks later the steam schoon docino coast with a cargo of short fluming consigned to Reuben $K$ Pitcher at Oakland Long Whar Pitcher was on hand, accompanied by a string of flat cars and the vessel commenced discharging at once At five o'clock the master of the ves
sel gave the order to lay off work for hat day, but before the longshore men could scramble over the side, Rube Pitcher appeared on top of fiat car and halted them.
"Hang around a minute, boys," he shouted. "I'm going to try to induce the Captain to work overtime."
The prospect of overtime, pald for at time and a half, checked the rush, and Pitcher came aboard. Within the master of the vessel to permit his the master of the vessel to permit hi Pitcher paid the overtime. The mate Pitcher paid the overtime. The mate growled, but five dollars to each of sunniest of smiles, and right after supper the work of discharging recommenced. At midnight a new gang of longshoremen came on, and at ten o'clock the following morning the last stick went over the rall into the flat car. An hour later all of the cars lading had been issued to Pitcher.
$H^{E}$ was about to leave the dock when a cleric in the whari ome stepped out and informed him that 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 raz ooks like nice stock." ${ }^{\text {" }}$, quietiy, "Well, say! How about a IIttle money?"
'Oh, that's all right. You know the erms; 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 involce before we can
permit the steamer to discharge into the cars."
"Too bad," murmured Mr. Pitcher aweetly, "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 mall t 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.,
"You're twenty minutes late, auntingly. "I paid for the overtime last night, the cargo is now on cars, and I hold the rallroad company's recelpts 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,
"I guess you didn't look very hard, retorted Pitcher. Nevertheless h had to smile, for as a matter of fact,
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