

## Confessions of a Washington Lobbyist

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and now I understood what Shillworthy was after, and I wondered if his motives were as plain to others as they were to me. The first bill said all that was necessary in about a dozen lines, the second bill was a much more imposing affair. In the first bill the Association was incorporated for *charitable and educational* purposes, and it was to be supported by voluntary contributions. In the second bill the Association was incorporated for *industrial and other* purposes with a capital of \$100,000, "contributed by the incorporators and such other persons as they may ask to share with them," and the Association was given power from time to time "to increase the capital in such amounts as the directors for the time being may deem necessary to carry on the work for which the said Association is organized." These changes made it possible for the Association to do practically anything and to have unlimited capital. The bill was so craftily drawn and the language used was purposely made so obscure that a casual reading would fail to reveal exactly what the powers of the Association were, but a lawyer could understand, and for a moment I was staggered. There was practically nothing that that beautiful uplifting Association might not do. Congress was proposing to give it a charter to engage in any kind of business, to build railroads, to engage in mining, to organize banks, to sell all the stocks and bonds it wanted, to buy, sell or deal in real estate and mortgages. If there was anything overlooked I hadn't been able to find it. "Shillworthy," I said to myself, "you're the smoothest proposition in the way of a lobbyist this town has ever seen, and I take off my hat to you." But what puzzled me was why he asked me to become the counsel of the Association and then put me on the shelf. Of course he had a reason.

THERE never was a more audacious thing done in Congress than Bartman's performance in passing the bill. Late one afternoon, when not more than a dozen senators were present, he called it up. In a casual sort of way he said everyone knew of the great work the Association intended to do, and, of course, a bill of that character could be objected to by no one, and he asked that the bill be passed. It was. And the next morning Shillworthy came to see me. He said I had been generous enough to offer to serve the Association as counsel without remuneration, but as there would be a good deal of work to be done, the executive committee had decided I was properly entitled to compensation, and my salary had been fixed at \$10,000 a year.

Shillworthy, I have said, was an extraordinarily clever man, but this is where he blundered, which shows that even the man with the longest head occasionally trips up. And without waiting to hear me say how grateful I was, which, of course, was what he expected, he went on to say that he would like to have me go to the Indian Territory, where the Association intended to begin operations, and arrange for the leases of certain lands on which they proposed to build factories.

I thought the time had come to make Shillworthy play his hand with the cards on the table.

"Don't you think I'd better wait until the bill has passed the House and is signed by the President?"

He waved the suggestion aside. The House, of course, would pass the bill as a mere formality, and had I not sat on the stage and heard the President say nothing would give him greater pleasure than to sign the bill?

Still, I urged, occasionally plans went wrong, one never could tell, and I might be a great deal more useful in Washington than in the West.

Shillworthy was so sure of his ground that my fears seemed foolish. I saw I must hit straight from the shoulder. "I'm not going to leave Washington," I told him, "and your bill has as much life in it as a last year's bird nest unless I know all about the scheme."

You couldn't easily throw Shillworthy off his balance, but I saw he was disturbed, and although he quickly recovered himself, I knew that in the end he would do what I wanted. But he wouldn't surrender without a fight. He pretended to be very indignant. He wanted to know what I meant.

I told him without wasting words: "I've got to have a slice of that pie Bartman's in it, of course, and I suppose you've got somebody in the House, and, sir, my little plate is going to be filled or there won't be even a piece of the crust for Mr. Shillworthy to put his teeth on."

I'll say this for Shillworthy, he was a nifty loser, and when he saw he was called he didn't lose any time in laying down his cards. "You've got me," was all he said, "now how much do you want?"

"I want," I said, "to hear everything before I answer, because your scheme beats anything I've ever seen, and it's worth something to me to learn a new dodge. So go ahead."

"It's simple enough, and that's the beauty of it." He dropped his voice almost to a whisper as if afraid some one might overhear him. "My agents," he went on, "have discovered that there is oil in the Territory, and there are millions to be made by working it. But how to get in without giving the snap away was the trouble, for the Government, you know, has the Indians so tied up they can't do anything without permission, and it's impossible to get the Government to consent to anything. So I organized the Association as a cover."

"That was your idea?"

"Of course."

"Why did you give it such a deuce of a long name?"

"MY dear fellow," he said gravely, "that name was an inspiration. Doesn't it simply reek with respectability? Can't you see old ladies in caps and old gentlemen with bald heads falling for the mental and spiritual? I'll tell you something right here that's worth remembering. Whenever you want to get money from the public have a society with a long and impressive name. The longer the name the bigger the check every time."

"Shillworthy," I said, "you're about as clever as they make them; but how did you figure me in the deal?"

If my question caused him any annoyance he didn't show it as he answered: "That's where I made a mistake, and mistakes usually have to be paid for."

"This one will, you can bet on that," I grinned at him genially.

"Oh, I know that, confound you," he said without temper. "Well, I thought I could fool you like all the rest, and it seemed safer to have you bottled up by being with me than to let you run round loose; but you've got me, and the only thing to do is to pay."

And pay he did, royally, because he couldn't help himself. A word from me would have smashed the scheme, and he knew it. I trusted Shillworthy just as far as I could see him and not an inch beyond, so when he proposed giving me a contingent interest I laughed in his face. I told him flatly it would be money down, and after wriggling and squirming he came across. I won't tell you what it cost him, but the check was so large that I was able to retire. That is why today I am living a quiet and respectable life in Washington and have no further interest in the lobby.



## Watch Men

On dining cars, at hotels and restaurants—men away from home. Then you will know what foods men really like.

We watched them for a year at dairy lunches in New York. And four out of five who took ready-cooked cereals took either Puffed Wheat or Puffed Rice.

### Watch Children

Serve some morning on the breakfast table two or three ready-cooked cereals. Give children their choice, then you'll know which they like best. Our evidence is that four in five will take the Puffed Grains always.

They like the looks—gigantic grains, puffed to eight times normal size. They like the taste, which is much like toasted nuts.

They like the airy crispness—the thin-walled morsels which melt away into almond-flavored granules.

If they do like Puffed Grains, let them have them. These are the best-cooked cereals in existence, and every expert knows it.

Prof. Anderson's process makes whole grains wholly digestible. It does this by causing inside of each grain a hundred million steam explosions. By literally blasting every food granule to pieces. No other process does that.

These dainty, thin grains were not made to delight you. They were made by a scientist in the service of science. But they do delight, so there is every reason why your folks should have them.



**Puffed Wheat-10¢**  
**Puffed Rice-15¢**

*Except in Extreme West*

Serve in the morning with cream and sugar, or mixed with any fruit. For suppers, serve like crackers floating in bowls of milk.

Use like nut meats in home candy making, or as garnish for ice cream. Let the children eat them dry, like peanuts, when at play. You will find them both foods and confections.

**The Quaker Oats Company**

Sole Makers

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