

prospect of a live mill connection almost overwhelmed him, and his quick imagination painted the future in colors of silver and gold. "I have some money of my own and my bank will help me out, I'm sure."

"Then," said Jim Reed, "I'll tell you what you do. Get into communication with the mill right away and do it now! There are others after the agency, but I'll wire the old man to hold it open until he hears from you."

"That's awfully good of you, Mr. Reed. A hundred thousand a day! Just a nice comfortable little output, and I could sell every stick of it. Will you wire your uncle, Mr. Reed, that I'll see him within four days? I'll hop the Shasta Express to-night. That will put me in Portland Saturday morning, and I'll grab the N. P. for Seattle and be on Gray's Harbor Sunday night. Give me your uncle's name and address, and I'll be waiting at his office door Monday morning."

Reed handed him a card, upon which he hastily scrawled a note of introduction. Pitcher thanked him, and ten minutes later had secured his ticket and sleeper to Portland

stopped in at a florist and sent her a dozen orchids and an armful of American Beauty roses. He considered a moment and decided to add a perfectly preposterous consignment of candy, for he had an uncomfortable feeling that to-night was not the night to be called away on business, and he hoped that the arrival of three messengers, each bearing a votive offering to Queenie, would (in the event that she reciprocated his affection, as he suspected she did) soften the—the—well, the blow to her pride, or whatever it is that is hurt when a woman has reason to feel that she is playing in second place. Pitcher did n't desire to start out by making Queenie jealous of his budding business.

His fears were put at rest, however, before his train was an hour out. The conductor came through the car calling: "Telegram for Mr. R. K. Pitcher." Rube opened it and read:

"Thank you. Good luck. I read the card. Would repeat the line to you in this telegram if telegrams did n't cost so much. Love, Natalie."

Rube Pitcher lay back in his berth and sighed with happiness. "If Queenie isn't the wife for me," he reflected, "I'll remain a bachelor all my days, and that goes! God bless her." And he fell asleep and dreamed he had his old boss, J. B. Skinner, of the Arago Mill & Lumber Company, by the heels and was about to drop him down an open elevator shaft.

Sunday evening he arrived at Hoquiam, on Gray's Harbor, and on Monday morning presented himself at the office of the Wishkah Logging & Lumbering Company, the concern whose agency he hoped to secure. Reed's relative, who was the president and principal owner of the company, received him at once, and negotiations started almost with Reed's card of introduction. They continued, with more or less interruption, and considerable telegraphic investigation into the standing and antecedents of Mr. Pitcher, for three days, at the end of which period, the Wishkah Logging & Lumbering Company decided to entrust him with the marketing of its output.

It was not, however, until the contract for the agency had been drawn up, signed, sealed and delivered, that

Rube Pitcher commenced to feel the slightest qualms of conscience. With the object of his visit attained, however, he grew terrified at the thought that he had obligated himself to a contract that might prove his ruination at any time. It was not that Rube Pitcher despaired of his ability to provide the mill with sufficient orders to keep it running, for he had no worries on that score. But he had nonchalantly bound himself, for and in consideration of an extra two and one-half per cent commission, and the privilege of billing out his sales under his own name, as agent, to guarantee the mill against loss by reason of any customer defaulting in payment of his account. In discussing this delicate matter with his principal, he had said quite frankly:

"I could make good a loss up to ten thousand dollars, on my present finances and banking credit. Give me a year of good business and I'll be as solid financially as a reasonable man could desire a live agent to be. On foreign business I cannot lose, for that is cash against sight draft with bill-of-lading attached. On local business, however, I shall merely have to exercise the utmost caution, al-

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"Listen, Queenie: I have that little business going; so there's no use waiting any longer."

and was in a taxi-cab on his way home. All thought of Queenie had been swept from his mind in the bright prospect of rising from a pitiful free-lance salesman, placing his orders with whichever mills could be induced to accept them, to a legitimate selling agent representing a responsible and reliable mill. Provided he could secure that agency, he would no longer be the buffer between an outraged customer to whom he had promised stock on a certain date, and the mill with which he had placed the order on his promise to deliver on time. No longer would he be forced to placate the one and still remain friendly with the other, and he looked ahead into the years and saw himself branching out as the representative of several mills and managing owner of a fleet of lumber vessels, by virtue of the fact that as a selling agent it lay in his power to provide them with steady cargoes.

Arrived at his lodgings, he hastily packed a suitcase and ate his dinner. Later he wrote a brief note to Queenie, informing her that he had suddenly been called north on important business, and dispatched the note by a messenger. On his way downtown to catch the train, he



\$245.43

per acre net from 7 acres—\$1718.01. W. T. Bethea of the Wauchula District, Florida, has averaged that amount from his truck every year for the past seven years. The vegetables grow between the rows of young orange and grape fruit trees, as shown above. And now these trees have come into bearing, bringing even bigger returns.

The combination soil made it possible, and Mr. Bethea's experience is only one of scores of similar instances in the Wauchula District. All through this region men are growing vegetables between the rows of young grape fruit and orange trees. Why don't you try it? The vegetables keep up the small payments on the land and earn your living until the orange trees come into bearing. And when you've

developed a good grove, no man will be more prosperous or independent than you. An income of \$3,000, \$5,000 up to \$10,000 and more. It just depends on how much land and trees you want to add to your original ten or twenty acres.

As far as we know, there's only one region where vegetables support you until your citrus trees bear—one place where you find

Wauchula District Combination Soil EVERY ACRE GUARANTEED BY BANKERS—A YEAR TO DECIDE

Already dozens of settlers are here—men who seized the opportunity as we offered it in our advertising last winter. Men from the Olds Motor Works, a National Biscuit salesman from Pittsburgh, a truck grower from Princeton, N. J., a business man from Chicago, a Chicago newspaper man, a Pennsylvania farmer, scores of settlers from small walks of life. Here they all are—tanned, healthy, happy—men who know soil and farming like a book, and men who never held a plow to a furrow before in their lives. They're making good. Come down and see what they're doing and then ask yourself if you will keep in the rut of low income any longer.

If you want the big, out-of-door life, the health, the money, the freedom from the salary shackles that other men have found, come right down here and start in. Plant your vegetables—let them support you until grape fruit and orange trees put you into the \$3,000 to \$5,000 class—people who own their own cars, send their children to college, get all that civilization offers in comfort and luxury.

Bankers guarantee your satisfaction. So you can buy now—or start payments. For just a little every month is enough to clinch success here. And any time within the year you can come down and talk to the old residents and new settlers and find out what they're making. You can look over the land. You can eat oranges from the trees and investigate the vegetables. Not until then do you have to decide. And if you don't feel satisfied, your money is returned with 6% interest.

Cash markets and quick transportation take care of you when you're ready to sell. Churches, schools, lodges, good stores give you the living advantages you're accustomed to at home. Good water, good drainage, healthful climate. Two centers: Vandolah, a new, rapidly growing town; Wauchula, a prosperous little city of 2,000 inhabitants. Now—

If You'd Like a \$3,000 to \$8,000 Income, Let Men Here Tell You How They're Earning It

Don't depend on our statements alone for information. Let the men here tell you what they're doing and what you can do. Write for our literature with scores of instances of net cash returns. Then judge for yourself whether you can do as well. Write today!

**Wauchula Development Co.
Box 30, Wauchula, Florida**

Please send me actual facts regarding your combination vegetable and citrus fruit land with bankers' guarantee, prices, easy terms, letters from settlers, etc.

Name.....
Street No.....
City.....State.....

**Wauchula Development Company
Box 30
Wauchula, Fla.**