The Free Press Shart Story

THE LONG CHANCE

By ARCHIE JOSCELYN

hardware, was an old, reliable, it for the company." and thoroughly conservative firm. There had not been anything again. For the second time in less than flighty about it since Hiram Waddell I, a week he had acted impulsively, and had founded the business as a twelve by now he had gotten in deeper than before. twenty store ninety years ago. Now He had done exactly that which he had Hiram Waddell IV, and his brother, both been forbidden to do, and even if he middle-aged men, kept up the conserva- did make good, he stood to lose his job. tive tradition, even though the business With only a thousand dollars cash rehad grown, not through printed advertis- serve, the savings of several years, and ing, but by sheer good-will advertising, no immediate prospects to follow, the

to an imposing something. Stanton knew exactly how conservative Waddell & Company was. At any cement for Waddell & Company at a employ, he should have known it. He innovations, that they never handled any heart all the firms that might be in- to his sister. line of goods save those that had been terested. Well, he had bought the cement. "I certainly would not," that young established for many years, and were The thing to do now was to dispose of therefore well and favorably known to it again. the public. Added to all this, he knew business might expand, but old and valuof further confidence should they make distance. an addition of this kind.

the Great Eastern Lumber Company of he asked. their city. The cement offered for their consideration had been the Seven Star,

It was an oversight, of course, that Stanton, being a young man and with possibly progressive motions, should be left in charge of the business for even two days. Both Hiram IV and Henry II had left for their annual vacation in the bargains handed to them. mountains. Everything being apparently stable and solid, Green, the manager, had left on Friday for the week-end. Blumfield had been in charge, and then he had been taken ill.

When the offer of new business came, Stanton tried to get the Waddells and Green on the wire, and failed. Blumfield was too sick to be consulted, and there was a time limit, Saturday noon.

The Rock Cement Company had called up on long distance. They were a new Portland cement company in the west, and their product was practically unknown. They had fifty carloads ready for shipment, a surplus, which had to be disposed of in a hurry. Stanton, by a little quick figuring, discovered that, with the ready facilities of handling it and disposal which the Waddell Company had, there would be a sure and safe profit of better than six thousand dollars on the shipment, all pure velvet. A few hours of waiting, for a report from a Government agency, assured him that the Rock cement was as good as any on With each forder I shall send a repra-

day night a big train of fifty cars was company, will never make another such Clayton Products Store and the Quality rolling eastward. Stanton would be a radical departure. blamed by most firms if he let a six thousand dollar profit that was safe and Stanton pointed out. "I can sell them Company. I have here signed orders sure slip past.

The blow fell on Monday, however, tagles, the manager frowned upon the fired."

doing business. It seems that I was in Company, and I'll take them at that." Company. None the less, it is apt to Stanton Cement Company. cost us some little money if we refuse

so. If you do, you will automatically three months. sever your connection with Waddell &

IV did a strange thing. Overlooking the Waddell 1& Company, will take further fact that Green had not returned, he shipments in thirty, sixty, and ninety left again, and Stanton was once more days. I'll probably get it all cleaned up present. Good day." in charge of the firm of Waddell & Com- in sixty days, by the time I have to pay

When the offices opened Tuesday days." morning, the representative of the Rock But you'll need money," Richards details. pany when he called. "We'll take them start coming in, and you'll need the money & Company, and they did."

ADDELL & COMPANY, dealers in as per contract. Pass it over. Til sign

Ten minutes later Stanton was alone outlook was not cheery.

The state should easily absorb the fust that, why-"

that they would not handle anything for a few minutes then picked up the enough to understand that neither of that was not strictly hardware. The telephone receiver. There were two them had a "head for business." Well, places that should each take big orders. the stuff sold easily, and there was a ed customers might also glean the idea Both were in cities that would soon be sure market, it seemed. He would need that Waddell & Company were becom- doing a lot of building and street paving. the money. "All right," he agreed, "but ing speculators, and therefore unworthy A moment later he had the first on long if I win out, you'll get a third of the

In fact, only three months before, said crisply. Then, for the next few vanced, he would not sign the contract Waddell & Company had refused to con-minutes, he told them of the Rock on any other basis. sider handling Portland cement on the cement, of the Government report, and lastly of the special price at which he morning. By noon Stanton had disposthat it should more properly be sold by could offer it. "How much do you want" ed of one carload. Most of his new

well known to the trade for twenty- appeared surprised or shocked to learn not display a great enthusiasm. It was a high grade of cement, even if it was with the reputation of Waddell & Com-

> the product was as good as represented. Stanton spent the remainder of the

day in calling up the local city stores. and because of the attractive price, he disposed of two more carloads. Only a bargains, but only when they were cona day gone, and nearly a quarter of the vinced that they were bargains. ... total shipment disposed of.

middle of the next forenoon. In the meantime. Stanton had accepted orders for eight more carloads, making twenty in all. Left alone for another day, he was confident that the whole lot would

finely the affair was going. to furnish it, because Waddell & Company always fills any orders it accepts.

for you, at a good profit."

Hiram Waddell had received a message "Enough mischief has been done already. month, at regular prices, for the next six and decided to return. He acted prompt, Waddell & Company does not deal in months. A total of sixty cars. Kindly ly, upon learning of the state of affairs. cement. We'll pay whatever forfeit we He called Stanton in the office. From have to on those thirty cars, but we behind a huge pair of gold-rimmed spec- won't accept them. As for you, you're

younger man much in the way that a "I'll save you the trouble of paying a at Stanton. "Well?" he barked again. scientist might view a new and surprising forfeit, Waddell," offered. Stanton, leaving off the "Mister." "I'll take those "You have been with us for about a thirty cars myself, at what they cost year, Mr. Satnton, and I had supposed you, and nobody will know of it. Terms that you were familiar with our way of are sixty days from the Rock Cement

error. You have taken a step that stands | Hiram IV stared in surprise, but as it to ruin the reputation of Waddell & offered the easiest way out of the dif-Company. We cannot afford to accept ficulty he signed the contract which the order. 'The order was not valid Stanton prepared for him. 'It was made is a wise move for Waddell & Company without the signature of Waddell & out from Waddell & Company to the

and young Stanton had fully severed his fidence in Waddell & Company, and seem You are responsible. Since you acted connection with Waddell & Company, to feel that we should handle such allied on your initiative in the first place, I am another evening was at hand. He wended products. That it would be a convengoing to leave the matter in your hands. his way to the house of a friend on Vine I cannot afford to have my vacation Street, who listened to an account of his spoiled. We can, of course, refuse the adventures, and to the excellent chance shipment and pay a forfeit of five thou- which he had of making four thousand the business for us. Twice your former sand dollars. . If necessary, you may do dollars out of the deal-within the next salary."

"I'll sell several carloads at once, for Company with that act. If you succeed immediate delivery, to firms that I hadn't in disposing of the shipment without cost approached for Waddell & Company." he to the company in either cash of repu- explained. "And practically every firm, tation, your mistake will be overlooked." as well as those to whom I've already Having delivered his ultimatum, Hiram sold an immediate delivery order from for it., If net, I will easily do so in ninety

Cement Company arrived. Stanton had shrewdly pointed out. "You can't sell "I took another chance," laughed are certain ways of using time that save

as soon as the shipment arrives. That won't be long now."

"It will hustle me," confessed Stanton,

"but I think I can make all of it." "I think you can," agreed Richards; "but there's one other item that I haven't mentioned. You'll have to pay the freight, or at least a good part of it; on thirty cars when it gets here. And that before you get any profits; otherwise there are apt to be complications."

Stanton was silent a moment, while Richards watched him keenly; then he flung his head up. "I had forgotten that complication," he admitted, "and it's a big one; but I'll fight through to the top some way. I'll need about two thousand, I suppose. But I'm not going to quit and lose four for the want of

"Money's hard to get. The banks are inusually cautious, even where things look gilt-edged. I have some saved up, and I'll write you out a check for it. It'll

"Why, that's mighty good of you. but I-I don't like to take it. I-it's a long chance I'm taking, as it is, and if I lose, and there's a good many chances to do salted milk, using a tablespoon of salt

"Reckon there's not much chance of rate, having been for over a year in the handsome profit, for the price which they losing. The way you told me about it, could make on it would be decidedly at- it looks like a good proposition, and I'll baking sheet and sprinkle liberally with knew that the owners disliked advertis- tractive. As to its quality, he could refer be glad to help you out a bit. Yvonne oil. ing. He knew, too, that they disliked them to the Government. He knew by wouldn't like it if I wouldn't, would you?"

Stanton thought deeply. He had known Drawing a pad toward him, he figured both Yvonne and her brother long "Waddell & Company speaking," he should be as much as the capital ad-

prospective purchasers, though they lis-It was amazingly easy, he told himself tened with interest, and considered the a few minutes later. The man had not Government report as satisfactory, did that the Waddell company was handling all right to buy a bargain from a firm ittle known or even to learn that they pany. Once its name was mentioned, all were handling cement at all. They had possible doubts were quelled. They were agreed to take five cars. Quality Hard- safe, and they were getting a bargain: ware Company was always willing to have but the Stanton Cement Company was another proposition. Most of the firms Another half hour and his other cus- had stocked up already, from other comtomer, the Clayton Products Store, had panies, with various brands of cement agreed to take another five carloads, if. and they were not interested; yet they had taken a bargain from Waddell & Company, Why? The bargain had attracted them, and the name had clinched

Suddenly he stood still, thinking, Pre-Hiram IV unexpectedly breezed in the sently he smiled. Why not? Long chances were getting to be his portion. Might as well take another. If it did not work one way, it might another.

it. Evidently they were interested in

Hiram Waddell, IV, Henry Waddel, II, cottage pudding have been sold. Hiram IV demanded an and Mr. Green were sitting in the big office, discussing nothing in particular. In vain did Stanton point out how None of them was particularly inclined to grant an audience to Mr. Stanton, of the Hiram IV was frantic. "I'd turn the Stanton Cement Company, but it seemed whole thing back on the Rock Cement that the gentleman had followed close Company," he raved, "except that twenty upon the heels of the office boy, and carloads have been sold, and, we'll have would not be denied. "Well?" barked

"Very well, thank you." smiled Stanton. "My health was never better. I sentative in person, explaining how we have come on business. I have been in Stanton closed the deal, and by Satur- came to do this, and promising that the conversation with the presidents of the "Well, you have thirty carloads left," well known customers of Waddell & from those firms, requesting, in the total, "Not a sack," Hiram IV roared, ten carloads of Rock Portland cement a

read the letters." Hiram IV read in silence, and passed the letters on to Henry II and Mr. Green. Then he blew his nose loudly and glared but not so flercely.

"I represent the Stanton Cement Company," Stanton went on calmly. "I have thirty carloads of Rock cement which I wish to sell you at a bargain price,

immediately." "We'll take 'em." nodded Hiram IV. Henry II and Mr. Green nodded their heads, slowly, in unison. "I think it to add cement to the list of products which it handles," stated Henry II, jud-By the time the details were completed, iciously. "These letters state great con-

> ience which they would appreciate." "Exactly," snorted Hiram IV. "Young man, I want you to handle that end of

"I suppose you'll be making a neat little profit—say four thousand, out of this deal?" inquired Henry II.

"Better invest it in Waddell & Com- explains that he began by reading fifteen pany stock." growled Hiram IV. "Get to minutes daily. He found that his work at once? Most of the day is left! efficiency was increasing because of this "I'll start work to-morrow," replied practice so he increased his time of read-Stanton. "Got another engagement at ing to an hour. He soon realized that

"How did you do it?" demanded proved so satisfactory that he is con-Richards, once he had been told the tinuing the programme.

spent a restless night, trying to figure anything immediately in this town for Stanton, "and-told-the whole story to it. Every now and then a young fellow a way out of the dilemma. Work was cash as you've filled the demand with the president of the Quality Hardware tries to save time by cutting his hours. hard to get now at best, and if he had Waddell & Company material. There Company, and asked him to help me of sleep down to four or five, but gente leave Waddell & Company, without a will be thirty carloads, a lot of which out. He could do one of three things- erally he finds that it takes eight hours recommendation, he would be up against will have to be unloaded and stored, then write a letter and aid me with Waddell of sleep to make the other sixteen efit. On the other hand, he had studied reshipped later. You'll need to rent a & Company, which might or might not ficient. Mr. Masson has proved to his the situation existing in the state quite warehouse. You'll have to pay freight work, but I thought it would if I had a satisfaction that two hours a day spent thoroughly. Why not take a chance? out of here when it's reshipped. In all, few of the right sort of letters; second in reading the Bible saves him time, He could not be any worse off. "Shoot it's a small item, and won't particularly choice, buy of me; third, turn me down. for it adds to his efficiency in his workyour fifty carloads along," he told the affect the profits, but it will demand I figured that anybody would respond if ing hours. Might it not be worth while representative of the Rock Cement Com- ready cash to handle it until the profits you put it up to them right, even Waddell for some of you young people to try the

FROM THE JAM CUPBOARD By Barbara B. Brooks

One of our favorite sports at this time of year is working miracles with the glasses and jars of preserves which have been longest in the cupboard. It is fun to pick out a dark, rainy day to clean the shelves and while doing so, take inventory, and set out everything which should be used. There may be a jar or two of pickles, the last of their kind; some jam which is slightly sugared; jelly which is "weeping"; fruit which has lost some of its color; relishes which have not been popular with the members of the family. Get them allout in the front row, make a list of what you have, then plan menus to include them.

How can pickles be used other than as they come from the jar? One way is to chop them and add to mayannaise for a fish sauce. This is especially good on fish prepared by the Spencer Method.

> BAKED FISH (Spencer Method)

Cut fish into pieces for serving. Di in salted milk, using 1 tablespoon for each cup of milk. Evaporated milk may be used. Dip into finely ground or rolled corn flakes. 'Arrange on well oiled

Bake in a very hot oven (500 degrees F.) for about ten minutes. Note: About 1/2 pound of fish necessary

for each serving. Serve with pickle-mayonnaise.

This same pickle-mayonnaise can be mixed with chopped hard cooked eggs, celery, grated carrot, ground ham or beef for a sandwich spread.

Jam which has sugared may be used in muffins. Prepare your muffin recipe. Put the batter into the pans and place a teaspoon of iam on top of each one. Bake as usual. Bran muffins are good

JAM BRAN MUFFINS 2 tablespoons shortening

i cup sugar 1 egg (well beaten)

1 cup sour milk 1 cup all-bran

1 cup flour 1 teaspoon baking powder

1/2 teaspoon soda 14 teapsoon salt

Jam Cream the shortening and sugar, add egg and sour milk. Add all-bran and let soak until most of the moisture is taken up. Sift flour with baking powder, soda and salt and add to first mixture. stirring only until flour disappears. Fil greased muffin tins two-thirds full. Put a teaspoon of jam on top of each one Bake in a moderate oven (400 degrees F.). for 20 to 25 minutes.

Yield: 8 large or 12 small muffins. Jelly which has begun to weep can be beaten with a fork and served as sauce for meat. A tart jelly is best for this purpose. Any-flavor of jelly can be melted over hot water and served with

Peaches or pears are delicious at gratin. Drain the fruit and save the juice. Roll the fruit in fine corn flake crumbs. Place in buttered baking dish, cut side up. Dot with butter. Bake in a hot oven (400 degrees F.-425 degrees F.) until crumbs are brown. Serve with sauce

LEMON SPICE SAUCE

: cup sugar 1 tablespoon cornstarch 1 cup boiling juice drained from fruit (If necessary add water to make one

2 tablespoons butter 114 tablespoons lemon juice Nutmeg .

Mix sugar and cornstarch in top of double holler. Add hot fruit juice gradually, stirring constantly. Cook five minutes after mixture begins to thicken.

Add butter, lemon juice, nutmeg and salt. A welcome luncheon dish' in cool weather is griddle cakes. Bake large cakes, spread with butter and jelly or jam. Roll up, sprinkle with powdered sugar and serve as dessert. If you have not had fruit cobbler recently, add it to your list. Cherries, peaches, respherries. strawberries or pears are all good in this

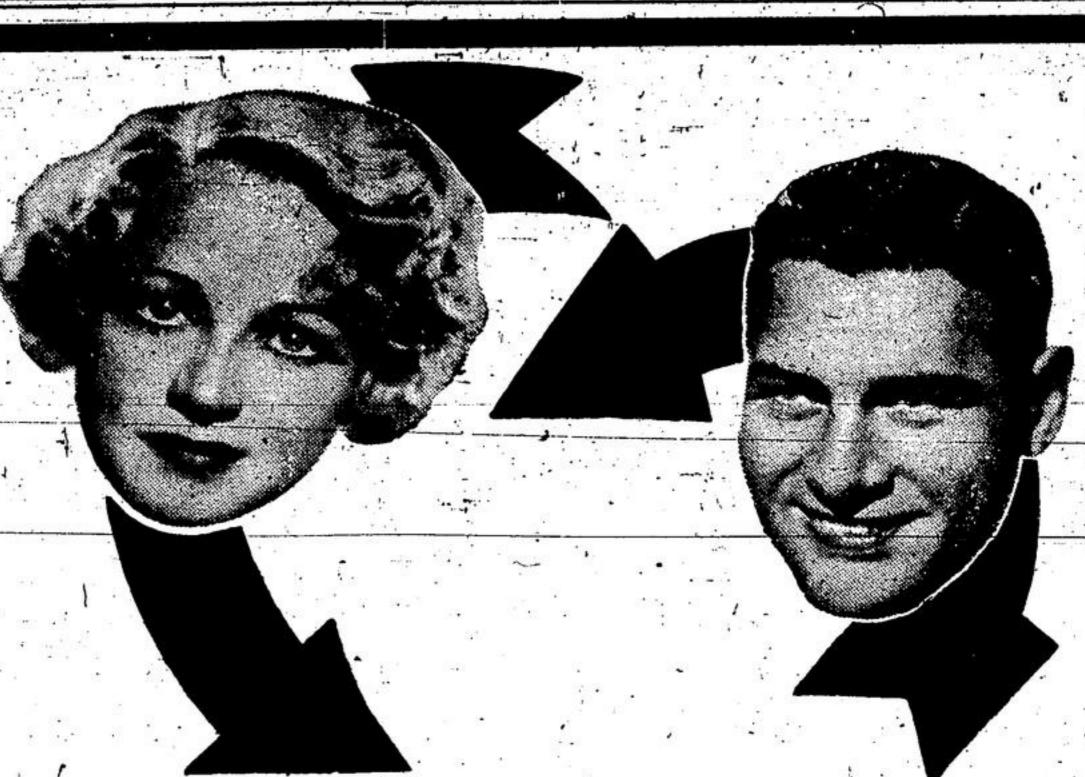
Have you ever beaten jam into hard sauce to serve on a pudding? It looks pretty and is delicious. Folded into whipped cream, Jam makes a nice topping for cream ple or cake.

It is fun to take stock of the preserve cupboard and to use up the less popular contents in such a way that they seem like new and miraculous products.

AN AID TO EFFICIENCY

Thomas L. Masson, the famous American humorist, gives two hours a day to reading the Bible. When people ask him how he'can find time for this, he instead of losing time, he was gaining it, and he added another hour. This

Some of you have found that there |



WYNNE GIBSON Paramount Star

RICHARD ARLEN Paramount Star

The Characters

In The Free Press Local Contest

Commencing Next Week

Will not be such well-known movie stars as Wynne Gibson or Richard Arlen, but folks you meet every day about Acton.

Ask at the Stores after March 23 for Coupons-Get in on the Cash Prizes of \$10.00

Next week the first Silhouette Sketch of a local character, drawn by our local artist, Jas. K. Gardiner, will appear in THE FREE PRESS. Next Thursday the stores having coupons will hand them out with every fifty cent purchase of Advertised Goods. Here are the Simple Rules---

Your part will be to guess who this character is and to also guess his weight. That is simple enough and for six tries you may win \$7.00.

The coupons for the guessing will be furnished you by the stores that advertise that week in THE FREE PRESS. With every fifty cent (50c) purchase of goods selected from advertisements appearing in the issue of THE FREE PRESS of the same date as the sketch appears, the merchant where the goods are purchased will furnish you with a guessing coupon. Fill in your guesses and name and deposit it with the merchant at any time before the next picture

To the person guessing the nearest correct on name and weights on all six sketches an award of \$7.00 in cash will be made. The second nearest estimate will receive \$3.00 in cash. You may register as many guesses as your purchases allow that week on the sketch. A Committee of Three Judges will be announced before the close of the campaign,

whose decision in the awards will be final. No member of THE FREE PRESS staff or family is permitted to enter this' Contest. Neither is any local Merchant permitted to deposit an estimate in his own store.

In case or cases of a tie, the Judges have the right to chose the method for deciding which will be the winner, and their award will be final. THE FREE PRESS cannot enter into any controversy on the decisions or engage in any

correspondence concerning the Contest. It is just a local event for local amusement of local Only guesses on the dated coupons furnished the Merchants will be considered.

He May This



- Since it's Spring time and this is a characteristic sketch of some local men, or again he may be one whose characteristic pose may be drawn while tripping the light fantastic. There's no telling just how J. K. Gardiner will depict his characters.



Just be ready when the first sketch Then again it may not resemble any of these. appears next week.

Follow the Ads-Make Your Guesses-You Win Both Ways

The Acton Free Press

SERVING ACTON AND DISTRICT SINCE 1875