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The Georgetown Herald Wednesday Evening, April 8th, 1931.

THE TWO MIRACLES

The yearly miracle of spring. Of budding bough and greening Is it less wonderful to view

Or bid the buried seed spring up? Can free the prisoned butterfly Or paint the golden crocus cup?

No more than he could think That God could die that

The selfsame power that calls Out of the darkness where it lies.

O ignorant and foolish men Who watch the miracle of spring. Yet doubt that Jesus rose again! -By Annie Johnson Flint in Youth's Companion

BUSINESS MAGIC

By James Parker Long

Harry Nichols paused a mo-"Why is it that I come here one What can I do for you?" night and find you planning the de- "I should like to talk with Mr. Bar- time with him. tails of our wedding and then two going to marry me?"

calm, "I am afraid, Harry," "Afraid!"

did not dare go ahead."

Madam, my old nurse, around to you even a steady job."

work off that Blodgett place and nished a home. so long as I sell I am a business suc- things must be in here." can make a go of it all right."

age, you sold me yourself at the first om of the purse was in sight:

you will tell me so." "That's a safe promise."

alert figure of Harry Nicholas teeter- row. ed uncertainly on his heels; his future suddenly had become a thing without

thought, "The man that is to blame Harry went out grudgingly. But that old hayseed what I think of him transaction than over the first.

one, and I wouldn't feel folker letting the

you do any wasteful shopping in my As the store business began to pick store. You hadn't ought to buy so up, his business instinct began to urge many taters right now. They're still him. The nervous excitement that Life changes all our coming in from the south, but within had driven him before the completion a week or two they'll be fetching 'em of a big sale of real estate was with At first we think of streets of gold in from the farms around. Just you him all the while, and idea after idea Of gates of pearl and dazzling light,

and ran on: "No, nor I wouldn't buy Madam Barton had insisted on., Yes, my dear, you will have to make ly fresh vegetables, eggs and dairy NOTES AND COMMENTS the change yourself. I can't see for butter, and he had to hire another shucks. You tell your neighbors that clerk.

nights later you tell me you are not The cutting remaks that Harry had tween the store and the house was superiority of the Canadian banking The gray eyes that stared so un- was a shock to realize that the old grown so engrossed in his problems by the Canadian bankers to be the flinchingly into his hotly wrathful lady who had been in the background that he hardly ever glanced toward it, best in the world. ones and the quiet voice that an- while the sale was being made was even when additional stir announced swered his half-shouted words were nearly blind, and somehow the brave that there were visitors in the room ing about the folks you dealt with cash register and make their own whisper, "I told you so."

same thing, and before that when you come to find out it wasn't such a bar- and into the street.

and you took all their savings and to say. There was certainly nothing But either he or they must go. The sold them a rotten old grocery store for him to do in the real-estate busi- danger of meeting Josie was too great, where no one ever made a living, it ness in that city. He had worked for and to meet her without things havbrought things to a head. They trust- every firm there, and yet could not ing been settled was unthinkable. ed you, and so did I; and you failed go back to any because of hot words us all."

He went on into the living quarters be no abolition of the speed limit on and an hour later he owned the provincial highways was made at the

him—and it's the truth—that I am "Right away, son; and if you would sure of you."

not working for the buyer and the do a little housecleaning first off, I The old folks were eager to return seller both. I am the agent of the would feel better. If I hadn't been so to a little house in the country, where seller. He hires me to sell, and just blind I'd have gone crasy the way their money would support them in cess. I am sorry about those Bar- As Harry hunted up the rubber was a tumult of packing. To Harry tons, but I explained the situation to "slatter" and let some daylight in the office, struggling to shift his them; if they will get after it, they through the dirty windows he agreed mind from the memory of gray eyes

men that made you forget about me and my wishes. And it made me wonder if you would be any more that the fresher-looking ones from in regardful of me after we were married. I thought that when love came out further preamble he declared that it regardful of me after we were married. I thought that when love came out further preamble he declared that it is corporation had decided that it was worth adding to their chain. They were willing to pay so much for advertising in connection is in the

dealing with. But you also frighten man with he pencil-scrawled list in betrayed the former bad history of not want you may be sure he won't and the anxious hand feeling in the finally Harry agreed. come back. To use your own langu- money pocket told him that the botbut I see now that you can't change." When the laden customer had gone and one to Mrs. Allen Barton."
"Then all there is to say is good- out Harry could not resist a little. There was more talk, in the co "I won't pester you. I don't agree into a straight line of disapproval. must not get into an argument. Good-lannounced as he opened a blank book

what started Josie off. These people and marked the flush of happiness in grew stronger and stronger, until it much to the public if there could be that run around complaining because his face as he sold half his purchases they think they've had the worst of back again he could not help feeling a deal make me sick! I'll go and tell better over the second half of the That was not the only time that The store was merely a large room Harry's instinct got the better of him built on the front of one of the drab in the next two weeks. But the times story-and-a-half houses that made up grew fewer, and whenever the watchthe community of mill workers. It ful old hady caught him over-loading occupied a corner at a street-car in- a buyer and made him correct it he tersection.—that had been one of found that the store had gained a Harry's arguments,—and there were steady oustomer. When it was not dingy display windows on both streets. corrected the person never came again. hand rested on his shoulder, and a Harry sniffed at the looks of the Harry was honest enough with himself to wonder if it was not so also In the half light of the dim interior with larger sales. Satisfied buyers he hesitated a moment, trying to find came back to the grocery, and the the proprietor. A mellow, motherly flood of satisfied customers promised invitation came from the back of the to make the business a success. Why not real estate? For a time he sooth-"Here we are. Come" on along ed himself with the thought that Plyes: "What do you mean?" save them all a lot of loneliness. So back." And then the voice went on real estate was sold only once in a

do up half a peck; that will be enough chased through his head to further and to spare. I'd wrap 'em myself the prosperity of the business. Some things all strange to mortal sight. worked, some failed. His purchase of a bankrupt stock of goods drained the lit is a more familiar place credit of the Bartons, already quaky. A home unhurt by sighs and tears

ing on customers. The old lady to sell the old and shop-worn stuff with passing months it comes me swung back and forth in her rocker on the strict money-back policy that to near, any of those little potted things. On the other hand a chance con-They're tasty all right, but unless a versation overheard between farmers. The glad Homeland not far away, body is made of money they'd better having to do with the difficulty of dis- Where none are sick, or poor, or lone; stick to the raw stuff and do their posing of their produce, led to an ar- The place where we shall find our own own cooking. Why don't ye try one rangement whereby he agreed to distant and as we think of all we knew of those salt fish? Fresh it up good: pose of the produce of certain farmers who there have met to part no more. bile some taters and fry a morsel of at a price higher than they had been our longing hearts desire home, too; salt pork and make a boat of drawn getting but lower than he had been with all the strife and trouble o'er. butter sauce,—it's best with boiled paying the middle men; and when egg, but that ain't noways necessary, he passed that saving along to the —and you've got something filling and buyers he found his shop thronged tasty and cheap at the same time. With canny housewives eager for strict—

along, so that we want to help other ing for day wages in a tiny, neighbor- get worse and worse. But he is folks stead of selling them a lot of hood store. Because idleness made heap more cheerful company. stuff they don't want no more than him think of Josie, he fell into the ment in his resentful circuit of a cat needs an extra set of legs. habit of studying nights or working the room to lean his clenched fists on "Well, my dear? Oh, I see now! on store problems of one sort and the table before Josie Stryker and It's a young man; pretty bold of an another. He was alone a great deal more than 1,000 bank failures in the hurl the demand into her set face. old lady like me talking up so free. Since old Al had returned from the United States and not one in Canada. hospital his wife had spent much

The door into the little office beintended to make had left him. It open much of the time, but he had system which has long been claimed way that she was trying to run the beyond. So it was that he was neverstore in spite of her affliction appealed conscious of gray eyes that watched

last two days made it so plain that I experienced little. housewife who the two rooms through the door he barns were stopped, there would not d not dare go ahead."

"Don't you fret about my quitting she had deliberately prevented her! who had grown accustomed to drop ing the matter. It was recommended Stryker & Kimball. There are other "Why, you must be the clerk I in so frequently on her old nurse and that a chain or wire from the separareal-estate firms in the world. A man telephoned for. The agent wouldn't watch Harry at his work. In that that can sell the way I can is able to promise, but he found you all right. instant time was obliterated. All the static ejectricity would be a measure walk into any office in the country Did he say that we could only pay turmoil of thwarted emotions was of protection.

The big daythey'll be coming from I don't know.

The book slammed shut, and without a book slammed shut, and without slammed shut, and without slammed shut, and without slammed "I am not worrying about that. But But it's like this, you see. We bought word to the clerk in the front of the when you left Johnson's it was the this store just a couple weeks ago, and store Harry rushed through the store left Henderson's; and I don't know gain as we thought first off, though When he came back Josie was gone, how often before that. They objected it's a fact there wasn't a thing that but he knew that he could not go on to the way you took care of their young man said that wasn't so. But now. After all, why should he? He patrons, and you shrugged your Al—that's my man, you know,—Al had made the store profitable. The quires every person operating a

shoulders and kept right on with no got to worrying. He's getting old, and Bartons could hire other clerks and one's welfare but your own in mind. I don't see very good, and all our keep on. His going would mean noth-When I spoke to you about it you savings except just a little was in ing to them. Nothing? He doubted der the lien provision threshers will would not listen. You passed it off this; so Al got to worrying, and he with talk about not being in business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital, merge themselves in another's business took down sick so he's to the hospital the hospital than the hospit for anyone's health but your own, and things don't look so good that ness were few and high-priced, and ter a period of 15 days to sell it. The When I sent old Allen Barton and we can promise much money nor he could not believe that the kindly lien will have priority over all other light in Madam Barton's eyes meant claims, judgments and debts against and asked you to help them out. For a moment Harry had nothing only approval of a profitable servant.

The quiet voice was beginning to here was an old woman trying to store. The Bartons had their savings Ontario Good Roads Association bantremble. "And when father pro- run a business and sell goods on a back and more, so much more that quet in Toronto by Premier Henry. tested at what we all felt was an un- Golden Rule basis: Why not loiter he was amazed at himself, for Madam "When I pass out from my present fair way to treat a customer you in- round for a few weeks it would take had merely said, "Yes, yes," and sign- field of endeavors, abolition of the the woman to go bankrupt? The low ed the paper without looking at the speed limit may be tried, but not now. "I surely did. Just a week before salary meant nothing to him; he had amount. "Why should I bargain, my I feel that it would be too dangerous he had urged me to do my best to all his savings that were to have fur- boy?" she had protested. "You know despite the argument that it is being so much more than I how much it is done in England. But they have work off that Blodgett place and nished a home.

so much more than I how much it is done in England. But they have promised an extra commission. I told "I'll take you. When do I begin?" worth, and after these months we are winding roads in England, and the

quiet. The next morning the place an make a go of it all right."

that she probably would have done just to figures of inventory, came a short highways. The general aim is to keep "No, Harry, you were not represent- that. He had no knowledge of retail and bristly moustached little man the roads free from "cluttered up" ing anyone in that deal but yourself. trade save his salesman's instinctive who delivered his card and announc- conditions. For instance, any road-It was that extra commission and the feeling for what would attract folks, ed himself as T. J. Whitham of the thought of beating out the other sales but that made him spend a busy af-

into your life your point of view All the customers knew just what the stock, fixtures and good will. He interests of some business conducted would widen and you would get to they wanted except one, and on him was so familiar with the contents of on the particular property. love other folks. As it is, you are so Harry turned himself loose. "Here is the store that Harry could only gasp. hypnotized by the need to succeed my mest," he thought as he noticed As a salesman Harry handled the that you hypnotize the people you are the hesitant manner of the shy little opportunity atrociously. He not only

interview, but you are a high-pressure Meanwhile old Madam Barton had myself. There would be no use talk- upon the public purse. There was an salesman, and you 'could not make nothing to say. As he worked she ing to Madam, so I guess we will the goods stick.' If you had changed rocked and glowed with satisfaction settle it by splitting that profit in sibility of the state and the public for as I hoped, we could have been happy, at the sounds of bustle about her, half. Make two checks, one to me the underprivileged. Health, educaboasting, even though the wrinkled of which Harry agreed to take a new lowances and dozens of new services mouth of the old lady was drawn out position as a kind of "trouble man" of all kinds called for increased exwhose duty was to go around and put penditure. The public demand for "Maybe that wasn't selling!" he poorly paying stores on a paying basis. these services was great, the governto start a "want" list of goods sold since the trouble is nearly always in paying off their debts, governments "I want you to promise me one out. "That little fellow came in here the point of view of the manager, we expanded in these directions. Now to buy a package of tookpicks and a want your policy drammed into them. governments are facing the bills. Recake of some, and before I got through I don't know whether you have ever venues are decreasing and yet the "I want you to promise me that, if with him I had sold him sixteen dol- put it into words, but as we watched services are continuing. The bills

His brag rather trailed out at the Not knowing the effect that these vincial and municipal, are all faced The door closed. On one side of it end. The old lady was staring at words had on Harry's life when with a serious problem. Ratepayers a gray-eyed girl dropped her head him in a bothered way; her poor pale- uttered by another person, he wonder- are calling to be relieved from the upon her arms. On the other the blue eyes were wide open with sor- ed at the sudden paleness of the taxation burden while at the same "But, my boy, we can't do that. Harry gave Madam's check to her, expansion of services. There is an That wouldn't be folksy. Maybe he feeling all the time that Josie was in overlapping of taxation and in many attraction. Instinctively his feet carneeds that money for something else. the same house with him. That of cases taxes that bear very unfairly fice where he had been working, but before he turned in at the door he remembered that he was not welcome he had been that the was not welcome he had been saving it against course could not be; his rudeness of the day before must have driven her out of his life forever. Then he went investigated. Suggestions have been urn any of it, we will be glad to buy to his desk and sat down to write a made that there should be a conferfor all this trouble is old Allen Bar- when he found the little fellow hoverton. His squealing to Stryker was ing uncertainly on the street corner feeling that Josie was in the house complish much, but it would mean

> brought me 'you as well as money not be obtained by any wave of a voice whispered in his ear: that, Harry, my dear."

THE GATHEBING PLACE

Harry leaned against the counter to the last shred, and the concern Where waiteth myny a well-known and watched this unique way of wait- trembled on the brink as he struggled face.

It grows more real day by day:

we are running the store now and He had not cared to associate with . THE MAN who is sure better times will be mighty glad to sell them their his old friends because of the difficultare just around the corner doesn't groce that and tell them we're folks. ty of explaining just why a man with know any more, about it than the We've had a hard enough time getting his earning capacity should be work- one who is sure matters are going to

> American experts in finance are aware of this fact and freely admit the

ber of fires in Western Ontario dur-"Yes. I have been worried right to his sympathy. Who ever heard of him as he bent over his accounts and ing the threshing season of 1930 along because of your way of think- customers' being invited to go to the full red lips that seemed pursed to caused considerable discussion at a recent conference of threshermen. The It is so cruel, so cold. And then the change. And her way of selling was The day came when he felt those concensus of opinion was that if smokthings that have happened in the equally foolish. Here she had an ineyes on him and looked up. Across ing about the threshing machines and

> A BILL which has passed its second reading in the Ontario legislature gives threshers liens on the grain they thresh as security for their charges. One provision in the bill refrom the minister of agriculture. Un-

government are aimed at eliminating

them off. In a little city like this his hand, and he proceeded to sell the site, but even the fact that only so much before the public as at the you have to deal with the same people him a choice assortment of the oldest the day before he had bought the present time. During the days of the over and over, and after you have and most battered stock in the place, store for half the amount offered, war increased taxation was necessary made a person buy something he did only stopping when the worried look Whitham shrugged and smiled, and the public appreciated the fact and "But," he announced, "I wouldn't the war came a period of expanding feel right about taking all that profit revenues. There was a great demand There was more talk, in the course age pensions, highways, mothers' al-"And," .concluded the financier, ments had the money. Instead of ever you decide that the Golden Rule lar's worth of odds and ends. If he you it seems to come to this, "The must be paid and the taxes are provwill work and that a selesman can comes in here again he will have man that sells the goods is the ser- ing irksome. At the same time govhelp both the buyer and the seller, enough stuff to start a store of his vant both of the buyer and to the ernments are looking for new sources of 'revenue. Governments federal, proyoung man's face. Then he went out, time there is actually a demand for letter he had thought he should never ence of various taxation bodies to go be able to write. He turned the paper into the whole question. Conferences do everything without paying for the "Dear Josie: Your theory works. I services. If we want old age; penwas wrong. Things are coming so sions, highways, improved education, fast that it seems almost magical in etc., then we will have to pay the what-it does for a fellow. But it isn't piper, and governments cannot draw magical. If it were, it would have the money out of the skies. It can-

magic wand.-London Free Press.

Paul and Dors worked in the city, many miles from mother and the Miles: "Well, old Gene MacDonough home town. It occurred to them that save them all a lot of loneliness. So Miles: "When he felt a heart at- it was arranged-and what fun they to some one else: "Yes, my dear, long time, wholess groceries were sold tack coming on he managed to fall get out of these frequent "voice you're no older than my granddaugh- everywelsh dratwo. But he could not in front of a passing auto, so the visitel". Their mother wouldn't miss ter'd be if the good Lord had given me long convince himself of the truth of insurance company would have to pay them for anything. And neither

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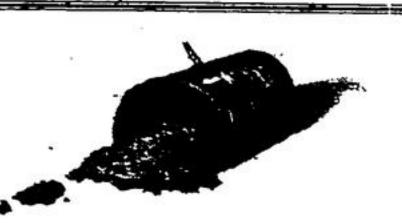
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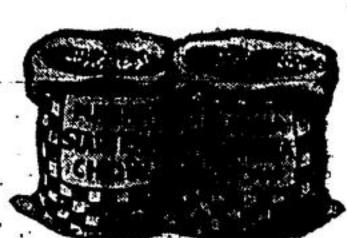
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