

# Castor Earl



**Did you hear about the travellin' salesman?**

When ol' P.T. Barnum — at least I think it was P.T. — said "there's a sucker born every minute", he must have been thinkin' of C.C. Earl.

Got ya right off the bat, didn't I. You're all wonderin' what the second "C" stands for, eh? Well, I ain't tellin'.

Movin' right along. I'm a sucker, a big one. I'm really an easy mark when it comes to travellin' salesmen... and there's so many travellin' along my road, I'm just glad I don't

have no daughters.

I don't say no very often. I did say no to the lad who came in with one of their airplane steps out of his truck, real casual like, and sizes up the grass which was ticklin' his knees. Then he sizes me up and I size him right back. He jerks a thumb towards the mower in the back of the truck.

"Can I give you a little demonstration?" he says.

"Sure," I says, and stands back to watch.

He gets the machine fired up, throws 'er in high gear, and plunges into the grass. He hadn't gone five feet when

there was a clangin' and bangin' and she stops dead.

He walks back holdin' a piece of metal in his hand. "Broke the blade," he says.

"Don't call me, I'll call you," I says.

But I couldn't say no to the lads who pulled in one day with pictures which was supposed to give a bird's eye view of Earl Estate. I'd noticed a low flyin' plane a few days earlier but I figured it was just some tourists tryin' to get a peek at yours truly seein' as how I'm a famous columnist and all.

The problem with this picture was that my house was off in one corner and in the center was the neighbor's barns. Nice barns, mind you, but I didn't see no call to hang them in my parlor. Even after the high-flyin' salesman took some scissors, snipped off the barns, and said "How's this?", I still wasn't interested.

And I said no to the fella who tried to sell me the ride-around lawnmower. He saw I had a big yard and figured I could use one. Well sir, he

a truck full of fish. Fresh caught, they says, and quotes me a real good price. Better stock up, they says, with a 100 pound or so. Well, I bought 50 pound and there's still fish kickin' around the bottom of the freezer. The missus almost cut me up for bait when she got home that day.

And I couldn't say no to the fella from Montral who pulled in with a station wagon loaded with clothes, all cut rate. Most of the shirts were polka-dotted and the main color was purple, but I bought some anyway. The cows don't know the difference.

I don't know why, but I can never turn away an insurance salesman. I own all kinds of protection, most of which I'll never collect on.

My dog Bingo never let's any of them in the yard without barkin' his fool head off, sort of like a warnin' to get ready. The only ones he doesn't bark at are the Jehovah's Witnesses. He marches them right up the lane as proud as you please.

I can't say no to them either.

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