

MORE LETTERS

FROM A SELF-MADE MERCHANT
To His Son.

Getting Wise to Woman's Ways

The Hardworking Domestic Partner Always Has Something New to Spring.

Extracts From "Old Gorgon Graham," George Horace Lorimer's New Book, By Special Arrangement With The Publishers, Doubleday, Page & Company.

live, and sending the truth after a lie that's got a running start is like trying to round up a stampeded herd of steers while the sears is on them. Lies are great travelers and welcome visitors in a good many homes, and no questions asked. Truth travels slowly, has to prove its identity, and then a lot of people hesitate to turn out an agreeable stranger to make room for it.

About the only way I know to kill a lie is to live the truth. When your credit is doubted don't bother to deny the rumors, but discount your hills. From a Self Made Merchant to His Son. When you are attacked unjustly avoid the appearance of being too good—that is, better than usual. A man can't be too good, but he can appear too good. Surmise and suspicion feed on the un-

der the fruit, you forget all about the layer of big, rosy, wax finished pippins which was on top.

I never worry about the side of a proposition that I can see. What I want to get a look at is the side that's out of sight. The bugs always snugle down on the underside of the signs.

The best year we ever had in our minds, was one when the superintendent of the packing house wanted an increase in his salary, and, to make a big showing, swelled up his inventory like a puffed-up pup. It took us three months to wake up to what had happened and a year to get over feeling as if there was sand in our eyes when we compared the second showing with the first. An optimist is as bad as a drunkard when he comes to figure up results in business; he sees double. I employ optimists to get results and pessimists to figure them up.

After I've charged off in my inventory for wear and tear and depreciation I deduct a little more just for luck—bad luck. That's the only sort of luck a merchant can afford to make a part of his calculations.

The fellow who said you can't make a silk purse out of a sow's ear wasn't on to the packing business. You can make the purse, and you can fill it, too, from the same critter. What you can't do is to load up a report with moonshine or an inventory with wind and

WANTS WRIGHT'S PLACE.



Theodore F. Schaffer, president of the Amalgamated Association of Iron, Steel and Tin Workers, is working to secure the appointment to the position now held by Carroll D. Wright as commissioner of labor. Mr. Wright resigned about a year ago. The members of Mr. Schaffer's order do not wish him to accept the appointment.

usual, and when a man goes about his business along the usual rut they soon find away for lack of nourishment. First and last every fellow gets a lot of unjust treatment in this world, but when he's as old as I am and comes to balance his books with life and to credit himself with the mean things which weren't true that have been said about him and to debit himself with the mean things which were true that people didn't get on to or overlooked he'll find that he's had a tolerably square deal. This world has some pretty rotten spots on its skin, but it's sound at the core.

Monkeying With the Truth

Telling It on the Installment Plan Is Safe—For a Very Short Time.

YOUR first report looks so good that I'm a little afraid of it. Figures don't lie, I know, but that's only because they can't talk. As a matter of fact, they're just as truthful as the man who's behind them.

It's been my experience that there are two kinds of figures—educated and uneducated ones—and that the first are a good deal like the people who have had the advantage of a college education on the inside and the disadvantage of a society finish on the outside—they're apt to tell you only the smooth and the pleasant things. Of course it's mighty nice to be told that the shine of your shirt front in blinding the floor makes the best girl, but if there's a hole in the seat of your pants you ought to know that, too, because sooner or later you've got to turn your back to the audience.

Now, don't go off half-cooked and think I'm allowing that you ain't truthful, because I think you are reasonably so, and I'm sure that everything you say in your report is true. But is there anything you don't say in it?

A good many men are truthful on the installment plan—that is, they tell their boss all the good things in sight about their end of the business and then dribble out the bad ones like a fellow who's giving you a list of his debts. They'll yell for a week that the business of their department has increased 10 per cent and then own up in a whisper that their selling cost has increased 20. In the end that always creates a sore impression than if both sides of the story had been told at once or the bad had been told first. It's like buying a barrel of apples that's been doctored—after you've found that the deeper you go the meaner and worm-

get anything more substantial than a moonlight sail toward bankruptcy. The kittens of a wildcat are wildcats, and there's no use counting on their being Angoras.

How Some Husbands Wind Up.

THERE are a lot of women in this world who think that there's only one side to the married relation, and that's their side. When one of them marries, she starts right out to train her husband into kind old Carlo, who'll go downtown for her every morning and come home every night, fetching a snug little basketful of money in his mouth and wagging his tail as he lays it at her feet. Then it's a pat on the head and "Nice doggie!" And he's taught to stand around evenings, retrieving her gloves and handkerchiefs and snapping up with a pleased lick of his chops any little word that she may throw to him. But you let him start in to have a little fun scratching and stretching himself or yawning her, and it's "Charge, Carlo!" and "Bad doggie!"

Of course no man ever believes when he marries that he's going to wind up as kind Carlo, who drops his head so that the children can pull his ears and who sticks up his paw so as to make it easier for his wife to pull his leg. But it's simpler than you think—From "Old Gorgon Graham, More Letters From a Self Made Merchant to His Son," by George Horace Lorimer.

OLD GORGON GRAHAM

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Getting a Square Deal

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