

order — the fancy goods — and so I can afford to do better by you on the staples than any one else can. I'm going to offer you a deal that you can't afford to pass up. You are well posted on the prices of staples, and I want you to sit down here and figure with me a few minutes, and I want to give you some inside points on quality."

"It won't do you any good, Crowther."

"Yes, it will. It always makes me feel better when I offer to do a man a good turn."

During the next half hour they went carefully over the matter.

"Now you'll have to admit," said Pete, "that this is the best proposition you've had yet, and you know that you are dead safe on quality. It's like picking up a hundred dollars off that table. I couldn't make you this offer if I didn't have the rest of your order."

"Martin will be badly disappointed," mused Stevens hesitatingly.

"So will I if I don't get the whole order. You might as well let the tail go with the hide, and this is purely a business matter. You've