

now and compare them with some special prices that I'll make you if you will put in the whole Amigon line. We will begin with baking powder, cocoa, and extracts — you want them anyway."

An hour later Pete had taken Mr. Stevens's order for the entire Amigon line, including canned fruits, soaps, olives, pickles, teas, cigars, tobaccos, and a miscellaneous line of other fancy groceries.

"There, that's all!" insisted Stevens. "I declare, you've got about half of my order. The rest of it goes to Martin."

"All right," said Pete. "Smoke another Amigon cigar. I want to play a little more on that bully old fiddle before I go."

After a few more selections on the violin, Pete suddenly laid the instrument aside.

"See here, Mr. Stevens, I want to give you a little straight talk. You will find after you've been in business a while that it pays to concentrate your trade. You can always get better terms if you buy the bulk of your goods at one place. Now I've got the best part of your