

THE BOSS OF WIND RIVER

men. Don't be too proud to consult them occasionally. And if they both think one way and you think the other, make up your mind you're wrong.

At a rough estimate, setting the present value of my assets against my liabilities, there should be a credit balance of fifty or sixty thousand dollars. That is lumping the whole thing — mills, timber limits, camp equipments, real estate, and so on. If you sold out everything you should get that much clear cash, perhaps more. But I hope you won't sell. For one thing the assets will increase in value. The water powers I own will be worth a fortune some day. And then I want you to carry on the business because I think you'll like it. You'll make mistakes, of course; but in a few years or less I am certain you will have lifted the incumbrances with which my folly has saddled the concern, and you will begin to lay up a competence against the time when your chief regret at leaving this world will be that you must become only a memory to some one whom you love.

Preaching isn't my forte, and I am not trying to write a letter which shall be a guide through life under all conceivable conditions. But one or two hints may not be amiss. Such as they are I've bought 'em with my own money and paid mighty dear for some of them.

Remember this: Straight business is good business, and crooked business isn't, no matter how much money you make at it. Apart from ethics there's a come-back with it, every time. A very fair test of the rectitude or otherwise of any deal is this: How will it look in print beneath a good scare head? If you don't mind the answer, it's probably all right. If you do, it's apt to be mostly wrong, no matter how expensive a lawyer drew the papers.

Be steady. Don't let any man or thing rattle you into unconsidered

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