



Tea Table Talks No. 2

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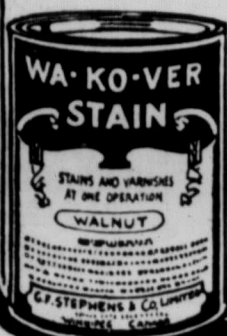
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A Forest Free Lance

Continued from Page 7

driv over to Five Mile Junction this evenin' with a man that wanted to ketch a train to Hattiesburg from Twenty Mile Camp."

A gleam of enlightenment flashed into Chivington's eyes. "Do you know who he was, Mrs. Potter?" he questioned eagerly. "Was it Mr. Kernan?"

"Yes, that's the one," she answered. "He said Deems told him there wasn't any other train back from this camp tonight."

Chivington turned to Deems. "So that's how you got rid of Kernan! You lied to him. There is another train tonight back from here. It leaves in half an hour if you're running by the old schedule."

"What'd you want to see Mr. Potter for, Mr. Chivington?" the thin washerwoman inquired, her hungry eyes searching his face.

"I want to tell him this company's trying to best him out of his homestead," Chivington blurted, "and I wanted to post him how to protect himself."

"Great Lord!" gasped Mrs. Potter. "You don't tell me, Mr. Chivington—"

He beckoned to Glendora. "Come," he said, "we mustn't wait here if we want that train. It'll be easy to catch Kernan at Hattiesburg now."

A loud, sneering laugh from Deems followed them as they started to move away.

"You try to get that train," he threatened, "and I'll set every nigger in camp on you! I'll order them to throw you off into the swamp, both you and the girl! And they'd do it without a question!"

Chivington halted in perplexity. "I hadn't thought of that, Deems," he admitted. "You're just the sort of a dog who'd do a trick like that. I've a notion to—"

He didn't finish. Glendora had touched him on the arm, and his eyes softened as he faced her.

"It's only fifteen miles to Hattiesburg," she said. "I'm by no means an invalid. There will be plenty of time, and it promises to be a pleasant night."

"Yes," urged Chivington.

"We'll walk!" she declared.

Continued Next Week

The Farm Demonstrator

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men told me confidentially: "I am not much of a farmer anyway, and I can hire a man who can do better than I can. So I just hire the best man I can find and turn things over to him. Then I get on my saddle horse and make the hired man's wages and more too, and it suits me a lot better."

Besides these two men, who spent practically all of their time trading, there were probably half a dozen others that tried their hand at it at odd times. It is safe to say that there were the equivalent of three self-appointed agents who made the salary of the three best men they could hire, and more, in that small community. Naturally you can expect any of these self-appointed advisers, agents, go-betweens, or speculators to object to the demonstrator, for if the latter comes up to what I would naturally expect of him, one of the first things he would do would be to organize for local, direct-deal business between farmers, as well as to organize for outside business.

Of course, a great deal will depend upon the personality of the demonstrator-agent—his tact, honesty and good sense. We have no more right to expect perfection in a demonstrator than in any other man, but if he has the right kind of foundation stock in him—unquestionable integrity and good sense—he will grow. Just as an organizer and agent he should be worth his cost, and the dependable advice and demonstration work we received in addition would be clear gain.

The ordinary hired man, if he is inefficient, can easily go where he is not known and obtain another job, but a demonstrator would find it quite difficult to get away from his record, so he has every incentive to make good. Like the school teacher, he will have to take lots of pounding and criticism, just and unjust. Verily, I do not envy him his job.

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