

THE GRAND SCHEMER

A STROKE OF GENIUS THAT PUTS MILLIONS BEHIND HIM.

Major Crofoot Strikes a Genuine Good Thing and Divides, or Protests That He is Willing to Divide, With His Chiropodist.

[Copyright, 1900, by C. B. Lewis.]

It was the chiropodist from the floor above the major's office, and he passed the door two or three times before knocking, as if to get up his courage. "Come in!" called the major in a bland and cheery voice. "Come right in! By George, but what a coincidence—what a coincidence! Not a minute ago I sat down to write you a note asking you to step down here. There is surely some thing as mental telegraphy."

"You have owed me \$1 for the last four months," stifferly replied the chiropodist as he lugged out a bill. "Just so—exactly—just so!" smiled the major as he rubbed his hands together. "Yes, sir, about four months ago you removed two corns from my right foot. The circumstance is perfectly fresh in my memory."

"And you said you'd pay me next day."

"I presume I did. Yes, I know I did, and I humbly apologize that it slipped my mind. My dear man, permit me to pay you \$2—\$3. \$4. \$5. I have a check

here for \$250. You may have the \$245 balance, and I shall be perfectly satisfied."

"I haven't got so \$245," replied the man, "and I only want what is due me. I'll go to the bank with you."

"Don't! Don't do it! I'd never forgive myself for putting you to that trouble. Yes, I was about to write you a note. It was surely a curious thing—your coming down as you did. Doctor, do you know where I stood financially four months ago?"

"Mighty hard up, I guess," was the sullen reply.

"You've hit it. Yes, sir, I was so hard up that I didn't own the shoes on my feet. It was the hardest kind of work for me to raise a dollar. The cold, cruel world sneered at me and called me a deadbeat, but there were a few exceptions. You were one. In my darkest hour you had confidence in me. When I wanted those corns removed, you didn't demand payment in advance."

"I wish I had!"

"No, sir. You trusted in my word, and you didn't seek to humiliate me, and you aroused my deepest gratitude. I have offered to pay you five or one, but I shall not stop there. It shall be \$3,000 and more for one. Can you sell out your business or give it away today or tomorrow?"

"Are you going to pay me the dollar?" sternly demanded the chiropodist.

"If you can't sell out, give it away, lock it up, throw it out of the window!" continued the major as he walked about the room. "My dear man, listen to me. Four months ago I was hard up for a quarter; today I have millions behind me—millions and millions. I may be said to swim in gold."

"I'll be hanged if you look it!"

"And how has the change been brought about? By my indefatigable genius, coupled with ambition. I looked around for a ten strike. It was a little slow in coming, but I bit it at last. What do you think of the Veal Cutlet Tablet company; capital, \$5,000,000? There are the papers on my desk to perfect the organization and apportion the stock—over \$2,000,000 of the stock subscribed for in advance at 70 cents on the dollar, and capitalists tumbling over each other to take the remainder. Doctor, let me congratulate you. Shake hands!"

What Would You Give To be cured of catarrh? If you or your friends have this disease, you know how disagreeable it is. Its symptoms are inflamed eyes, throbbing temples, ringing noises in the ears, headache, capricious appetite, and constant discharge of mucus. Fortunately its cure is not a question of what you will give, but what you will take. If you will take Hood's Sarsaparilla, the great constitutional remedy, which thoroughly purifies, enriches and vitalizes the blood, you may expect to be completely and permanently cured. The good blood which Hood's Sarsaparilla makes, reaches the delicate passages of the mucous membrane, soothes and rebuilds the tissues and ultimately cures all symptoms of catarrh.

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Over what? I'm after my dollar.

"Over your appointment as secretary of the company, at a salary of \$10,000 a year, and you can begin work tomorrow. As an official you also have first choice of \$20,000 worth of stock. You trusted Major Crofoot, and this is the result: this is your reward. Shake hands again!"

"Not by a darn sight! You might as well give up trying to work any cold deck in on me. I want that dollar."

"And it was my genius and my financing which brought it about," said the major as he rubbed his hands and patted the chiropodist on the shoulder. "The thought came to me while I was eating a veal cutlet at my boarding house. Our veal tablets are exactly what the name implies. We prepare a cutlet for the table and then compress it and divide it into tablets. Every box contains 25, and the price is 15 cents. Two weeks hence they will be on sale at every drug store in the United States, and all doctors will recommend 'em. You don't have to wait for breakfast or dinner to get your cutlet. Just drop a tablet into your mouth and let it dissolve, and there you are. Can be taken with you to church, lectures, balls, camp meetings or horse races; should be in the hands of all travelers, hunters, sailors and baseball men. In less than three months they will drive every other tablet out of market. Invented, organized and named in less than ten hours and bound to pay dividends of 50 per cent. My dear man—"

"Look here now!" exclaimed the chiropodist as he pounded on the table. "I've come for my dollar! Don't try to stuff me, but come down with the cash!"

"And the company had only been named when I thought of you for the position of secretary," mused the major without seeming to have heard the indignant protest. "You were a man who had trusted me. When others demanded cash down, you gave me a show. My heart swelled as I thought of this, and I set the salary at \$10,000 a year, payable quarterly in advance."

To remove a troublesome corn or bunion: First soak the corn or bunion in warm water to soften it, then pare it down as closely as possible without drawing blood and apply Chamberlain's Pain Balm twice daily; rubbing vigorously for five minutes at each application. A corn plaster should be worn for a few days, to protect it from the shoe. As a general liniment for sprains, bruises, lameness and rheumatism, Pain Balm is unequalled. For sale by Wight & Bro. and all medicine dealers.

Shall I draw you a check for the first quarter?"

The chiropodist looked at the major as if wondering if he had met a crazy man.

"I said \$10,000 a year, but if that is not enough—if you feel that you ought to have \$20,000—speak right up. I want you to be perfectly satisfied, you know. Will \$20,000 a year be enough?"

"What about my dollar?"

"The tablets will be a go. They can't help but be. Let us walk out in the hall while I tell you that the public can't get enough of veal cutlets in their present form. They are always eager for more. They want the taste of cutlets in their mouths as they go about their daily routine. Fifteen cents a box in order to compete with potato lozenges, but a profit of 10 cents on every box! Take the sales at 10,000, 000 boxes a year, and what do you get? You want stock. You want at least—"

"Not a blamed cent's worth! I want my dollar!"

"At least \$20,000 worth of stock. You shall have it. You have paid me \$1 to secure it, and don't you worry. It will be made in your name, and later on— Excuse me."

The major stepped into his office and shut the door.

"Here, what's this?" called the chiropodist.

The major locked the door.

"Look here, you old deadbeat! I want that dollar!"

The major sat down at his desk, and lighted the stub end of a cigar.

"You come out of that and pay this bill, or I'll bust the door down!" shouted the creditor as he gave two or three kicks.

The major calmly puffed away and gazed out of the window, and the look on his face would have reminded a beholder of buckwheat cakes and molasses.

"Then I'll lay for you out here and punch your old head! Do you hear me?"

The major did not hear. He was perfecting the organization of the Veal Cutlet Tablet company and wondering whether the Canadian general agency should be placed in Toronto or Quebec.

M. QUAB.

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