

# TPAYS TO

Novelized by Samuel Field From the Successful Play by

ROI COOPER MEGRUE and WALTER HACKETT

The play from which this story was written will be at agreed. "That is why we'd like to the Samuels Opera House Friday, Octoder 8th.

### SYNOPSIS

Old Cyrus Martin, the head of the American soap trust, makes a bet of \$30,000 with a friend, John Clark, a rival soapmaker, that his (Martin's) sen Rodney would be making more money at the end of a year than Clark's son Ellery.

Martin takes his pretty secretary, Mary Grayson, into his confidence and enlists her co-operation. Rodney has been a spendthrift, and the father wants to make

Mary meets Rodney, and the son pro-poses marriage to her. Rodney tells his will disinherit Rodney.

Rodney defies his father, and Mary is deeply touched at the lad's genuine affec-tion for her. Mary makes a financial bargain with Martin to encourage the son to

Ambrose Peale, press agent, meets Rod-ney and agrees to go into business with the lad on a salary basis. Rodney has resolved to go into the soap industry and buck the trust.

soap trade together. Rodney then en-deavors to borrow \$10,000 as capital for his newly formed company.

The offices of the "13 Soap company" are opened, and they advertise it as "the most expensive soap in the world." Peale talks advertising continually.

The 13 Soap company finds its expenses very heavy, and financial rocks loom ahead. Their chief business seems to have been to spend money for advertising

An alleged countess, who has appeared on the scene, desires to purchase the French rights for the sale of "13 Soap" and produces a draft for \$20,000, which she desires to have cashed.

The "countess" is shown to be an impostor and despair settles over the 18 Scap company. The firm introduces her, how-ever, to Ellery Clark. Father Martin vis-

Martin, fearing rumors that the new company would injure his business and might break the trust offers to buy ou the firm for \$100,000 and give Rodney, Peale and Mary good positions. Then he

order for 50,000 cakes of 13 Soap from the great firm of Brown & James of Chicago. The tide has turned," the trio now de-

The 13 Soap company having no factory cannot deliver. The trio endeavor to buy the cakes from branch offices of the Martin trust. They fall to get the necessary number, but send 5,000 cakes.

Mary, in despair, calls on old Martin. Rodney also appears. There they both learn that the father caused the sending the telegram from Brown & James. Naturally they are amazed and mortified.

Peale arrives. He discourses at length to old Martin on the value of advertising and explains that the money spent on booming 13 Soap was not wasted. Martin

At last the partial shipment of 18 Soap, which had been sent to Chicago, begins to sell. Brown & James send a man to the Martin home to announce that the 5,000 cakes were gone at \$1 apleos. They

## CHAPTER XVII.

The Busy Countees. T was all wrong, unnatural. Something must be the matter between old Rodney and his father, Ambrose Peale reasoned, and he belleved he knew what it was. He would go up and see old Mr. Martin

at once, tonight, before it was too late. No, not tonight, tomorrow morning, Saturday, when the soap magnate would be home and the coast clear. No. Saturday afternoon after lunch, when people were more apt to feel gay and good natured.

That was how, as a consequence of this mood and various meetings and reflections, Ambrose Peale came to give his name to Johnson at the soap king's house next day.

Meanwhile in far away Chicago something of importance to the little company had taken place. The soap had begun to sell. One demand after another had come in and flually made an impression. It was as if a stone had been dropped in the puddle and the circles had widened out and out. The last ripple reached New York and Mr. Martin when Johnson came one

day to the library and announced: "I beg pardon. A gentleman to see you, sir," handing his master a card on a silver tray.

"Mr. Charles Bronson," read Martin. "What's he want?"

"He says he's from Brown & James,

Chicago," said Johnson. "Oh, a kick, I suppose. Send him

He had to confess, however, that Mr. Bronson of Chicago did not look like a kick when he came in, though his first words were ominous. He seemed very full of business, and his business, it

seemed, was about 13 Soap. "Well, what about it?" Mr. Martin

demanded, not too graciously. Mr. Bronson took his cue and was off. While of course they understand that the 13 Soap was made by Mr. Martin's son, Mr. Rodney Martin, at the same time, as he wired he would be responsible for that order, Brown & James felt that some one should first see him in the matter. They realized, of course, that Mr. Martin was back-

"Well, why shouldn't I back him?" interrupted Martin gruffly.

"Of course, of course," Bronson place our order through you." Mr. Martin paused with his cigar in

"Place your what?" he repeated in amazement as he beheld Mr. Bronson snap back the elastic from his russet leather order pad and hold his pencil

"Through some error we received only 5,000 cakes," explained Bronson, "instead of 50,000. But that's all gone." "All gone? What happened to it?"

"We've sold it." Mr. Martin could not believe his ears.

"Sold it!" he ejaculated. "Yes, and we want the balance of father about his proposal, and the old man the original order you wore kind pretends great anger. He tells Mary he enough to throw our way and as much Mr. Bronson briskly.

Mr. Martin could not understand it. "But only the other day I had a letter from Brown & James saying they hadn't sold a cake," he said, puzzled. Mr. Bronson laughed.

"I know, I know," he said. "We felt at first that of course there could be no popular market for a dollar soapwe weren't as farsighted as you were."

Mr. Martin cleared his throat. "But of course when those extraordinary advertisements appeared, so different from your usual conservative publicity, well, the sales began immediately; we sold the 5,000 cakes in two

"And the advertising did it?" Mr. Martin ventured to inquire.

"Of course. What else?" said Bronson. He proceeded with further explanations. "Now we want to handle your goods exclusively in the west, with extensive immediate deliveries. Can that be arranged?" The soap king paused a moment to

"It ought to be. What do you of-

"I dare say we could contract for a quarter of a million cakes of soap," began Bronson glibly.

"A quarter of a million!" repeated Martin in an astonishment which Mr. Bronson evidently misunderstoood, for

"Of course we might do a little better if we could settle the matter at

"I should have to consult my son first," said Mr. Martin at last, quite truthfully.

"Oh, then, perhaps I ought to go see him." said Mr. Bronson, rising. Mr. Martin rose also.

"Not at all-not at all. I'll attend to it," he said. "But we thought that you would have

full power," began Bronson, puzzled. "As a matter of courtesy," Mr. Marin explained, "I should like to talk hings over with my own boy."

"But you control the product?" "Mr. Bronson, you can trust me to handle this thing." "Of course, of course! When can I

see you again?" "In half an hour," Mr. Martin answered.

"Very well," said Mr. Bronson. "I've some matters to attend to. I'll be back in half an hour. It's a wonderful soap, Mr. Martin," he vouchsafed as he went

"Oh, wonderful," agreed Mr. Martin dryly, watching Mr. Bronson go.

A wonderful soap, indeed; plain pink castile. But he would have to get in on this. He stepped hastily to the tele-

"1318 Worth-Hello, is this the 18 Soap company?" he shouted in the receiver. "Just a minute. Is Mr. Rodney Martin in? No? Never mind who I am. Goodby. Johnson," he added as the butler appeared again, "call up my son's office every ten minutes and let me know the minute he comes in. Don't tell 'em who's calling."

"Yes, sir," said Johnson docilely. "And when Mr. Bronson comes bac be sure to have him wait for me." "Yes, sir," said Johnson. "There's

English now." "She does, eh?" said Mr. Martin. "That's unusual, isn't it?"

"I mean, sir," said Johnson, "when she was here two months ago she

could only talk French." "Indeed. Well, I'm not interested in the languages she speaks. Who is she? What does she want?'

"She wishes to see you about the French rights of the 13 Soap," said Johnson.

"The what?" echoed Mr. Martin. "The French right," repeated John-

"Great Scott-send her right in!" reolied his master. "Yes, sir."

He went out immediately and re-entered, followed by the countess gowned as usual in a charming frock and very fluent in her line of talk,

"The Countess de Bowreen," said Johnson. Paris and Chicago met that afternoon

in the library. "How do you do?" began the clever countess, still at her games. "How do you do?" said Mr. Martin

"I am the Countess de Beaurien. Your son have told you of me?"

"I bot he have not. He is a cheat.

"Well, well," thought Rodney's father, "this is serious."

"Now, my dear lady," he began. "Attender, you listen to me," the countess rattled on. "Two months ago buy the French rights for the 18 Soap. I pay him \$15,000, and now I cannot get any soap."

"You will have to see my son," said Martin, rather disgusted.

"But I have seen him," shrieked the countees, "and he give me no satisfaction. If I cannot get any soap I must have my money, one or the other, or I put him in the jail. He is a cheat. have here se contract. I sue him in the court."

"My dear lady, you mustn't feel that way," said Martin, trying to soothe

"Feel! Ah, mon dieu," she cried. "I trick no one, I play fair, I am an honest woman." And she went off into more soap as we can get," went on a long speech in French, at the end of which she took out an alleged contract and waved it at him frantically. "But I don't understand French,"

> said Mr. Martin. "Pardon, monsieur," said the countess; "always when I am excited I speak the French. But if you love your son you pay me back or else he

go to jail. What you say?" "But \$15,000 is a lot of money," remonstrated the soap king, too acute of course to give in at once.

"Yes. But it is more to me than it is to you," argued the lady. "You pay me or he go to prison. Now what you At this crucial moment Ambrose Peale

made his entrance, and old Martin for once in his life was glad to read his name on the card in Johnson's tray.

"By George, just the man I want to see!" he said, in great relief, but fortunately not mentioning Peale's name aloud. "Show him right in. Hold on, hold on. Now, duebess, if you don't



If I do not get the \$15,000 I go to my

lawyer's." ute," he added, showing the unwelcome lady of title out through a door

on the left. "Very well," said the lady. "I go. wait. But in fifteen minutes if I do not get the \$15,000 I go to my lawyer's and your son-poof, he is done!"

Meanwhile Mr. Martin turned to

"Did you get my son's office?" he "Yes, sir. He hasn't come in yet."

said Johnson. "If you reach him while Mr. Peale's here don't mention Rodney's name. Just call him 'that party.' I'll under-"Yes, sir."

Peale entered, and he and the soap ling struck fire almost at once. "Now, see here, young man," began

Martin, quite indignant at the countess' story.

"Now, one moment, Mr. Martin." Peale began. "I just want to say that am a man of a few words. This isn't advertising—it's personal,

know you don't like me. a lady to see you, sir. She speaks "Why do you say that?" Martin asked curiously.

"Because I'm a pretty wise gink." said Peale. "Well, you are a bit fresh," Mr. Marin agreed.

"Fresh? Well, I guess that's right too," Peale went on. "But that's me -I'm not your style. Here's the idea. Your son has been immense to me. Great kid, and it struck me the reason you wouldn't back him was because I was mixed up in his business. So I just came to say if that's the situa-

tion, why, I'm out, that's all-and you go ahead with him alone." This was Ambrose's great moment. his big emotional scene. But when it came at last, after all his pondering and planning, it seemed very flat and unimportant. And for the life of him he could not have told how the old

magnate was taking it. "You're not a partner?" the soap king asked him at last.

"I should say not. I'm just a hired hand. He could can me any moment, but he's not the kind of guy who'd do

"Then you haven't power to signto make a deal"-"I should say not," said Peale. "Why. he and Miss Grayson do all the signing. If I could have signed contracts

I'd have spent \$1,000,000 in advertising And, believe me, you ought to back him, because honest, Mr. Martin, it's a great scheme—the 18 Soap. On the level if it's handled right and the publicity and is --

"Now, don't get started on advertis-ing," Martin interposed, holding up his

"That's right, too," said Ambrose lamely, "Well, I guess that's all, I wanted to tell you how I stood about Rodney. That's off my chest, so good

Mr. Martin gave a good look at this young man, who was willing to sacrifice himself for Bodney, but outwardly he did not relent.

"Wait, a minute," he said presently. What did you boys mean by trimming that poor countees on the French rights?"

"Jumping Jupiter! Has she been here?' asked Peale, again alert. Mr. Martin explained that she was here now, that she said she'd put Rodney in jail for fraud unless Mr. Martin made good that \$15,000.

"I've got to pay her; can't see the boy disgraced," he concluded. "Say, if you'd like to save that \$15,-000, I'll fix it for you," spoke up Peale. "But she's got a contract," said Mr.

"TH get it for you cheap," Peale answered him. "Pardon me, sir, but I know how to handle dames like her."

(To Be Continued)

# **CELORON NEWS**

LETTER OF RECENT HAPPENINGS AT CITY'S WESTERN BUBURB.

School Board Decides to Postpone Purchase of Vacuum Cleaning Outfit-Lady Moose Entertained-Furniture Company Working Full Force -Personal Items.

(Mrs. Alice Dossinger, Reporter.) Celoron, Oct. 8 .- Mr. and Mrs. Irvin Oatman of Jamestown visited Mr. and Mrs. C. A. Ball, Jackson avenue, Sept. 28th. The dinner was to celebrate Mrs. Ball's birthday. She received

some very nice birthday gifts. The house with four lots where the late Mathew Wright lived was recently sold by Frederick P. Hall to Fred Hunt of Buffalo street, Jamestown. Mr. Hunt will soon move his family into his new home on 8th street.

Wednesday Mrs. E. W. Davis entertained Mrs. Etta Pomroy of Buffalo, Mrs. Jessie Willett of Kennedy and Mrs. Hettle Gardner of Jamestown. Frank Dossinger was at Watts Flats and Niobe, Monday, where he bought 27 head of steers and five cows.

Celoron. He has had previous exper-

ence in the candy business. The old Jamestown Wheel Works now owned by the Jamestown Period Furniture company, situated at the corner of Jackson avenue and Erie R. R. tracks, is working with a good force of men, putting in full time. It is reported that they now have large orders ahead.

The Larkin club of which Miss Mary Thurber is secretary, meets with Mrs. Maud Gill, Thursday, Oct. 7. The next hostess will be Mrs. Applebee of the Lakewood road. Dr. and Mrs. E. M. Scoffeld, baby and niald, are in the Maine woods on

hunting trip. The Celoren school board met in the High School room, Tuesday, Oct. 5, for their monthly meeting with President L. J. Babcock in the chair. They have been considering the needs of an electric vacuum cleaner in the school for some time, but decided to lay the matter on the table until the

next monthly meeting The matter of renting or lending the chairs in the Assembly hall was also discussed and moved, seconded and carried not to rent or lend the

chairs again. The matter of a flower bed on the school lawn to be made and planted by the Parent-Teachers' association, was also discussed and it was decided to grant the request and that Mr. Babcock meet the committee and choose the location for the bed. The meeting adjourned to meet the first Tuesday in November at 7:30 p. m.

The Lady Moose were invited to daughter Ruth spent Sunday at Woog-

THE HEART

How it Acts in Every Day Life.

The human heart, in a healthy man weighs but eleven ounces. It beats from long before birth until death, in an average lifetime, about seven million times, allowing seventy beats to the minute. Every twenty-four hours this slight organ performs labor equivalent to lifting a ton of material eighty feet into the air. If the blood becomes poor, and filled with poisons from diseased kidneys, the heart is not only starved, but poisoned as well. It soon becomes exhausted and unable to meet any extraordinary demand which may be made upon it. Supply pure blood; get the kidneys to working; tone up the feeble stomach! Dr. Pierce's Golden Medical Discovery purifies the blood, relieves the kidneys and tones up the alimentary canal. Give the heart the food it

needs and it will continue to work till the natural end of life. People who have been treated for disease of head, heart, lungs, liver, nerves or blood have often been treated in vain, until they began the use of Dr. Pierce's Golden Medical Discovery. When this medicine had healed the stomach and cleansed the blood,

the other diseases disappeared.

It will clear the skin; eczema, pimples, rash, blotches will dry up and disappear; boils, carbuncles and other evidences of tainted blood will pass away, never to appear again.

> MR. P. P. HART, Cement Street, Akron, N. Y., says: "I can speak well Golden Medical Discovery.' It has been thoroughly tried in my family. We found it a good medicine to build up a run down condition and found it as represent. ... a

spend the day, Wednesday, Oct. 6th, Thursday, Sept. 30. with Mrs. Leonard Jones, about one and one half miles below Levant, where a bounteous dinner was served at one o'clock. The ladies played cards in the afternoon. First prize was awarded Mrs. Katherine Crowe of Jamestown, second to Mrs. Bernard Nelson of Celoron and the consolation

America.

The W. C. T. U. will meet Tuesday, to Mrs. Alice Dossinger of Celoron. Oct. 12th with Mrs. Warnstorff, Lake The ladies who went were Mrs. Maud Gill, Mrs. Mary Bratt, Mrs. Lillian Albert Garder has started a can-y factory in the old pool room in Ella Martin, Mrs. Mable Ball, Mrs. Alice Dossinger of Celoron, Mrs. Ella Butler Dean of the Lakewood road, Mrs. Katherine Crowe and Mrs. Elnora Green of Jamestown. All were invited to go again for a sleighride party when snow comes and the in-

# vitation was accepted.

LAKEWOOD ROAD (Mrs. A. W. Wicks, Reporter.) Oct. 8 .- Miss Grace Williams has returned home from a two weeks' visit with friends and relatives at Corry, Cambridge Springs, Meadville and

Randolph, Pa. Mrs. David Eckholm had as guests Thursday last Mr. and Mrs. Carl Larson and children of Jamestown. Miss Ella B. Sherman has returned from an extended visit with Mrs.

George A. Russell, Jr., and other

friends at Sugar Grove and Bear Lake, Mrs. Minerva M. Burt has been improving the Lake View dairy farm, installing electric lights and water in house and barn. The barn has been equipped with Caba living stanchions, all floors cemented in basement, interior ceiled and painted. Everything is in A-No. 1 condition. A good substantial icehouse has also been erected. The farm is under the manage-

ment of Andy Carlson. The crops on the farm have been good. John H. Sutcliffe and John Halstead are building residences on Robertson avenue. John A. Bidwell is also building a residence on Overlook terrace. Mr. and Mrs. Roy N. Sherman and

lin, guests of Robert Shipman and Miss R. L. Davis has returned from a visit at North Tonawanda. Mrs. C. T. Terry of Kent, O., was

the guest of her aunt and cousin, Mrs.

Ann Morey and Mrs. A. J. McMillan,

The MECCA Ciga-

rettes made in a year,

around the earth.

placed end to end,

would go three times

Quality is the sole rea-

son for the enormous

demand for MECCA,

that makes this won-

derful Turkish Blend

cigarette the larg-

est selling brand in

In the handy 5c in the oval fell 10c

Mrs. Lew Fowers of Panama was the guest of Mrs. Lottio Nelson Saturday and Sunday. tured his arm and dislocated his wrist

by falling, is improving. Mrs. Mary Loomis has returned from a trip to Washington, D. C., and Fredricksburg. G. W. Appleby was a recent visitor

at A. J. McMillan's. A surprise party was given Mrs. El-la B. Dean one evening last week by

(Mrs. J. C. Hatton, Reporter) Oct. 8 .- A. A. Clark has sold his store building on Liberty street to Charles Strunk, who recently frac- D. S. Randall for \$1,500 and given possession. Mr. Clark expects to go to Florida about the 20th of this

> Mrs. Lowanda Perrine is quite ill at the home of her sister, Mrs. B. J. Duell. Wavery Rockey, her son, came

the members of a whist club of James- banks is visiting her brother Frank Gregory and family.



Three hypnotists put a man in a trance and asked him to write the 7th point-he did.

1-Crowded with flavor 2-Velvety body, NO GRIT 3—Crumble-proof

4-Sterling purity 5-From a daylight factory 6-Untouched by h

1 What ?

Sterling Gum
The 7-point gum
CINNAMON - BED WRAPPER

Bullable remards for the discovery of the 7th point will be offered later.

50th Quarterly Report Statement

# BANK OF JAMESTOWN

At the Close of Business Sept. 25, 1915

RESOURCES.

Loans and Discounts . . . \$1,265,620.01 Banking House and Lot Cash on Hand and Due From Banks

Bonds (Market Value) . Mortgages Owned .....

496,902.05 229,675.00 135,101.50

\$2,132,298.56

Capital Stock ..... \$ 100,000.00 5,000.00 Surplus and Profits .... Deposits ......

Reserved for Interest and Taxes .....

254,766.45

15,000.00

1,762,532.11

\$2,132,298.56

LIABILITIES.

OFFICERS: Brewer D. Phillips, President; Chas. W. Herrick, Mason M. Skiff, Vice Presidents; Wm. R. Botsford, Cashier; Lucian J. Warren, Asst. Cashier. We can give you any accommodations that any good, carefully managed banking institution has any

right to offer, pay you interest on your idle money, and give it to you without notice whenever you want it. Come in and get acquainted.