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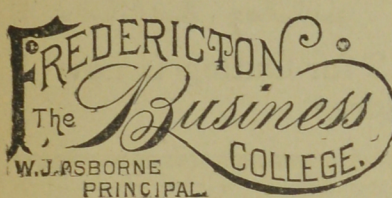
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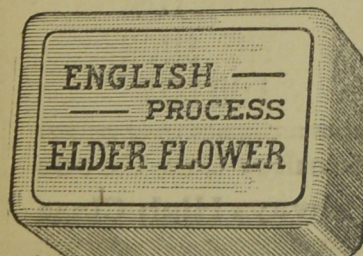
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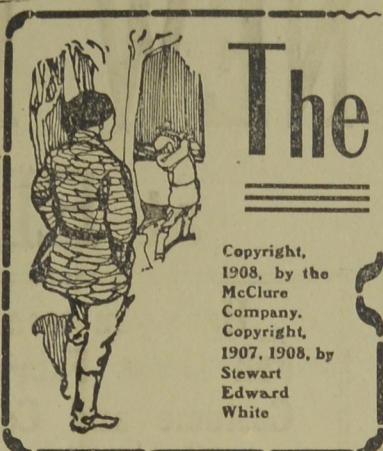
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The Riverman

By
**Stewart
Edward White**

When a rough, sturdy, man-
mastering lumber driver, boss of
the lawless "river jacks," starts
out to win the heart and hand of
an aristocratic young woman of
eastern wealth and fashion, in-
teresting things are apt to hap-
pen. They do happen, as read-
ers of this story will agree. Jack
Orde is the type of man who has
gone into the American wilder-
nesses and reclaimed them from
themselves, from lawbreaking
and debauchery. The brilliant au-
thor's descriptions of the battles
between man and nature and
between man and man in the lum-
ber fastnesses of the great north-
west set one's blood a-tingle.
They show that man is superman
when courage swells his heart.
And the wooing and winning of
Carroll Bishop by Jack Orde
supply captivating romance that
cannot fail to charm.

"In the first place we wouldn't need
so many men. I could run the river
on 300 easy enough. That saves wages
and grub on 200 right there. And,
of course, a few improvements on the
river would save time, which in our
case would mean money. We would
not need so many separate cook outfits
and all that. Then, too, if we agreed
to sort and deliver we'd have to build
sorting booms down at Monrovia."

"Suppose we had all that. What,
for example, do you reckon you could
bring Daly's logs down for?"

Orde fell into deep thought.

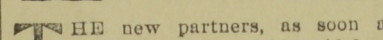
"I suppose somewhere about a dol-
lar," he announced at last. He looked
up a trifle startled. "Why," he cried,
"that looks like big money! A hun-
dred per cent!"

Newmark smiled.

"Hold on," said he. "I don't know
anything about this business, but I
can see a few things. In the first
place, close figuring will probably add
a few cents to that dollar. And then
all our improvements will be valueless
after we've got through using them.
You said yesterday they'd probably
stand us in \$75,000. Even at a dollar
profit we'd have to drive 75,000,000 be-
fore we got a cent back. And, of
course, we've got to agree to drive for
a little less than they could them-
selves."

"That's so," agreed Orde, crestfallen.
"However," said Newmark briskly
as he arose, "there's good money in it,
as you say. Now, how soon can you
leave Daly?"

"By the middle of the week."
"That's good. Then we'll go into
this matter of expense thoroughly and
establish our schedule of rates to sub-
mit to the different firms."



Chapter 11

THE new partners, as soon as
Orde had released himself from
Daly, gave all their time to
working out a schedule of tolls.

Orde drew on his intimate knowledge
of the river and the locations of the
railways to estimate closely the time
it would take to drive them.

At last Newmark expressed himself
as satisfied.

"Now, Orde," said he, "here is where
you come in. It's now your job to go
out and inter-
view these men
and get their
contracts for
driving their
next winter's
cut."

"Look here,
Joe," Orde ob-
jected, "you can
talk business to
them better than
I can."

"Not a bit,"
negative New-
mark. "They
don't know me
from Adam, and
they do know
you. We've got
to carry this thing through at first on
our face."

"All right," agreed Orde. "I'll start
in on Daly."

The following morning Daly listened
attentively.

"Well, Jack," said he, "I believe you
can do it. I'd be only too glad to get
rid of the nuisance of it, let alone get
it done cheaper. If you'll draw up
your contract and bring it in here, I'll
sign it. I suppose you'll break out the
rollways?"

"No," said Orde. "We hadn't thought
of doing more than the driving and

sorting. You'll have to deliver
the logs in the river. Maybe another
year, after we get better organized,
we'll be able to break rollways."

"That was smooth enough sailing,"
exulted Orde to Newmark.

"Yes," pondered Newmark. "What
was that about rollways? What does
that mean exactly?"

"Why," explained Orde, with a slight
stare of surprise, "when the logs are
cut and hauled during the winter they
are banked on the river banks and
even in the river channel itself. Then,
when the thaws come in the spring,
these piles are broken down and set
afloat in the river."

"I see," said Newmark. "Well, but
why shouldn't we undertake that part
of it?"

"It would hold back our drive too
much to stop and break rollways."

The next morning they took the
early train for Monrovia, where were
situated the offices of the nine other
lumber companies.

Orde separated from Newmark to
spend the rest of the morning with
Heinzman, a very rotund, cautious per-
son of German extraction and accent.
Heinzman occupied the time in asking
questions of all sorts about the new
enterprise. At 12 he had not in any
way committed himself nor expressed
an opinion.

"I will see Proctor," said he.

Orde, rather exhausted, returned to
find Newmark. The two had lunch
together, after which Orde succeeded
in getting two more promises of con-
tracts and two more deferred inter-
views.

The following morning also he was
much encouraged by the reception of
his plan.

"That's four contracts already," said
he, "and three more practically a sure
thing. Proctor and Heinzman are
slower than molasses about everything
and mean as pusley, and Johnson's up
in the air, the way he always is, for
fear some one's going to do him."

But Heinzman offered a new prob-
lem for Orde's consideration.

"I had talked with Proctor," said he,
"and we like your scheme. If you can
deliver our logs here for \$2.25, why,
that is better as we can do it, but how
do we know you will do it?"

"I'll guarantee to get them here all
right," laughed Orde.

"But what is your guarantee good
for?" persisted Heinzman blandly.
"Suppose the logs are not delivered—
what then? How responsible are you
financially?"

"Seventy-five thousand dollars."
"If you will give a bond for the per-
formance of your contract," pursued
Heinzman, "that would be satisfac-
tory."

Orde's mind was struck chaotic by
the request.

"How much of a bond?" he asked.

"Twenty-five thousand would satisfy
us," said Heinzman.

Orde bunted up Newmark.

"Heinzman has sense," said New-
mark dryly after hearing Orde's story.
"I was wondering if ordinary business
caution was unknown out here."

"Nobody would go on my bond for
that amount."

To be Continued

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