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**SYNOPSIS** 

Old Cyrus Martin, the head of the can scap trust, makes a bed of 280, i friend, John Ciark, a rival scan hat his (Martin's) son Rodney we making more money at the end of han Clark's son Ellery.

Martin takes his pretty secretary, Mary Brayson, into his confidence and enlists has co-operation. Rednay has been a pendthrift, and the father wants to make im reform and go to work.

Mary meets Rodney, and the son p poses marriage to her. Rodney tells father about his proposal, and the old n pretends great anger. He tells Mary will disinberit Rodney.

Rodney defies his father, and Mary deeply touched at the lad's genuine affec-tion for her. Mary makes a financial ba-gain with Martin to encourage the son t go to work.

Ambrose Peals, press agent, meets Rod, ney and agrees to go into business with the ind on a salary basis. Rodney has resolved to go into the scap industry and buck the trust.

Rodney, Peals and Mary go into the ousp trade together. Rodney then en-teavors to borrow \$10,000 as capital for is newly formed company.

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

The 13 Hoap company finds its stpenses very heavy, and financial rocks loom ahead. Their chief business seems to have been to spend money for advertising under Peals's directions.

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

The "countess" is shown to be an im-tior and dopair settles over the 18 Boss mpany. The firm introduces her, how wr. to Ellery Clark. Father Martin vis the offices. The "c

He the offices. Martin, fearing rumors that the new company would injure his business and might break the trust, offers to buy out the firm for \$100,000 and give Radmey. Peaks and Mary good positions. Then he learns that the company is "dead broke."

Buddenly out of a clear sky comes an order for 50 MO cakes of 13 Soap from the great firm of Brown & Jagnes of Chicago. "The tide lins turned," the trio now de-

The 13 Scap company having no factor not deliver. The trio endeavor to bu scales from branch offices of the Mar trust. They fail to get the necessar mber, but send 5,000 cales.

Mary, in despair, calls on old Martin, hodney also appears. There they both carn that the fatter caused the sending if the tolegrain from Brown & James Naturally they are snaked and mortified. Peale arrives. He discourses at length o eld Marin on the value of advertising and explains that the money spent on momine 12 Boap was not wasted. Martin a unconvine d

"filtsk my business reputation on a stilly scheme like dollar soap? i should sky not. You may be crazy, but I'm

"Yes, you are," said Mary, beginning

"Yes, you are," and Mary, beginning to low het temper. "Ob, course on," said Penle impa-tiently. "What's the use of talking to a man whose brain is deat?" The old scop kin, any laughed. And so to the scompaniment of his scornful, therkles it's three dejectedly. "Say, Mr. Penle," she said, "don't yalled, in the stree outside she could falled. In the stree outside she could not help pouting a kind, each state show of dightity. Sound is been showed to do it in her for the full heen showed to do it in her or in hubbles, wang and she wan invitible, woman's way, and she wan invitible, woman's way, and she wan invitible, woman's way, and she was in invitible. the find been allowed to do it in her-in himilitive woman's way, and she do both the boxs so flatty. Whit was e use of spouling all those statistics? hat they wanted was 45,000 cakes scop, not 5,000 words of advertising it. What impression and they made the scop king? Not the slightest. 'Now dog' you he too sure.' Inter-

on the sonp kine? Not the slightest, "Now, don't you be too sure," inter-rupted Ausbroke. "Just let, it slink in and rinkle a bit and we'll nee." "Nonsenaet" snih Mary crossly, Poor Ambroke! He wouldn't have admitted it tof maybody in the world, but for once inchils life he was down-cast and discouraged. His unfailing good nature was closked and velied a lifts and no mistake. He was bins.

little and no mistake. He was bine. What was worse his blues-issted, off and on, this time for almost two weeks, As the criminal returns to the scene of his crime so Ambrosa's spirit was drawn back to dis old haunts of the drawn back to world again.

"Hello, Mr. Free clef" He turned to see the "counters. were in front of the Gity Square ) and she was headed for the revo and she was needed to doora on Forty second a gravitated at once id i fumped into the whiching behind.

"Well, entite," he seld es they imp d down together on a lounge is the owded corridor, "what are you up

"If you were in give it give out that also broke users and fanghed Peale.""Me work on a job!" cried the could. eas. "There's no excitement in that. "Now, see here, countees," said Why, now every time I meet a cop I Feale kindly, patting her on the back, get a thril." "Don't do that-don't, don't"- Then "I know-I know; the duil life is after a pause he added: duil." Feale agreed. "I work with "Don't lot that. Keep it for some poor hook who'll fall for it."

Wby, now every time get a thrill." "I know-I know; the dull life is dull," Peale agreed. "I wonder if I ought to marry you and reform you?" "No, Ambrose," said the counters quite sincerely.".I wouldn't do such a "bing to you as marry you. I could

thing to you as marry you. I could talk to you about your needing a lowtalk to you about your needing a low-ing, faithful wife, and maybe you do at that. But the trouble with me is

at that. But the trouble with ms is I'd rather trim a guy out of a hundred than earn a thousand. So leave me lay, kid, leave me lay"--At this moment Peals, following her gase, saw what she was looking for, and apparently "it" was Ellery Chark. Ellery, in full evening war paint, was wandering up and down evidently look-ing for-here. "Shall I bring him over?" asked Peals.

Peals. "No," said the countess; "wait a mo "No," said the countees; "wait a mo-ment. I want to talk to you a second about Ellery. He's kind of stuck on me," she added shyly. "Say, I'm for you," broke in Pealo, "but if you're aiming to trim Ellery I can't help you there; it'd be too easy." "Easy! You don't know Ellery! He's "the sil right," she protested.

wise all right," she protested. "Say, I don't like Ellery," said Peale quickly, "but if you're plannt



"Well, cuttle," he seld as they drop ped down together on a lounge is the tor" "Nits, nix?" said Peale, pulling out his bandkerchief. "Give me a chance to be on the squara," went on the contess. "It conntors agreeably; "I like you." But all the time her open roved about the piece as if gleo were looking for another mes. "Bew are yes getting storg new?" in orts as if a gleo were looking for another mes. "Bew are yes getting storg new?" in each as here were looking for another mes. "Bew are yes getting storg new?" in orts on a keisk well and back room look-tin orts on a keisk well and eack ever trip everybody yes each. Zew're there, Actimese, row'ra there.

"But we're on the level," Peale as wured her. "So am I." sald the countess. "If you were I'd give you a job," aughed Peale. "We work on a tob!" orient the count of the count

"Oh, quit it. Keep it for some poor boob who'll fail for it." "Oh, Ambrose, don't talk like that," said the countess tearfully. "Say, bonast, it's fooliah wasting it on me, kid." said Peale. "Well, it's always worth trying once," said the girl, completely changing to a radiant smile.

radiant smile. "Sure it is" said Peale genially. "Why, you had me winging for a min-uta. But when you pulled that fire a week gag I knew it was the antique phoney stuff." "I learned if from a play. Great, im't it? It always goes. But at that I'm on the level about Ellery. I just couldn't keep from drifting into dra-matics. Do tell him I'm a real French dame."

"Absolutely," said Peale. "Hello, Pe

"Absolutely," and Feele. "Hello, Pe-ter Piccadills," he added, as Elliery at last discovered them; "what brings you to the haunts of pleasure ?" He didn't wait for Ellisry's answer, but promptly wacated the place at tha girl's side and left them to each other and their fates.

In his present mood the meeting and the talk for all his chaff only strengthened the wings of his black butterflies. The sight of Ellery Clark completed his distance with the whole sorry scheme of things, making him lich to remold it nearer to his heart's desire. Ellery Clark, that pinhead, went round Ellery Clark, that pinhead, went round with girls who trimmed him like the "countees," supplied with plenty of money by his doting father, while Rod-ney and Mary had to slave and worry.

## CHAPTER XVII.

The Busy Countess. I was all wrong, unnatural. Some-thing must be the matter between

A thing must be the matter between old lickney and his father, Am-brose Peale rensoued, and he be-lieved 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 atternoon after lunch,

NOTICE on C. Bragaw and Maudo A.

Rieghen C. Bright Richt Mande A. Brager, Bryan Moore, Harvey Moore and Edward Moore, one of the Sefin-dants above named self take notice that a special proceeding entitled as above, has been rominemend in the superior Court of Bauifort County for the partition of sail saints de-worthed in the position and situate in the said County of Beaufort. North Carolina; rand the said de-fondant Edward Moore will further take notice that he is required to appear before the Glerk of the Se-perior Court of Beaufort County at his office in the Courthouse is said county on the first day of February, 1916, and answer or demuz to the complaint or petition is said action, or the plaintiffs will apply to the Court for the relief demanded in said county of December, 1918. UEC A FAUL Cliffk Superior Court. 13-23-4wc.

NOTICE. Having qualified as administrator

of the estate of the late J. T. Camp-bell, notice in hereby given to all persons indebied to said estate to pay same to me and to all persons holding claims against said estate to bolding claims against man one year present them to me within one year the trib or this notice will from this date or this notice will be pleaded in bar of their recovery January 4, 1916.

J. S. CAMPBELL Admr. of J. T. Campbell.

1-4-6wc.

## NOTICE OF SALE.

Besafore County. To Marcellan Roberson heirs: Ton are horeby notified that st a Tax male by W. R. Windley, Sheeli of Beaufort County, si the Court Home door in the town of Washing-ton N. C., on the 8rd day of May, 1916, I purchased on said date at said sails the property that was sold for Delinquent Taxes for the year 1914, die on said property which was listed in the same of Marcellus Roberon, including cost of said said school District, Richland Towsship, Tou are further notified that you pair redeem said property by paying said smount proscribed by itse on or before the trd day of May, 1916, payable to the undersigned or W: B. Windley, Sheriff of Beaufort County, If it is not paid by the said dime the undersigned will demand a det or said property. The anaary 2816, 1916. HOWARD WINPIELD. 2-1-316. NOTICE OF SALE. By virtue of power of sale con-tained in mortgage to me executed by Joseph Perry, dated May 11, 1909, and recorded in Register's of-fice of Beaufort County in Book 148, page 174, which is hereby referred to, I will sell at public auction for cash to the highest bidder at the Court House door of Beaufort Coun-ty, on Monday, February 23, 1916, at noon, that lot or parcel of land in the city of Washington, North Carolina, described as followse" Beginning at the corner of the di-viding line on the street -Simon Kennedy and Providence Walker-running North with add street 210 feet, thence diagonally across to James Grist or Rhodes' Mne, thence South with said line 210 feet to Simon Kennedy's line, thence diag, onally across to the beginning.-it being part of the Providence Wal-ker land, conveyed to Joseph Perry by Anthony Perry by dred recorded in Book 156, page 2, which is also refererd to. This Jaming 26, 1916. GEO. A. SPENCER, Mortgagee. 1-27-4wc.

B-1-3te. STATE OF NORTH CAROLINA Beaufort County. To John W, Moore, of Chocowinity Township: Tou are hereby notified that at a Tax sale by W. B. Windley, Sheriff of Beaufort County, at the Court House door in the town of Washing-ton, N. C., on the 3rd day of May, 1915, at the Court House door in the town of Washing-ton, N. C., on the 3rd day of May, 1915, at the Court House door in the town of Washing-ton, N. C., on the 3rd day of May, 1915, at the Court House door of Beaufort County. N. C., I purchased on said date at and said saie the property that was sold for Delinquent State and Countig to property, which was listed in the mame of John W. Moore, including cost of said sale amounting To Said property being described an follows: 6 acres, home. You are further notified that you you are further notified that you which was listed in tong Acre Town-ship. To are further notified that you which was and charges allowed by the law on or before the ist day of May, -1916, payable to the un-and the property by paying.

## Mortgagee. 1-27-4 wc.

ADMINISTRATOR'S NOTICE.

You are further notified that you can redeem said property by paying said amount prescribed by law on or before the First Monday in May, 1916, payable to the undersigned or W. B. Windler, Sheriff of Beaufort County. If it is not paid by the said time the undersigned will demand a deed for seid property. This January 14th, 1916. This January 14th, 1916. W. L. ODEN. 2-1-3te. I have this day qualified as admin

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STATE OF NORTH CABOLINA. STATE OF M

House over in the town of Washing's of House over in the town of Washing's too. N. C., on the first day of May, hald, I. gurchassed on said data as to believe the property that was sold for Delinouent: State and County II Tasses for the year 1814 dies on said property, which was listed in the same of G. W. Latham, Delindurg to state of G. W. Latham, Delindurg to said sale amounting to \$10.57. Bid or operty being described as to low 187 acres, home. Tou are turkner solihood that you how the same of the said of the same of the property being described on the town of the same of the same to redessme said property by any ng hof or shife size to be and are in the hof or shife to the and are in the vertex of the same of the same of the sundersigned will domand a used for aside property. W. L. ODEN. 21-Bid. or before the amount house of the same, together will sail contain the sine, together will sail contain that the undersigned will demand that the undersigned will demand the sail of the

STATE OF NORTH CAROLINA Beaufort County.

To T. L. Brooks: To T. L. Brooks: To T. L. Brooks: Tay sele by F. S. Windley, Clerk as the town of Belhaven, N. C., on the Ard day of May. 1915. I parchased on said date at said anis the prope-erty that was sold for Delinquant Town and School Taxes for the year 1914. due on said property, which was listed in the name of T. L. Brooks, Incicating cever of said male amounting to \$4.03. Said property seing described as follows: I tot. Landing Bired. Tou are further notified that you can redgets said property by paying said amount prescribed by law on or before the first Monday in May. 1916. A stable to the undersigned or L. T. Houston, Clerk of the town of Belhaven. If it is not paid by the maid sime the undersigned will de-mand a deed for said property. This January 15, 1913.

This January 16, 1918. W. L. ODEN.

ment of taxes and charges allowed by the law on or before the ist day of May, 1916, payable to the un-dersigned, and if said redemption is not made on or before May 1st, 1918 the undersigned will demand a tax dead for said property. This 8th day of January, 1918. ELLIS E. PHILLIPS.

1-31.3te.

STATE OF NORTH CAROLINA Beaufort County.