

Dale Carnegie

5-Minute Biographies

Author of "How to Win Friends and Influence People."



HETTY GREEN

She Resold Her Morning Paper and Spent Hours in the July Sun Sorting Rags, To Increase Her Fortune of \$65,000,000

At one time, Hetty Green was the richest woman in America. At her death, she was worth at least \$65,000,000, possibly \$100,000,000. Yet almost any scrubwoman wears finer clothes than Hetty Green wore, eats a better dinner, and sleeps in a better bed.

Her income was \$5 a minute, or \$300 an hour; yet she would buy a morning newspaper for two cents, read it, and then have it sold again.

On cold winter days, she often padded herself with newspapers to keep warm. She bought a couple of railroads outright—bought

them lock, stock, and barrel—and she owned bonds of almost every railroad in the country; yet when she was taking a train journey, she never indulged in the luxury of a pullman berth, but sat up all night in the day coach.

Once she invited her friends to meet her at the Parker House in Boston for a dinner party. Everyone expected it to be quite an affair. Ladies appeared in their evening wraps, and the gentlemen wore dinner coats. But after her guests had arrived, Hetty led them out of the hotel and walked them a long distance to a cheap

boarding house and treated them to a twenty-five cent dinner.

Sometimes when she was in Boston, she ate at a restaurant in Pie Alley—a place where one could get a plate of beans for three cents and a small wedge of pie for two cents. Her income then was more than eight cents every second. That meant she would have had to eat four pieces of pie every second just to keep up with her income.

When she was seventy-eight years old, a newspaper reporter asked her the secret of her good health. She said that she ate a tenderloin steak, fried potatoes, a cup of tea and some milk every morning for breakfast and then chewed baked onions all day to kill the germs that were in the steak and the milk. Unfortunately she didn't say what she chewed to kill the germs in the onions.

On a sizzling hot day in 1893 Hetty Green crawled up into the attic of a warehouse that she had inherited from her father. The July sun boiled down upon an iron roof and made the attic just a trifle less hot than the outskirts of Hades. Yet Hetty Green worked in that devastating heat for hours . . . Doing what? Sorting white rags from colored ones because the junk man paid a cent a pound more for white rags!

She had to spend most of her time in Wall Street looking after her investments. That was dangerous and she knew it. She realized that if she rented an apartment in New York City, or owned even one stick of furniture in the state, the tax collector would swoop down upon her and take \$30,000 from her every year. So, to dodge tax collectors, she drifted about from one cheap lodging house to another. Frequently she stopped for only one night in a place so that even her best friends didn't know where she was hiding half the time. She lived under assumed names, dressed in rags, and carried so little baggage that suspicious landladies often made her pay for her night's lodging in advance.

As she grew older, a miracle happened. A friend persuaded her to spend \$300 for beauty treatments. Each treatment was guaranteed to make her look one year younger.

Always fearing that some crook would forge her signature to a check, she never signed her name unless she had to. She saved all the envelopes that came addressed to her through the mails, and wrote her messages on the back of these envelopes. That relieved her of the necessity of signing her own name.

A friend of mine, Boyden Sparkes, is the co-author of a biography called *Hetty Green, A Woman Who Loved Money*. He told me that Hetty Green used to keep several million dollars on deposit at the Chemical National Bank in New York and so she made herself at home there. She left her trunks and suitcases in the bank and she kept her old dresses and dusty rubbers in the vault. She brought an old one-horse buggy to the bank, took the wheels off and had it stored on the second floor; and when she gave up her apartment in Hoboken, she stored her furniture in the bank.

Yet, in many ways, she had a kindly heart. For example, there was a parter at the bank, an old fellow who washed windows and ran errands and looked like a tramp. One day the bank fired him, and Hetty Green felt so sorry for him that she spent almost a week of her time getting him another job.

She died at the age of eighty-one from a stroke of paralysis, and the nurses who cared for her during her last illness were not permitted to wear their white uniforms. They wore street dresses so that Hetty would think they were ordinary servants—for the old lady could not have died peacefully had she suspected that they were expensive trained nurses.

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FOLK TALE

The tired-looking man sat facing the solicitor. "So you want a divorce from your wife," said the latter. "Aren't your relations pleasant?"

"Mine are," came the answer, "but hers are simply terrible."

Dumb: "We're going to give the bride a shower."

Dumber: "Count me in. I'll bring the soap."

When You Feel Sluggish (Constipated)

Take a dose or two of Black-Draught. Feel fresh for a good day's work.

Work seems easier, life pleasanter, when you are really well—free from the bad feelings and dullness often attending constipation.

For nearly a century, Black-Draught has helped to bring prompt, refreshing relief from constipation. Thousands of men and women rely on it.

BLACK-DRAUGHT
A GOOD LAXATIVE

You Profit! We Lose! In This Great

SUMMER DISPOSAL!

It's Against Our Policy To Carry Over Summer Merchandise! Down Come Prices! Out It Goes--at Big Savings for You!

THIS BIG EVENT STARTS FRIDAY MORNING AT 8:00 O'CLOCK



Full Fashioned Silk Hose
First Quality Silk Hose

44c

Extra Special
2 Thread—51 Gauge Chiffon Hose
\$1.00 Values

73c

SALE OF 500 DRESSES

All dresses marked down in order to clean out, close out, sell out, entire summer stock.

Flowered Prints \$1.69
Printed Chiffons
Bemberg Sheers \$2.77
Pastels
Sizes 14-50

Ladies' \$3.00 Linen Dresses \$1.94

100 Voile Dresses Regular \$2.00 Val. All New Styles \$1.19	Ladies' Voile—Print Dresses Sizes 14-50 Sale Price 79c
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DOWN COME SUMMER SHOES FOR ALL THE FAMILY



Men's Dress Oxfords
\$1.64—\$2.45

Children's White Slippers
79c



Ladies Novelty Slippers
\$1.49

Ladies' Sandals
79c

Ladies' Rayon Princess Slips
Wide Lace Trim
44c

Entire Stock Ladies' Summer Hats
49c

Buckles-Buttons
2 Cards
8c

Children's Anklets
4c

Mill End Turkish Towels
8c

Ladies'-Misses' Slacks - Shorts
79c

Best Grade LL Sheeting, 10 yds.
88c

SEW AND SAVE



Silk Dress Goods
39c yd.

Regular 25c Voile
15c yd.

Curtain Goods
8c yd.

Men's Suits
In woolen materials special for this sale
\$4.95 to \$18.75



Men's Shirts
Shorts
15c

Men's 25c Wash Ties
10c

Men's Wash Pants
Sale Price
79c

Men's Dress Shirts
Regular \$1.00 Values
69c

Boys' Overalls 47c

Men's Work Suits
Shirt and Pants to match \$1.88

Men's Overalls 88c

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All Lines of
INSURANCE
Representing Strong Stock
Companies Only—No Mutuals

Quoth Reddy Kilowatt—

**"Let's Go Modern—
It's Really Cheaper"**



The progressive family that today is using electricity for refrigeration, for cooking, and for water heating is not only enjoying the manifold advantages of these automatic home services, but they are actually saving money. They are living better, more comfortably, without the drudgery, labor and worry that attend the old methods—they are actually LIVING BETTER for LESS.

It costs the average family less per day than the cost of a single package of cigarettes to cook electrically.

Automatic hot water service through an electric automatic water heater is available also to the average family for less than the price of a package of cigarettes per day.

The cost of electric automatic refrigeration to the average family is little more than the cost of a package of chewing gum per day.

Electric refrigeration, electric ranges, electric water heaters — any of these appliances of the makes you are likely to desire may be had on terms to fit your budget. Easy to buy — inexpensive to operate — and yet they bring indescribable comfort and freedom from work and worry!

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