A ROMANCE OF PICKLES By H. S. Harrison Cerrinda 1900, by Bed, B. Hangan

Born is displaces, bred to the uses of advertify, sharpened by the old plain speed of somethin, to eat, he took his apprenticeship in the ways of thinss and at twelve stood forth a falshed and resolute main of his word. Then, having all the facts at his command and the future of his mother to provide for, he made his hard, careful plans for success, and put his determined foot upon the indder. There was never anything to do

estermined foot upon the ladder.

There was never anything to do
with Tommy except to stand aside and
let him rise. This they soon discorered at Hathaway's great factory,
where he began by folding circulars
and copying letters. When he was
stateen; they made him a traveling
salesman.

satteen. They made a fin a traveling seleman.

That was the last day that his mother ever did any work. By another week he had moved her uptown. Three years later, when they took him off the foad because they needed him in the office, he moved his mother again. By another year they were giving him a salary which he could not think of without blushing. But Tommy and seem a the story

But this of without blashing.
But 70mm had seen at the start that the way to make money was to ave at the start that the way to make money was to ave at the start that the way to make money was to ave at the start that the start th

such a sum."

"Yes," said Tommy, undismayed by the size of the figure, "I know. I could bring a certified check for it on Thursday."

Thursday."
"Why, where on earth did you get so much money, Tommy?"
"I have been drawing a lot of money for the last seven years," said Driscoll calmiy. "Then I've been awfully lucky on some; investments," and he mentioned one or two.

awtuly, lucky on sonhe investments," and he mentioned one or two.

Bo Toramy went into the firm as treasurer, but he was much more than that. At the end of his second year the earnings of the firm had actly doubled. Toward the end of the third they had doubled again. By the end of the fifth when crowding competition: had brought progress to a standstill, the lines for the great merger—sere big houses from Jersey City to Los Angeles—had already been laid. By the end of the sixth year the merger was an accomplished fact. It was really Tommy Driscoll of Hathaway's who had put the deal through, though the papers did not any so. Then Driscoll bought a few more gilt-deged securities, a little more choice real estate, did a little further figuring and found that he was in a fair way to become a wealthy young man. But suddenly, just when he was making plans for playing business on a really l.rge scale, his commercial career came to an abrupt close.

"Tommy," said his mother one night as she and on the side of his side of the light of the side of his dealers and the side of his side of the side of his early the side of his dealers and he and on the side of his side of his

close.
"Tommy," said his mother one night, as she sat on the side of his bed and gently stroked his great mop of a head, "I want you to give up the factory—and—be a gentleman."

"A what?"
"A gentleman," said his mother

"Yes'm," said Tommy.
"Yes'm," said Tommy.
"And marry," added his mother, her cheek against his, "some nice girl—a

"A lady," said his mother still more

softly.
"Yes'm," sala Tommy again.
He took an office in a down-town
sky-scraper, engaged a stenographer,
and spent an hour there every day,
looking, after his affairs which prospered largely.

pered iargely.

I He was approaching twenty-nine at this time, very big and simple, very pleasant to look at, very full of those eager spirits which all these hard years had not been able to crush out of him.

"I believe I'll start and find a lady."

"I believe I'll start and find a lady."

he sald to himself—"a lady"—and
here he smiled, for this was Hathaway's most famous catchword, which
he himself had invented "who's the
best thing going."

"Then can day lits nationce was re-

事業等等等等等等等等等(flud Miss Belden—Miss Vespasia Belden

find Miss Belden—Miss Vespasia Belden."

"Very good, str." said Smith.

With Tommy driving and smith silent in the tonneau, they whizzed up the beautiful white road, turned to the left and slowed down at a pretty shingled house with low pillars, and wide, well Aurnished prorches.

"The club-house, Smith." said Driscoll assely. "You are sure she is goiling this morning!"

The man noded, and, throwing on speed again, Tommy ran along beside the clus growth of the second of the second with a side surround the clus growth wall tale surround with the second with the said. The wall was of such height that a six-foot man might reach with some exertion. Driscoll with apparent ease, laid his hands on the top, pulled himself, up and a so dropped to the other saide.

Far away on the hillside was a little plodding group—men, boys and clubs. A bare hundred yards away where a little dancing brook widened suidenly into a miniature lake, rose a plendid oak. Beceath the oak recommend him to a miniature lake, rose a plendid oak. Beceath the oak recommend him to Oldocurt. Miss Belden remained quite silent. She neither asked him to be seate, nor to begone, neither questioned his presence nor answered his look of eager friendliness; the reason for all these things was that she was fast asleep.

The strength of the strength of the other hands of the proused and then quite suddenly to be roused, when his of side summer and the proven man and the prov

friendly scrutiny, and straughtened up, startine.

"Why," she cried breathlessly strugging in the mists of sleep—"Why-you! YOU!"

"Yes," he assured her cainily, "it is I."

"You're a real person then! Why—why—why—who are you! Where could I have seen you before!"

Really troubled she lotted at that. Really troubled she lotted at this, intently attiving to upwak. And Tommy, because her bewilderment was so enchanting, laughed.

"Oh!" cried Miss Belden, suddenly drawing away a little, but still possessed b the great wonder of It—"Oh! I know you now. I saw you in an advertisement. You are Hathway's Pickles."

For bis picture in a hundred posse, but always with that one delighted smile, had appeared in every magazine in Aherica and upon the vast majority of billiboards. He was always shown as a cashionably garbed young men on the point of partaking of a gherkin: and opposite his Jubilant mouth invariably hung the famous slogars.

HATHAWAY'S PICKLES

Thus Best Thing Going

That Best Thing Going

That I happened that Tommy Driscoll, maintend the life of the present of the life to perhaps the most courted girl in America.

"As to those pictures, he ruminated, coming back to them," If got up that idea myself: always showing one figure and one catch-phrase in our ads, you know. They picked me to sit for them because I louked like a healthy appetite and had the right smile. I used to think it great fun; it was because of her wish that I left the American Condiment Company. She wanted me to give up businessy and be a gentleman—chose are her words: bless her heart!—also to mar words.

words: bess are neart:—auso to marry a lady.
"Yes," said Miss Belden. "I have been wanting to have you tell me about that. Which?"
"Which?" repeated Tommy.
"Being a gentleman or marrying a lady?"
"Oh. that!" be laukhed. "Wby," he

a indy?"
"Oh, that!" he laughed. "Wby," he added, as though this would explain everything, "It was to see you that I came to Oldcourt."
"Oh;" sidd Miss Belden; "then I understand that you don't want to mar."

"Oh." sist Miss Belden, "then I understand that you don't want to marry me?"
"Well—that is," he hesitated, blushing, g little. "I hadn't thought of the matter in that light."
"Now tell me, whe said, "Wby you wanted to see me, and what that had to do with being a gentleman."
"The connection len't close a bit, is it?" laughed Driscoll. "But it's this way." And he told ber how it had been his pleasure to hunt for the best of things since he had become a man of lelsure, and all about his theory of a type of woman different from anything he had ever seen, and how he had sought for it, as part of his delightfu investigations, and how unsuccessfully.
"And now that you have—met me," she said, "I suppose! I am merely one more disappointment?"
"You!" cried Tommy. "Well, i should say not! I was certain of that the minute! walked over here and looked .cown at you. I said to my self at once. Here she last last—the best thing going!" and the conviction is, strengthened by every word you say."

"I am glad to bear you say that,"

ways most famous catchword, which the himself had invented "who's 'the best thing going."

Then one day his pattence was rewarded. She sat in a Victoria with a male attendant and some bagsage followed in a hansom the sate of things since he had become a main who was behind, "follow that man in the hansom to the ticket window. Find out where he's going and buys me a ticket to the same place.

"To Oldcourt, sir," murmured Smith at the dealignatee tryst, handing Tommy the ticket. "The ady and the maid that by just gone on. There are two cars, sir, the Laconia and the Laconia. The lady and the maid are in the Jaconia. The lady and the minute I walked over here and the month, sir," I shall if the six of the said of the sa

This reference "respect troops or "see and product of the control of the control

