

## Chaff and Old Birds

## BY HERBERT H. BUSHNELL

You can't catch an old bird with chaff. Old birds have found out, and husks don't go with them, any more.

You can't fool a wise man twice. The wisest of them are deceived once, but once only.

Old birds and wise men-wise women, too--learn their lessons from the best teacher-Experience. The tuition rates are high, but the course is worth the price.

It took Marshall Field, the great merchant prince, twenty years of experience as a clerk, before he knew how to be a great merchant.

It took Moses forty years of sheep herding before he knew how to do his great life work.

Just think how long it took the Columbia river to wear its wide thoroughfare through the Cascade mountains.

A good tree is known by its good fruit; an evil tree is known by its evil fruit. Every tree furnishes its own test.

A good hen lays 200 eggs or more in a year-big eggs-eggs in the winter time. Don't kill that hen. And don't feed her on chaff.

The best men, the best hens, the best trees, the best clothing, the best food-all supply their own irrefutable proofs of quality.

What is the proof?
The proof of a tree is its fruit; the proof of a hen is her eggs; the proof of a man is his deeds; the proof of cloth is its wear; the proof of a pudding-or anything edible-is the eating.

And what do we eat most-more than any other sort of food? Bread, of course.
What kind of bread?

The kind that is handed to us, usually. We are careless. We take what is given us, and let it go at that.

There is as much difference between breads as there is between men-as between scrub hens and hens of a laying strain-as between a crabapple tree and a Spitzenburg-as between Chaff and Wheat. Some breads are made of Chaff. Be an Old Bird. Be a Wise Man. Don't get caught.

Some bread is unsanitary and unfit to eat. No man should put it in his mouth-much less give it to his family.

There is bread which is clean, pure and wholesome.
It took years of Experience to learn how to make it. It took Honesty to keep on making it. It took Patience to withstand untruthful assertions made by the ignorant. It took Courage to meet and surmount innumerable obstacles on the road to Success.

## Why doesn't everybody eat that bread?

They don't know about it, or they are careless in ordering. Careless of their own health, mind you.

Everybody's business is nobody's business.
But it is your business to know about bread.
There are ways of finding out. There are tests. ! There is plenty of proof.

Facts prove. Investigation convinces.
There is the test of the senses; smell it; taste it. The proof of bread is the eating.

There is still another way-look on the bottom crust. If the word "ROYAL" is imprinted there, you are safe.

It is the best bread!

