







In one of Rudyard Kipling's writings he tells of "the ship that found herself," and in "The Fortune Hunter" we have the fascinating narrative of "a youth who found himself." The youth is like the ship-he had to have his course laid straight before his career began to make substantial headway. The story of Nat Dancan is one that in dramatic form, as written by Winchell Smith, has attracted the attention of thousands of playgoers throughout the country. As a novel, written by Louis Joseph Vance, it becomes a narrative of profound appeal to the young and old and espectally to those of us who in our youth dwelt in a rural district for enough removed from the metropolitan centers to be practically a world in itself and to itself. Usually it is the country lad who ventures into the great cities to seek fortune and fame's favor. But here we find a down to date city youth, who, a failure at everything he had undertaken, invades the rural districts to make a millionaire of himself. That which befalls him prompted a great New York newspaper editor to say, "Every American should enjoyable humor, subtilely pointed by its talented authors, teaches the vital lesson of the need of charity and tolerance for the less fortunate of human beings.



"But what's the use of my boring

"I didn't meen to. Mostly, I pre-

the latest to suffer through his mis-

a sample experience, and the last of

the atmosphere. My board cost me

\$6 and the other \$3 afforded me a

"Perhaps," said Spaulding, "I am be-

"You're not. Go on."

placed interest in me."

A faint smile lightened his ofpression and I found myself heft which an exand made If quite engaging.

tensive wardrobe, expensive trafes, in-"G'd afternoon." Spaniding surveyed him swiftly, then laved his fat little impractical odispation and not a fingers and contemplated them with much of that that you'd notice it and in the cent," I was not proud to book to detached intentness, "Just get in. my friends for help in those days-and Duncan?" whops that was us well; I sought

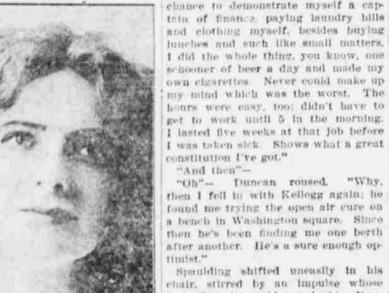
"On the 3:30 from Chicago. I got jobs on my own fild you ever keep your wire," he resumed "I meau it trades in a their unther?" got me-overtook me at Minneapolla." "Na" Spanisting's eyes twinkled be "You haven't wasted time."

hind life hirger shiny plusses "I fancied the matter might be urgent, hir. I gathered from the fact cour Jument made as if to rise, and that you wired me to come home that tenfy remembering filliowif. you wanted my advice."

A second time Spaulding gestured with his cycbrows, for once fairly surprised out of his pose. "Your advice?" sume, five been blundering round an "Yes," said Duncan evenly, "as to "statianation of Kellogg's kindness to whether you ought to give up your me, in my usual ineffectual way, but customers on my route or send them a 1 felt an explanation was due you, as man who could sell goods."

"Well?" Spaulding admitted. "Oh, don't think I'm bonsting of my acuteness. Anybody could have guessed as much from the great number of interested About the 6sh market?" heavy orders I have not been sending and.

"You've had bad luck." "You mean you have, Mr. Spaulding and enrued every cent of it inhalting It was good luck for me to be draw-



Spaulding shifted uneasily in his chair, stirred by an impulse whose unwisdom he could not doubt. Duncan had assuredly done his case no good by painting his shortcomings in olors so vivid; yet somehow, strangely, Spaulding liked him the better for his open hearted confession.

"Well"- Spaulding stumbled awkwardly. course." said PAN AND A

course?

promptly, rising. "Sorry if I tired

"What do you mean by 'Yes, of

"That you called me in to fire me-

and so that's over with. Only I'd be

sorry to have you sore on Kellogg for

saddling me on you. You see, he be-

in a way; at least 1 hoped to."

picked up his hat.

you didn't know it."

as soon as I get one."

out.'

lieved I'd make good, and so I did

"Oh, that's all right," said Spaulding

month's pay coming to you. The cash-

"A month's pay?" Duncan said

blankly. "How's that? I've drawn up

to the end of this week already, if

"Of course I knew it. But we never

my sample trunks. There'll be a few

dollars coming to me on my expense account, and in send you my address

"But, look here"- Spaulding got to

I never realized what that meant really before, and it's certainly taken me a damn' long time to find out. But I know now, all right." Despondently he went down to the that's all." sidewalk and merged binnelf with the growd, moving with it, though a thou-

and miles apart from it, and, presently diverging, struck across town toward the Worth street subwoy station. "And the worst of it is he's too

sharp not to find it out-if he ham't by this time-and too decent by far to let me know if he has. It can't go

Got to break with him somehow-now not going to hang around here any -today. I won't let him think me longer, that's all." what I've been all along to him. Bless "But," Robhins ventured, hovering his foolish heart!"

logg's goodness in his mood, simply de- to leave in this way, sir," termination no longer to be a charge "Wrong again, Robbins," said Dunupon it. To contemplate the sum to- can shortly, annoyed. ginning to understand. Go on, I'm Kellogg's hands since the day when instinct of the well trained servant "Oh. I just happened to think of it as that particular brand. 1 got \$9 a week the bench in Washington square stag. Duncan's manner, which showed a gered his imagination

> blusself, save inadequately, little by little-mostly by gratitude and such consideration as he purposed now to exhibit by removing bimself and bis distresses from the other's ken. Here was an end to comfort for him, an end to living in Kellogg's rooms, eating his food, husying his servants, spending his money, not so much borrowed as pressed upon him.

There crawled in his mind a clammy memory of the sort of housing he had known in past days, and he shuddered inwardly, smelling again the effluxia of dank offcloth and musty carpets, of fishballs and fried ham, of old style plumbing and of \$9 a week humanity in the unwashen raw, the odor of misery that permeated the lodgings to which his lack of means had introduced him. He could see again, and with a painful vividness of mental vision, the degenerate "brownstone fronts" that mask those haunts of wretchedness, with their flights of crumbling brownstone steps leading up to oaken portals haggard with flaking paint, flanked by squares of solled note paper upon which inexpert hands. had traced the warning, not "Abandon hope all ye who enter here," but "Fur-

nished rooms to let with board."

failed and died all is a week [that's what I am, just a se'ar-do-well, foor a fangled miscellany of shifts, ] to question his return; he was to be [:fquid. "Why the blond waters of exsocks, gloves, collars and ties.

LOUIS JOSEPH VANCE FROM THE PLAY

WINCHELL SMITH COPYRIGHT, 1910, BY WINCHELL SMITH AND LOUIS JOSEPH VANCE

> "Didn't you like the business, sir?" Now he strangled surprise by turning ing a glass. "No, I didn't like the business, and to the fourth member of the party. it didn't like me. It's the same old | "Nat," he said, "I want you to meet story, Robbins. I've lost my job again. Mr. Bartlett. Mr. Bartlett. Mr. Duncan.\* "I'm very sorry, sir."

"Thank you, but that's all right. "And you're going to leave, sir?"

it's to take another position?" "You may, but you here a second

about with examperating solicitude-There was no deprecation of Kel. "but Mr. Kellogg 'd never permit you

'm used to it."

"I am, Robbins."

tal of the benefits he had received at "Yes, sir. Very good, sir." With the

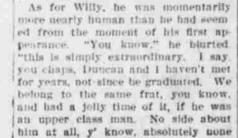
the latter had found him III and haif Robbins started to leave, but besitated, when they had been classmates, what starved, friendless as a stray pup, on He was really very much disturbed by time Duncan shared his rooms with Kellogg, very much younger and sufphase of his character new in Robbins' fering exquisitely from oversophisti-

> ing inimitable. His uir did not escape "Smitten with my old trouble," Duncan appraised him-"too much money. Heaven knows I hope he nevor recovers!

his appreciation of it, something

He was very young a very great

which Bartlett missed completely-





TURN

"I was pretty good at that," Duncan

isut whily ratiled on needless, "rie

"Ow, I say, you're chawfin," Willy

"I'll never forget it," Duncan told

a plug we thought my roommate was

He nodded significantly toward the

"Not really? Why, it cawn't be!"

"Not him!" cried Willy, expostulant.

old chap, d'you know as many now?"

admitted, a triffe ruefully.

to play faro bank?"

amused Kellogg.

some.

me round."

18.

counted upon for tast, was Kellogg, citement, please?" he inquired, accept-

From across the room Larry Miller's volce sounded. "Are you ready, gentiemen? We'll drink to him first, and then he can drink to his royal little A wholesome smile dawned on Dun- self. To the boy who's getting on in

can's face as he encountered the blank the world! To the junior member of blue stare of a young man whose very L J. Bartlett & Co.!"

Long applauded loudly, "Hear, hear!" admirably set off by semi-evening and even Willy Bartlett chimed in with an unemotional, "Good work!" ly pressing the lackadaisical hand that Mechanically Duncan downed the toast. Kellogg was the only man not drinking it, and from that the meaning was easily to be inferred. With a vacuous stare of the bine eyes. "Dun- stride Duncan caught his hand and

crushed it in his own. "Harry," he said a little huskily, "I ran't tell you how glad I am. It's the best news I've had in years."

an accent almost English and nodded Kellogg's responsive pressure was answer enough. "It makes it doubly worth while to win out and have you deal younger. Duncan thought, than all so glad." he said.

"So you've taken him into the firm, eh?" Duncan inquired of Bartlett.

The blue eyes widened stonily. "The governor has. I'm not in the business, y' know Never had the slightest turn for it, what?" Willy set aside his giass. "I say, I must be moving. No. I cawn't stop, Kellogg, really. I was dressin' at the club and Larry told me about it, so I just dropped round to

tell you how jolly glad I am." "Your father hadn't told you, then?"

"Who the governor?" Willy tooled unutterably bored. "Why, he gave up tryin' to talk business with me long ago. I can't get interested in it, 'pon my word. Of course I knew he belong to the same frat, you know. | thought the dence and all of you, but and had a jolly time of it, if he was I hadn't an idea they were goin' to take you into the firm. What?"

Long and Miller interrupted, proposing adleus which Kellogg vainly contended.

"Why, you're only just here"- he expostulated.

"Cawn't help it, old chap," Willy assured him earnestly. "I must go, anyway. I've a dinner engagement."

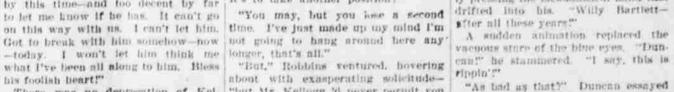
"You'll be late, won't you?" "Doesn't matter in the least. I'm always late. Night, Kellogg. Congratu lations again,"

"We just dropped round to take off our hats to you," Long continued, pumping Kellogg's hand.

"And tell you what a good fellow we think you are," added Miller, following "You don't know how good you make



smooth and very bright red face was "1-may I take the fiberty of hoping dress, "Great Scott!" he cried, warm-



CHAPTER L ECEIVER at ear, Spaulding. of Messrs. Atwater & Spauiding, importers of motoring

garments and accessories, listened to the switchboard operator's announcement with grave attention, acknowledging it with a toneless "All right; send him 4n." Then, booking up the desk telephone, he swung round in his chair to face the door of his private office and in a brief ensuing interval painstakingly ironed out of his face and attitude every indication of the frame of mind in which he swalt | Latin and Greek and the higher mathe | let our men go without a month's noed his caller. It was, as a matter of fact, anything but a pleasant one. He had a distasteful duty to perform, but that was the last thing he designed to become evident. Like most good business men, he nursed a pet superstition or two, and of the number of these the first was that he must in all his

dealings present an inscrutable front. like a poker player's. Captains of industry were uniformly like that, Spaulding understood. If they entertained emotions it was strictly in private.

Occasionally this attitude decoived others. Notably now it bewildered Duncan as he entered on the echo of brought up to be ornamental and ir for your toleration of me and all that, Spauiding's "Come!" He had apprehended the visage of a thunderstorm with a rattle of brusque complaints. He encountered Spaulding as he had atways seemed-a little, urbane figure with a blank face, the blanker for glasses whose lenses seemed always to eatch the light and, glaring, mash the 'eyes behind them; a prosperous man of affairs, well groomed both as that species of auto-hypnosis induced to body and as to mind; a machine for the transaction of business with ing his misfortunes which seems espeall a machine's vivacity and temperamental responsiveness. It was just that quality in him that Duncan envied, who was vaguely impressed that

if he himself could imitate, however of turning my hand to anything in all minutely, the phlegm of a machine he that time. I'd always had more coin might learn to ape something of its than I could spend-never had to couincidentally to Nathaniel Duncan.

DETTY GRADAM.

uncomfortably. "The trouble is, you read this great story," for "The ing down my weekly checks, had luck Fortune Hunter," in spite of its to you not to have a man who could see, we've nothing else open just now. earn them."

> Spaulding a trifle. At the risk of not to Mr. Atwater about it." eming a business man to himself he "Don't you do it!" Duncan counselinclined dubiously to relent, to give ed him sharply, aghast. "He might Duncan another chance.

"Duncan," he said, "what's the trouhle?

"I thought you knew that: I thought that was why you called me in with | I haven't come to that yet. No!" he my route half covered." "You mean".

"I mean I can't sell your line." "Why?"

"God only knows. I want to badly enough. It's just general' incompetence, I presume." "What makes you think that?"

Duncan smiled bitterly. "Experience." he snid. "You've tried-what else?"

"A little of everything, all the jobs open to a man with a knowledge of matica-shipping clerk, timekeeper, tice or its equivalent, and"-

"No," Duncan interrupted firmlycashier, all of 'em." "And yet Kellogg believes in you." no; but thank you just the same. I Duncan nodded dolefully. "Harry's a couldn't-1 really couldn't. It's good good friend. We roomed together at of you, but- Now," he broke off college. That's why he stands for abruptly, "I've left my accounts, what there is of them, with the bookkeep-

"He says you only need the right opening"-

me."

Inch

And nobody knows where that is, except my fortunate employers. 112 the back door going out for mine every time. Oh, Harry's been a prince to

you know about that?"

his feet, frowning. me. He's found me four or five jobs "No," reiterated Duncan positively, with friends of his, like yourself. But "there's no use. I'm grateful to you I don't seem to last. You see, I was regular rather than useful, to blow but we can't do anything better now about in motorcars and keep a valet than call it all off. Goodby, Mr. "Spaulding." busy sixteen hours a day, and all that sort of thing. My father's failure-

Spaulding nodded, accepting defeat with the better grace because of an Spaulding nodded. Duncan went on innate conviction that it was just as gloomily, talking a great deal more well after all. And, furthermore, he freely than he would have talked at admired Duncan's stand, so he offered any other time-suffering, in fact, from his hand-an unusual condescension, "You'll make good somewhere yet," by the sound of his own voice recount he asserted.

"I wish I could believe it." Duncan's cially to affect a man down on higrasp was firm since he felt more assured of some humanity latent in his "That smash came when I was five late employer. "However, goodby." years out of college-I'd never though! "Good luck to you," rang in his ears as the door put a period to the interview. He stopped and took up the

battered sult case and rusty overcoat efficiency and so ultimately prove him sider the worth of money or how hard which he had left outside the junior self of some worth to the world and it is to earn. My father saw to all partner's office, then went on, shaking that. He seemed not to want me to his head. "Much obliged," he said

And to this he must return, to that treadmill round of blighted days and joyless nights must set his face.

Alighting at the Grand Central station, he packed the double weight of his inggage and his cares a few blocks northward on Madison avenue ere turning west toward the bachelor

side of the avenue-Fifth avenue. The elevator boy, knowing him of again and win out, whatever the odds, old, neglected to announce his arrival, and at such times he was accustomed and Duncan had his own key to the to exhibit a mad irresponsibility of but if you'd really like another chance door of Kellogg's apartment. He let wit and a galety of spirit (whether it fied Robbins, thunderstruck by the un- him.

say yes. And I simply couldn't neexpected return of his master's friend cept; it wouldn't be fair to you, Keland guest. "Good Lord!" he cried at logg or myself. It'd be charity, for sight of Duncan. "Beg your pardon, sir, but-but it can't be you!" I've proved I can't earn my wages, and "Your mistake, Robbins, Unfortunately it is." Duncan surrendered his concluded with determination and

uggage, "Mr. Kellogg m?" "Just a minute." Spaulding held him "No, sir. But I'm expecting him any with a gesture. "You're forgetting minute. He'll be surprised to see you

something-at least I am. There's a back." "Think so?" said Duncan dully. "He doesn't know me if he is." ier will hand you the check as you go

"You see, sir, we thought you was out west."

"So you did." Duncan moved toward the door of his own bedroom, Robbins following.

"It was only yesterday I posted a letter to you for Mr. Kellogg, sir, and the address was Omaha."

"I didn't get that far. Fetch along that suit case, will you please? I want

to put some clean things in it." "Then you're not staying in town

overnight, Mr. Duncan?" "I don't know. I'm not staying here anyway." Duncan switched on the ing department, and the checks for lights in his room, "Put it on the bed, Robbins. 1'll pack as oulckly as I can. r.m m a murry.

"Yes, sir; but I hope there's nothing wrong."

"Then you lose," returned Duncan grimly, "Everything's wrong." He

"I'VE LOST MY JOB AGAIN." rooms which Kellogg had established such as this had seemed merely to in the roaring Forties, just the other serve to put Duncan on his mettle, to infuse him with a determination to try

His desperate honesty touched on the road I-Vil be glad to speak himself in with futile stealth. As was were a mask or not that only outquite right and proper, Kellogg's man rivaled his high good humor when Robbins was in attendance, a stupe | things ostensibly were going well with

Intermittently, between his spasms of employment he had been Kellogg's guest for several years, not infrequently for months at a time, and so Robbins had come to feel a sort of proprietary interest in the young man, second only to the regard which he had for his employer.

"Beg pardon, sir," he advanced, hestant, "but perhaps you're just feeling a bit blue. Won't you let me bring you a drop of something?"

"Of course I will," said Duncan emphatically over his shoulder. "And get it now, will you, while I'm packing? And, Robbins!"

"Sir." "Only put a little in it." "A little what, sir?" "Seltzer, of course."

## CHAPTER IL

KELLOGG FORBORE TO QUESTION HIS RE-T had been a forlorn hope at best, this attempt of his to escape Kelwhatever. Whenever I had to go out logg-Duncan acknowledged It on a spree I'd always get Nat to show when, his packing rudely finish-

ed, he started for the door, Robbins reluctantly surrendering the suit case atter exhausting his repertory of de vices to delay the young man. But at that instant the elevator gate clashed in the outer corridor and Kellogg's key rattled in the lock, to an accompanying confusion of volces, all mas-

uline and all very cheerful. Duncan sighed and motioned Robbins away with his luggage. "No hope now," he told himself. "But-O Lord!" Incontinently there burst into the oom four men-Jim Long, Larry Miller, another whom Duncan did not immediately recognize and Kellogg him-

my happiness is complete. Gad, this s lucky P\*

forcing a smile. "Hello, you boys!" He gave a hand to Long and Miller.

'BEG PARDON, BIR, BUT IT CAN'T BE YOU !" jerked viciously at an obstinate bureau their friendly faces and unfeigned wel- broke off in surprise. "Hello," he said the dinner here and what do you say "Good afternoon, Mr Spaulding," he work; not that I hold that against him huskily to himself, "but what's the drawer and, when it yielded unexpect- come. "My, but it's good to see you!" as Robbins offered a tray to the three to taking in a show afterward?" said, replying to a nod as he dropped into that nod had indicated into the thirty and had indicated into the chair that nod had indicated into the thirty where for a professional failure, and of the innumate, dumped upon the logg, after a single giance, forebore diled with a gale relieve were set of the innumate, dumped upon the logg, after a single giance, forebore diled with a gale relieve were set.

me feel." Kellogg told them. Under cover of this diversion Duncan was making one last effort to slip away, but before he could gather together his impedimenta and get to the door Willy Bartlett intercepted him. "I say, Duncan"-

"Ob, rats!" said Duncan beneath his breath. He paused ungraciously enough.

"We've got to see a bit of one another, now we've met again, y' know. Wish you'd look me up. Half Moon club 'll get me most any time. We'll have to arrange to make a regular old fashioned night of it, just for memory's sake."

Duncan nodded, edging past him "I've memories enough." he said.

"Right-oh! Any reason at all, y' know, just so we have the night."

"Good enough," assented Duncan vaguely. He suffered his hand to be wrung with warmth. "I'll not forget. Good night." Then he pulled up and groaned, for Willy's insistence had frustrated his design. Kellogg had suddenly become alive to his attitude and halled him over the heads of Long and Miller.

"Nat, I say! Where the devil are you going?"

"Over to the hotel," said Duncan. "The deuce you are! What hotel?" "The one I'm stopping at."

"Not on your life. You're not going just yet. I haven't had half a chance to talk to you. Robbins, take Mr. Duncan's things."

Duncan, set upon by Robbins, who had been hovering round for just that purpose, lifted his shoulders in resignation, turning back into the room as Siller and Long Said good night to him and left at Bartlett's heels, and smiled awry in semi-humorous deprecation of the way in which he let Kei-

logg outmaneuver him When it came knew more pretty gels, y' know. I say, to that it was hard to refuse Kellogg anything: be had that way with him, Duncan shook his head, "The list has shrunk. I'm a changed man, Wilespecially if one liked thim. And how could any one help liking him?

Kellogg had him now, holding him fast by either shoulder, at arm's argued incredulously. "I don't believe that, y' know, hardly, 1 say, you relength, and shaking a reproving head member the night you showed me how at his friend. "You big duffer!" he said. "Did you think for a minute I'd let you throw me down like that? him gravely. "And I remember what Aave you dined?"

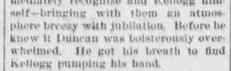
At this suggestion Duncan stiffened because he wouldn't come with us." and fell back. "No, but"-

Kellogg swept the ground from under his feet. "Robbins," he told the man, "order in dinner for two from the club, and tell 'em to burry it up."

"Fact," Duncan assured him. "He "Yes, sir," said Robbins, and flew to was working his way through college, obey before Duncan could get a chance you see, whereas I was working my to countermand his part in the order. "And now," continued Kellogg, way through my allowance and then That's why you never met "we've got the whole evening before him. Willy, he worked and got the us in which to chin. Sit down." He babit. We loafed with the same re- led Duncan to an armchair and gently sult. That's why he's useful and but firmly plumped him into its capa-"How're you all?" He warmed to you're ornamental and I'm"- He clous depths. "We'll have a snug lit-

(Continued next Saturday).

Kellogg pumping his hand.



"Nat," he was saying, "you're the only other man on earth 1 was wish-

ing could be with me tonight! Now

"You think so?" countered Duncan.

