On an east-bound train the other day, writes a Watertown, Dakota, correspondent of the New York Sun, was a wellfed and comfortable-looking man, who announced that he had been attending to business very strictly for three or four years, and that he was then on his way to the seashore for the purpose of having a little recreation. His wife was a plump, fresh-looking young woman several years his junior, who, besides being fashionably dressed, had an air of business about her which is met with in the fair sex more frequently in this part of the country than elsewhere.

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"Yes," the tourist said, after settling himself back in his seat in the smokers' section. "I've been attending to business mighty close. In fact, I've had to. I'm a banker. When I came out in this country I had just about \$4,000 clean each. Down where I came from everybody said \$4,000 wasn't enough to put in your eye. It might do to buy a home with or get a team, but as far as business was concerned it was only an aggravation. I had heard something about Dakota, and I made up my mind that I would show some of the smart men whether \$4,000 capital was good for anything or not. I went west along with the immigrants, set up a little office, put out a sign 'Money to Loan,' and sat down to await custom.

"I put my money out in small sums principally. A settler would come in and ask for \$50 or \$100. I would ask him what he had. Well, he might have an equity in his land, or he would have some household furniture, farm machinery, or horses and wagons. I would let him have the money, and take a mortgage on all that he had, deducting my interest, at 10, 12, or 14 per cent, in advance. Plenty of them would want a little money for a month or two months, and I'd always sock it to these fellows. I've had \$10 for the use of \$50 for thirty days many a time. A good many of the settlers were Scandinavians, and I could not talk to them in their own language, nor could they speak to me in mine, but I got up a printed form which they could understand, and in that way we managed to do business very satisfactorily.

"It requires a very clear head and good judgment to do a banking business out here. Particularly is this true in a new settlement in the winter time. I've changed my location three times since I've been in Dakota. After a township has been settled for awhile it is not much good to men in my line. When I have moved I have always gone into a new country. The people get along first-rate for a few months, but the first winter fetches them. They have to have money, and a man who stands by ready to help them is a sort of public benefactor, I have had at one time and another mortgages on the Geo. W. Jones, stuff belonging to several hundred S. A. Manning, farmers, sometimes taking mortgages for sums as small as \$10 or \$20. fact, they are the ones that pay, as the men who give them are usually on their last legs, and about all that you have to do is to wait awhile and then gather in their stuff.

"I have come into possession of some of the best farming land in Dakota in this way. A man might get hard up and come to me for \$100 for six months. When the time was up he would be worse off than he was before, and by stretching the mortgage a little I would give him another hundred, the whole thing to be paid in three months. Then he might come around and make a poor mouth, and ask for an extension, and all that, but you see that wasn't what I was out there for. My capital wasn't very large, and I had to keep it moving. and then, too, there is no sentiment in business. I'd have to take the farm. In some such cases I have sold it back to the man at 12 or 15 per cent interest, on condition that he would pay me monthly, but he usually gets tired of

Only the other day I was thinking about how much I had made out here,

for her to make a payment she was short, and so she came to me for money. I gave it to her and took a mortgage on all her property, real and personal. That is the kind of deals I like to make. If you can get one of those girls for a customer you are liable to have a farm after a while dirt cheap.

"Well, when the note fell due she couldn't pay it, and I gave her an ex-tension at 12 per cent. I usually get 15 in such emergencies, but I took pity on her. Then that came due, and she had no money, and so I foreclosed on her. That made her mad. She wanted to make a compromise, and after a while I patched up a bargain with her, but as I repented of it I told her the place and all the things would have to be sold. A friend of mine bid them in for about the sum of my claim, and the girl got notice to leave, which she didn't do. Not much. She just staid there, and one day when I rode out to see if she had gone she opened on me with a rifle, calling me an old shark and thief. When I tried to get some help from the people round about they intimated that they would see me hanged first, and, by thunder, the girl had me. She was in possession, and there wasn't law enough in that county then to get her out.

"So after awhile I came to the conclusion that I would have to reason with her. It was getting to be about time for me to climb out of there, but I couldn't bear the idea of losing the farm. Then I got a man to negotiate with her for an interview, and after a while I called on her, making myself as agreeable as possible. The upshot of it was that I asked her to marry me, and she consented. I'm pretty well satisfied with the deal, for to tell you the truth I would never have got that farm if I hadn't taken her along with it."

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