

protected, for shovels will never be worth less—they will be worth more!

“I say that because we’ve got a wide-awake city council which has voted that no additional shovels can henceforth be transported into Dry Lake City or manufactured here. While you recognize the needs of your community, while you see to it that the right kind of men are elected, you need never fear that your well-earned rights in these shovels will be molested.

“By prompt action, my friends and myself have shielded Dry Lake City from disaster. In four days we have increased the financial resources of this community from \$14,000 to \$98,000! Can you beat that?”

Martin paused to let his oratory sink in. Then he said: “We will now begin the sale of a thousand shovels at \$7.00 per shovel.”

