

greatest period of business expansion any construction camp has ever experienced. Now, I want to put this question—how much is the wealth of Dry Lake City today—just counting the fourteen thousand shovels?”

“Fourteen thousand dollars!” shouted a voice.

“Wrong you are!” replied Martin, smiling benignly. “Its wealth in shovels is \$98,000—\$7.00 per shovel! You never saw wealth increase so rapidly. Boys, if I hadn’t taken over and added another \$2.00 to the value of shovels, do you realize that all this wealth would have been destroyed—shovels would have dropped to a dollar and our community would have lost \$84,000!

“Not only have I safeguarded the honestly-earned wealth of every man in this camp who owns a shovel, I am adding to it! I am about to increase the wealth of those who own the ten thousand shovels already in use by \$20,000. I shall do this by increasing the price of a thousand new shovels I am about to sell from the \$5.00 at which they have been holding their shovels, to \$7.00. I can do this because four thousand buyers want shovels, and only one thousand shovels are available for sale. That is why I say that Dry Lake City is embarking on the greatest era of wealth and prosperity ever known to any construction camp in the United States.

“You who buy the thousand shovels I am going to sell at \$7.00 each, will pay just what shovels are worth today, for the market fixes the value. I state that as a well-known economic fact that cannot be denied. And you will be