

Mt. Vernon Hotel.
St. Petersburg, Fla.

To David Hey and his
brothers and Sisters. 33701

Since David wondered how
I made money to have plenty
to give away and how much
allowance I get I will write
a little now.

Perhaps you have there
a copy of the booklet or
pamphlet containing some
stories by Aunt Mary & me
and maybe Henry in regard
to our young days and
business.

We lived on a farm and
we got our meals, clothing,
school books but never
thought of a weekly allowance.

Mary, Henry and I never
went to High School. We
went to Business College in
Sterling.

⑦ As for myself - my first jobs were as a bookkeeper and I saved most of my wages of \$20 or \$30 per month. All the extras I spent money for were almost all for books of a solid type.

When I went into the milk business I borrowed part of the money from my mother.

Your father went on a milk route when he was 17. He must have saved most of his wages because the next year he had \$900 to invest in the business in 1908, and later Ira who went to high school worked a little and soon invested \$50. We saved our money and in 1910 in December we had the money to buy out the Ice Cream Business. We prospered for 3 years when we suddenly sold out.

③ I entered College at Madison
as an Adult Special Student
not working for a Degree.
I don't think they allow that
these days without High School
Credentials, but I took every
kind of Science I could get
for 2½ years, which was very
valuable to me when I got
back into business Dec. 16, 1916
buying back the old business.
Soon your father, and Henry
and Ira all quit Post Office
work and we all worked to-
gether and prospered. We bought
out ~~and~~ Ice Cream Business in
Dixon & then in Dekalb, always
having saved up enough to
swing it. We were the first
in Illinois to install electric
ice cream cabinets and our
business boomed as others
lagged behind a while.

④ So as years went past
money saved up was invested
in well selected stocks.

I did not have a family
of children to raise and I
had the biggest share in the
business so since I spent
nothing for liquor and tobacco
or gambling I took the sure
way of steady progress rather
than get-rich-quick schemes.
It is surprising how it counts
up in 60 years. Even a 10%
gain in wealth starting at
\$1000 in 60 yrs. would result
in a great sum if steady.
So if you start figuring
you might see how things
grow, but great wealth is
not the most important aim.
I put in many hours a day
and watched business carefully
Clement.