

Mt. Vernon Hotel.
St. Petersburg, Fla.
33701

To David Hey and his
brothers and sisters:

Since David wondered how
I made money to have plenty
to give away and how much
allowance I got 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 \$200 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 $2\frac{1}{2}$ years, which was very valuable to me when I got back into business Dec. 26, 1916 buying back the old business. Soon your father, and Henry and Isa all quit Post Office work and we all worked together and prospered. We bought out ~~an~~ 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 \$1,000 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.