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ETHNOLOGY, PHYSIOLOGY, PHRENOLOGY, PHYSIOGNOMY, SOCIOLOGY, PSY-
CHOLOGY, EDUCATION, MECHANICAL INDUSTRY, HYGIENE, AND TO
ALL THOSE PROGRESSIVE MEASURES WHICH ARE CALCU-
LATED TO REFORM, ELEVATE, AND IMPROVE MANKIND
SPIRITUALLY, INTELLECTUALLY, AND SOCIALLY.

EMBELLISHED WITH NUMEROUS PORTRAITS AND OTHER ENGRAVINGS

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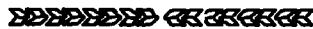
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The Natural Language of the Faculties.

BY CRANIUM.

THE SOCIAL GROUP.

Human Nature as unfolded by Phrenology is being universally accepted by all classes of people; therefore we need make no apology for explaining in the following chapters the divisibility of the human mind into faculties. We have only to turn over the pages of the book of Nature to see how she classifies all her works into orders, genera, and species. What is it that constitutes her basis of classification if it is not form? We find in every department of her work that similar characteristics follow certain configurations. All animals resemble their own species; the fruits of the earth, the grains of the field, the leaves of the trees, all bear a certain likeness to their distinguishing family. And would it not be very strange to find that the human head differed from this order of things?

The fact is, we find that all groups of people can be recognized by their individual shape of head, and there is a correspondence in everything pertaining to life. When we study the mental faculties we realize this fact more than ever, for Nature has placed the domestic organs in the back and lower portions of the head; the selfish and animal propensities at the sides, between and around the ears; the aspiring and governing faculties in its crown; the moral and the religious or superior qualities on its top; the perfecting group around the temples; the higher intellectual, reflective or reasoning faculties in the upper portion of the forehead; and the per-

ceptive, knowing, and scientific qualities over the eyes, in the lower part of the forehead.

AMATIVENESS.

Amativeness is the first faculty in the Social Group. The others that complete this group are Conjugalitv, Philoproqenitiveness, Friendship, Inhabitiveness, and Continuity.

In order to understand the meaning of Amativeness, we must first



LARGE AMATIVENESS.



SMALL AMATIVENESS.

(Photos by Rockwood.)

realize that it comes from the Latin word "Amo: I love." This is largely love for the opposite sex. It is one of the most beautiful qualities we possess, and yet it is not fully or rightly understood, and many people only use it in a humorous way to create laughter, instead of giving the faculty its true dignity of character. It is the quality that gives warmth, ardour, enthusiasm, and sentiment to the intellect; in fact, few intellectual men or women are wholly great if they have not a full development of this faculty. It is necessary for the well being of all the other faculties, and without possessing it in a full degree one is generally cold, distant and uninteresting.

It is located in the Cerebellum, at the base of the brain, or below the posterior part of the Cerebrum, or larger brain, beneath the Occipital Bone and between the two Mastoid Processes of the Temporal Bone, and it is kept in place by a thick membrane called the Tentorium.

When this faculty is prominently developed, it shows its size in a full neck behind the ears; in the face, by a prominent chin and full, broad lips.

It gives a desire for the company of and readiness to receive the attentions of the opposite sex, and expresses itself by sprightliness of motion, a

vivacious manner, and interesting eyes. It desires to love, to be loved, and to marry.

It is divided into two portions. The outside portion, toward the ear, is called Love of Sex, and gives the desire to exchange thoughts and feelings with the opposite sex without reference to marriage, and appreciates a caress, a kiss, and demonstration of affection. The inside, or central portion, is called Reproductive Love, and is adapted to the continuance of the race.

In order to restrain the development of this faculty, a person should abstain from stimulants, eat no condiments, avoid social excitements, keep the company of moral, chaste, intellectual, and normally healthy and happy people, read books which cause one to reflect rather than those which excite the feelings, such as books of travel, biography, history, rather than novels; and long walks should be indulged in in the country.

To cultivate this faculty, one must seek the company of the opposite sex at all beneficial times, and when in such company one should exert himself or herself to entertain and use the blarney of the Irish and the courtesy and politeness of the French, which will beget the desire to be attentive and win approval.

A full development of this faculty was found in Aaron Burr, while George Bancroft and Bishop Pusey, advocate of celibacy in the established Church of England, possessed a small development of the faculty.

CONJUGALITY, OR THE MATING FACULTY.

This is the propensity that gives one the desire to settle down, marry, and have a companion; a joining for life, for better or worse, with one mate; the company and love of one pre-eminently desired; a union for life, and recognized under the term "monogamy." It gives exclusiveness of love.

Conjugality comes from the Latin words "con—with," and "jugo—I join." It manifests itself by persons never seeming so happy as when in the company of their choice; by an almost aversion to others; by displeasure when their choice is giving time or attention to anyone else; by the expression, "I love you best in the world," which feeling or sentiment gives rise to the utterance, "I will be with you all the time."

It is manifested in the animal kingdom as well as in the human, and we find that some birds, such as doves, eagles, geese, robins, etc., pair and remain true to their connubial attachment; while hens, turkeys, sheep, horses and cattle associate promiscuously, which shows this to be a faculty distinct from Amativeness and Adhesiveness.

It is located in the lower lateral portion of the head, just above Amativeness and below Friendship, on each side of Philoprogenitiveness, in the second and third convolutions of the brain, beneath the Occipital Bone.

It is divided into two portions. The outer portion gives the desire to love one only, and to be exclusive in devotion to that one; it expresses the monogamic love, and is called *constancy*. The inner portion, next to Friendship and Philoprogenitiveness, gives a desire to marry and receive conjugal attentions, and is called *marriage*.

To restrain this faculty one must look for physical beauty, excellency of intellectual ability, and purity of moral tone in all, believing that it is possible to find something equally good wherever it is earnestly sought. But when it is prominently developed and is not properly controlled, it is a constant source of misery to an individual if he or she cannot show its gratification.



LARGE CONJUGALITY.



SMALL CONJUGALITY.

(Photos by Rockwood.)

To cultivate this faculty one must endeavor to love continuously and permanently in one direction, and concentrate the object of love upon the one chosen.

With this faculty large, persons cling to the memory of their loved ones and will not let anything interfere with the continuance of that affection. One woman, in a lonely part of Texas, preferred to remain in her house alone after the death of her husband, and rarely went out to see anyone or had anyone come to see her, because she seemed perfectly absorbed in her love for her husband. Everything that belonged to him and everything he used, as far as possible, she kept out in full view. She even had his remains interred in the grounds around the house. She was a highly capable woman, and very musical, and entertained herself alone with the exercise of her own talent. All the appeals of her friends to move away from her lonely situation were of no avail; she simply could not leave the

spot where her husband had lived with her. She was a striking example of the abnormal development of Conjugality.

Persons with a small degree of Conjugality think nothing of marrying three and four times, and apparently care as much for each person in turn.

PHILOPROGENITIVENESS.

This is the faculty that gives a love for children, animals, and pets, and especial attention to one's own offspring when they are young or small. It shows a strong parental regard and care for the needs and educational



LARGE PHILOPROGENITIVENESS.



SMALL PHILOPROGENITIVENESS.

(Photos by Rockwood)

advantages of children. This love makes children prized above rubies or the most costly gems, in fact, the richest treasures of their parents, and minimizes the sufferings, toils, and anxieties of the parents that the latter go through and endure on behalf of their children. The greatest grief is experienced when children are taken away by death or separated from them by circumstances.

It is naturally larger in women than in men, and it is a wise provision of nature that it should be so, for it is the duty and privilege of a mother to take care of her own children, and when she fails to protect and love them there is disaster in the home.

In order to understand the meaning of Philoprogenitiveness, we must realize that it comes from the Latin words "Philo—loving" and "Progeny—offspring." It expresses itself in a constant regard for the welfare of children, and where there are no children in the family a person will often devote time, money and attention on a pet dog, a favorite cat, or on horses.

It is located about an inch above the occipital protuberance, or the occipital spinalis, and between the organs of Conjugality and Friendship, below the organ of Inhabitiveness, and situated in the second and third occipital convolutions of the brain beneath the Occipital Bone. It is the lowest faculty in the Cerebrum, or large brain, and on a line with Conjugality, situated in the back of the head. It is divided into three portions. The upper portion, next to Inhabitiveness, gives a love of one's own children and a desire to become a parent, and is called *Parental Love*. The second or central portion gives a love of children generally, without reference to parentage; it inclines a person to make a hobby of children, and induces persons to start an orphanage or a crèche, and is called *Love of Children*. The third portion, or lowest division, joined to the occipital spine, gives a love for pets and animals, and a desire to be surrounded by them, and is called *Love of Pets or Animals*. Persons having this last division will often make a hobby of animals. It makes ladies take an interest in dog-shows, and induces them to rear or breed animals. When this faculty is pre-



MR. AND MRS. J. D. J. AND THEIR TEN CHILDREN.

(Courtesy of New York World.)

eminently developed, the faculty can be easily found by perceiving the length of the head posteriorly from the opening of the ear backward. When it is small, the lack of it is apparent by the perpendicularity in the occipital part of the head. A person with the faculty small has very little interest in the rearing or education of children. He or she feels it a burden to have children around, and lacks an interest in the joys and sorrows of childhood.

To restrain this faculty, one must study its natural language and allow the reason to act as a guide, with morality as a torchlight, in the managing of children. One must not indulge the young or pets in all their whims. Self-esteem should play quite a part in helping an individual to keep his or her proper place when teaching the young.

To cultivate this faculty, one should encourage the company of children by seeking their society, and draw out their love nature.

One having this faculty large will be induced to build, support and endow an orphanage, if he has no children of his own, as Sir Josiah Mason, of Burlingham, England, did when he built his large orphanage at Erdington for three hundred children, and endowed the place. He was passionately fond of children, and had none of his own to cheer his home; hence he provided for a hundred and fifty boys and a hundred and fifty girls every year, and visited his orphanage every day.

Another man adopted twenty-eight children and succeeded in bringing them all up satisfactorily.

Another man adopted eight children, and had eight of his own to care for. He treated his adopted children with as much fatherly care and love as his own, and made them sit one between the other at the table.



MR. AND MRS. W. C. AND THEIR ELEVEN SONS.

(Courtesy of New York World.)

He was very successful in developing their characters in the right channels and placing them in their proper spheres in life.

Queen Victoria of England was a strong example of the development of Philoprogenitiveness; so also was the wife of a vicar in England who was the mother of twelve handsome and bright-minded sons.

Foolishly or otherwise, some women devote their Philoprogenitiveness to animals. We know of a lady who reared six cats and allowed them to sit at the table with her. Each cat had its bowl of milk, and a napkin was tied around its neck.

Some mothers take such an antipathy to their children that they will not have them in the house. We knew of the case of a mother who positively refused to have her daughter grow up in her home.

Large families do not seem to be going out of date. Mr. and Mrs. W. C. have had eleven sons; Mr. E. B. D. has had thirty-two children; Mr. E. E. D. has had eight daughters, and Mr. M. G. has had twenty-six children. Mr. and Mrs. J. D. J. have had ten children.

The Haunted Seance.

A STORY BY FREDERICK WETHERELL.

Boston, more particularly than any other place, is the rendezvous for all those desirous of promulgating new cults, fads and isms, that spring into vogue from time to time. This prolific city has had its seasons of religious awakenings, spiritualism, Free Love, Christian Science and New Thought. And while any of these prevail, there is a certain element that always goes into these things with indefatigable zeal.

Away back in the seventies, Spiritualism was the prevailing hobby, which had ridden at full gallop, by a large and enthusiastic following, who had suddenly become conscious of a longing to communicate with departed friends and relatives. As a consequence the services of mediums or clairvoyants were called into requisition whenever it became necessary to have messages conveyed back and forth from the spirit world in order to facilitate and promote friendly relations between the dead and the living.

Innumerable Spiritualistic Societies were formed for the purpose of demonstrating spiritualistic manifestations. To one of these seances I had the good fortune to be invited and under circumstances decidedly out of the usual, a seance in a haunted house. At the time of which I am writing, there was an old colonial mansion house, built of brick and surrounded by a high brick wall facing on Washington street, called the Dixon House. It had been occupied by a family of that name who, at the time were traveling or living in Europe. Later on, some of them became quite prominent in connection with certain sensational events, that it is not my purpose to enumerate here.

The place had been vacant for a long time, and finally acquired the reputation of being haunted. It was at this house that a prominent clairvoyant, known as Madam Dick, had arranged to hold a test meeting. When the appointed time came, I was on hand and found a number of others, both ladies and gentlemen already assembled. When all was ready there were just twelve of us assembled on the second floor of the mansion.

The seance was to be conducted in a suite of two rooms consisting of front and back parlors, divided by folding doors. Madam Dick was to occupy the rear parlor for the purpose of getting into communication with departed spirits, and the spectators were to be seated in the front parlor facing Madam Dick. Now this connecting suite of rooms formed an angle of the house; the front windows looking out toward Washington street, and the front yard lying between. As a preliminary to the opening

(Continued on page 13.)

entirely erroneous, for they have done as much, if not more than their fellow business men, and those who complain of their misfortune or ill-luck may really not have had less to encounter than their fellow tradesmen, only they have not had the pluck, courage, or fortitude to combat the business disasters, nor the foresight to look ahead and see what troublous times were coming.

A business man may suppose that it is all luck that has assisted his neighbor to succeed, when it is, perhaps, only his friend's superior pluck, policy, prudence, foresight, energy, and economy that have made him successful in business.

In the animal kingdom there is a fixed destiny for each species as revealed by the law of instinct. Thus we find the elephant and the whale are monarchs of the land and sea, and even the worm has its use, as well as the myriads of insects which spread their viewless wings in the sunbeams. The very earth is a laboratory, and the forest an "assemblage of powerful hydraulic engines."

Man has been given a free choice in the matter of employment for pleasure and profit, and the chief reason why, among so many who struggle for wealth, honor and success, so few realize their hopes, may be found in the fact that the right man does not find his right place. It is for the better understanding of man's inherited talents, aptitudes, and qualifications that we are anxious to give Employers and Employees a few practical hints on the subject.

An Employer is constantly asking himself how he can select honest, faithful, trustworthy, thrifty, economical, energetic, and versatile salesmen, as well as those who are patient, persevering, systematic, observing, planning, intuitive, agreeable, hopeful, enthusiastic, humorous, and self-reliant.

He can answer these questions in the following way:

An Honest and Trustworthy Salesman.—An Employer can select a Salesman who is Honest, Faithful and Trustworthy by observing the height of his head above the ears, and the squareness across the top. Such a person will have large Conscientiousness, and his regard for his duty and obligation to his fellow men will be a dominating characteristic. He will aspire to keep his word with every one.

An Economical Salesman.—An Employer can select an Economical Salesman by observing the width of his head in the temples. Such a person will have large Acquisitiveness, and will show a desire to trade, acquire property, and increase his sales from week to week.

An Energetic Salesman.—An Employer can select an Energetic Salesman by observing the breadth of head at the base of his head around the ears. Such a person will have large Executiveness, and he will show a strong disposition to push through difficulties, tear down obstacles, make business and destroy impediments in his way.

Digitized by

A Versatile Salesman.—An Employer can select a Versatile Salesman by observing the upper portion of his back head. When the head slants downward from the crown, a person lacks the organ of Continuity, and this gives him versatility of mind and capacity to change his thought from one thing to another, and to engage in a variety of work. When this part of the head is well rounded out, and shows a superior development of the faculty of Continuity, it indicates patience and absorption of mind in one direction.

A Persevering Salesman.—An Employer can select a Persevering Salesman by observing the height of his head on a line with the ears. A person possessing such a head will show a fiery, positive and steady character, and considerable will power.

A Systematic Salesman.—An Employer can select a Systematic Salesman by observing the width of the outer corner of his eye. Such a person will show system in his work, neatness in the performance of his duties, power to arrange his affairs according to method, and desire to classify all his plans.

An Observing Salesman.—An Employer can select an Observing Salesman by noticing the prominence and width of his brow just above his eyes. Such a person will be able to see correctly what is going on around him, collect accurate data, and notice scientific and definite changes that are taking place.

A Planning Salesman.—An Employer can select a Planning and Reasoning Salesman by observing the width of his upper forehead and the prominence of his brow where the hair touches the forehead. Such a person will have large Causality and will understand the relation between cause and effect in business matters. He will show creative talent, produce original ideas, and be able to adapt means to ends.

An Intuitive Salesman.—An Employer can select an Intuitive Salesman by noticing the fullness of the center of his forehead just where the hair is brushed back from the forehead in the center line. Such a person will have large Human Nature, and show penetration of mind, a perception of character and the motives of others, sagacity and foresight which will enable him to understand the inner workings of the minds of his customers.

An Agreeable Salesman.—An Employer can select an Agreeable Salesman by observing the width and fullness of the upper part of his forehead. Such a person will be persuasive and pleasant in his mode of addressing customers, and can win orders from those who are the most difficult to handle. He is polite and affable, and courteous in his way of addressing customers.

A Hopeful Salesman.—An Employer can select a Hopeful Salesman by noticing the width of his top head on a perpendicular line drawn upward from the fore part of his ear, where the organ of Hope is located. It

elevates the center of the eyebrows, opens the eyes wide and turns them upward. Such a person will have a pleasant expression, a bright countenance, and an optimistic way of looking at things and of approaching his customers.

An Enthusiastic Salesman.—An Employer can select an Enthusiastic Salesman by observing the width of his side head, two inches above the fore part of his ear, where the organ of Sublimity is located. Such a person will have a desire to promote large business plans, engage in vast enterprises, and make large sales.

A Humorous Salesman.—An Employer can select a Humorous Salesman by observing the width of his upper forehead where the head begins to slope backward. A person who is well developed in this region will show large Mirthfulness and capacity to express himself in a droll, comical, witty way and amuse his customers.

A Self-reliant Salesman.—An Employer can select a Self-reliant Salesman by noticing the height of the crown of his head, which indicates a large development of Self-Esteem, and a person having this faculty well represented will be able to take responsibilities, do business on his own account, and block out many plans for his fellow workmen.

It will be readily seen that by following the laws of Nature we can obtain much information concerning the forms, outlines, and proportions of the human head, in understanding the faculties of the mind and the functions of the brain. This knowledge is of vital importance to all business men, especially Employers and Employees.

Questions on

HINTS FOR THE EMPLOYER.

- 1.—What is it that makes one man successful in business, and another a failure?
- 2.—What advantage has man over the whole animal kingdom in regard to choice of a vocation?
- 3.—How can an Employer, according to the new method of Character Reading, select satisfactorily a Reliable Salesman?
- 4.—How can an Employer select a Thrifty Salesman?
- 5.—How can an Employer select an Executive Salesman?
- 6.—How can an Employer select an Adaptable Salesman?
- 7.—How can an Employer select a Plodding Salesman?
- 8.—How can an Employer select a Methodical Salesman?
- 9.—How can an Employer select a Perceptive Salesman?
- 10.—How can an Employer select a Sagacious Salesman?
- 11.—How can an Employer select an Enterprising Salesman?
- 12.—How can an Employer select an Independent Salesman?

THE HAUNTED SEANCE.

(Continued from page 8.)

of the seance, the medium announced that she would like to have us all examine the rooms thoroughly in order to assure ourselves that there were no human agencies connected with the manifestations about to take place.

Examination was made and the doors were locked, the windows closed and fastened with the exception of one of the front windows. This window reached the floor and opened with old-fashioned glass doors upon a small balcony. This window was left open for ventilation, it being a warm summer evening. Any one attempting to come through this window would have to pass through the audience. After all were seated the lights were put out. Madam Dick, who was stationed in the center of the rear room, in solemn tones thus addressed the denizens of the spirit world: "Friends of an unknown realm, if there be those among you who desire to communicate with friends on this earth, or who have left mission unfulfilled, or who are desirous of righting wrongs, or of revealing mysteries that should be solved, we pledge ourselves to help you by doing all that lies within our power to be your instrument of expression."

There was no response to this earnest appeal and, after waiting some time, Madam Dick asked the audience to sing some sacred melodies, as devotional music was sometimes of great assistance in securing communications with spirits if they did not respond to the first appeal. We sang "Nearer My God to Thee," and after its conclusion the medium again exhorted the spirits, but without avail. It was very evident that the spirits had not expected callers that night or were in an uncommunicative mood. However, we kept on singing. We sang psalms, bits from operas and all kinds of sentimental airs and finally ended with one of the popular songs that prevailed at that period, the refrain of which ran thus:

"The day is gone; the nights is ours,
Then let us feast the soul;
If any pain or cares are here,
Why drown them in the bowl."

At this we were interrupted by Madam Dick, who announced in a solemn tone that the spirits had arrived.

"I thought that song would fetch them," exclaimed a man sitting next to me. "We ought to have sung it first."

Almost at once a low musical laugh sounded behind me. I turned and beheld a young lady in a gauzy white summer dress with a face so expressive, animated and radiant that I marveled at it. Aside from the dim light from the rear window which reflected faintly from the street, the room was in darkness, and only the outline of the people present could be discerned. But the face of the young lady I could see more plainly. Whether this

was caused by the whiteness and purity of her complexion, or by some stray ray of light, I know not. In the brief moment I had gazed at her face I was struck by its transcendent beauty, as well as by the unusual luminosity it radiated. I did not dare to look around again for a while, as I did not wish to appear rude.

But every now and then I could hear the tinkle of her musical laughter as she listened to the remarks of the scoffers, for those present were not all believers in spiritualism, some having been drawn there simply out of curiosity. Madam Dick's efforts in attracting the attention of the spirit world consisted in forming a circle of light around her and also in causing to appear a number of white shadowy indistinct objects which floated around the room in which she stood.

It is not my purpose to go into all of the details of a spiritualistic seance. I will say only that the seance was very satisfactory to all, and the manifestations could not but convince the most skeptical. I will confess, however, that my mind was more fixed upon the young lady seated behind me than on the developments of the seance, and I wonder that I had not noticed her before we were seated. Perhaps she had come in after the seance had started, for I remembered counting the people present, just before the meeting commenced and there were twelve. I counted them once more, and to my surprise there were now thirteen in the room. But possibly I may have made a mistake in counting them the first time. I finally plucked up courage to look behind me once more, and the exquisite apparation whose gaze met mine gave me a smile that I shall never forget.

The meeting was soon over and Madam ordered the lights turned on. I hoped I would now have a better opportunity of scrutinizing the fair unknown more closely, and as I looked at her she turned and flitted toward the front window, her low musical laugh ringing out, with a tinge of mockery because of a remark made by one of the skeptics. She reached the window and was about to step out upon the balcony. As if divining that I was about to come after her, she turned and smiled and waved her hand to me. Then she stepped out upon the balcony and disappeared from view. Immediately I went out upon this balcony, but there was no sign of the fair unknown. No sooner had I reached the balcony railing than a yell from the street went up to heaven as if all the devils in Hades had been turned loose. I looked down into the front yard, over which the balcony hung, and beheld hundreds of people congregated below. The crowd was attracted by the lights in the house, so unusual an occurrence it was that they supposed it to be the result of some supernatural visitation as the reputation of the house was well known. The crowd seemed to be greatly excited about something. Perhaps the young lady had fallen from the balcony, or perhaps she had jumped off. Possibly the crowd suspected that she had been fleeing from me, and that, perhaps explained why they

were so frantic when I made my appearance.

I therefore resolved to go down and investigate. As I turned to go, I was confronted by the medium; "Madam Dick," I said, "did you see the young lady who was dressed in white?"

"What young lady dressed in white?"

"Why the one who was here at the seance just now. She came out here on the balcony and I cannot find her. I am afraid something has happened to her."

"The youngest lady who was here this evening was Mrs. Spooner, the lady with eyeglasses. Perhaps you mean her?"

"No," I said, "there were six ladies present and seven gentlemen, making in all thirteen people. The lady I refer to was about sixteen and was dressed entirely in white."

"You are mistaken," replied Madam Dick. "There were five ladies present and seven men, and I know them all. There was no lady present answering to your description."

"But probably she came in after the seance commenced," I said.

"It would have been impossible," was the reply.

"It is very strange," said I, "but perhaps I was mistaken." Excusing myself I went down into the yard to see what was causing the tumult there.

I asked one of the bystanders what the matter was, and he told me the people were first attracted by the lights in the house, and while they were looking up at the open window from whence the light came, a young lady, dressed in white, came out upon the balcony, paused a moment, looked down upon the crowd assembled, and then vanished completely.

Many years have passed since the events I have just narrated, and I sometimes wonder if the fair unknown was a living human being, or a ghostly visitor from the spirit world, unable to break the tie binding her to the earth life.

Quite recently, while looking at one of the New York papers, I noticed an account of the debut into society of a young lady by the name of Gladys Dixon, daughter of the former occupants of the old Dixon mansion in Boston. The article was accompanied by a picture of the debutante, at which I glanced, and behold! it was the very likeness of my fair unknown. But a sober thought convinced me that it could not have been her, for the incidents I have related, happened before Gladys Dixon was born.

"The greatest man is he who chooses the right with invincible resolution; who resists the sorest temptations from within and without; who bears the heaviest burdens cheerfully; who is calmest in storms and most fearless under menace and frowns; and whose reliance on truth, on virtue and on God is most unfaltering."—KOGORO TAKAHIRA, Lincoln's Birthday.

Forwarded by HENRY BYRNE.

Builders of To-Day.

BY THE EDITOR.

AMBASSADOR OSCAR S. STRAUS.

The Hon. Oscar S. Straus is so remarkably endowed that he combines the qualities of a jurist, diplomat, statesman, author, business man, and public-spirited citizen, and a number of attributes for as many other lines of thought. Suffice it to say here that at the age of fifty-nine he exemplifies in his busy, useful, thoughtful life the ideal American career.

Few men have been honored by at least five different American Presidents, to be a Cabinet officer under one, and Representative at a foreign court under three others, and to stand as a delegate of the Nation before such an august tribunal as the Hague Court of International Arbitration, surely this is honor and distinction enough for any one man. But more than this, he has been summoned three times to guard American interests in the Capital of Turkey at periods of danger, and it is on one of these missions that he is now serving for a third time as American Diplomatic Ambassador at Constantinople.



HON. OSCAR S. STRAUS.

Just to look at his head and face is an exemplification of the truth of Phrenology and Physiognomy. Even a skeptic of the deepest dye must recognize his strong mental power as evinced in his lofty forehead and his three-story brain, when compared with those who have just the opposite organization. We fail to see how any man of judgment or skill in reading correctly the characteristics of men could judge him to be otherwise than great in the field of thought, magnetic in his personality, convincing as a public orator, philanthropic in his way of dealing with men, liberal-minded in handling problems of moment, conscientious in carrying out great responsibilities, far-sighted in making plans for the future, resourceful in his arguments, persevering in his efforts when dealing with difficult matters of State, courteous in approaching men, systematic in economising time, and executive in liberally expending his energy over his work.

The breadth of his forehead, together with his prominent brow over his eyes, his height of head above the ears, over the crown or top of his head, the width of his temples, as well as the width on the outer arch of his eyes, all indicate strength of character, perspicuity of thought, soundness of judgment, accuracy of vision, and breadth of sympathy.

The features of his face are all indicative of strength, for the eyes are large and clear, the nose is long and broad, and has that particular analogical touch to its point; the ears are large, shapely, and well marked; while the lines of hospitality which rise from the side of the nose and pass down to the corners of the lips, are deep and prominently carved. The lips are firm, especially the upper one, while the lower shows sociability, friendliness, and comradeship.

He is a man of rare gifts, of special talent in the handling of men, and of marked ability in the working out of social, financial, and economic problems. Every student of Phrenology should make a special study of his character, and compare his mental gifts with the work that he has accomplished.

SUCCESS.

Don't let failures dampen your ardor. One man wrote seventy letters before he finally obtained the order he wanted. If we give up because of being refused once or twice, or even six times, how can we expect to be thoroughly successful. Believe in yourself, and cultivate the spirit of strength, and you will beget strength through the organs of Will and Energy.

The American Institute of Phrenology.

The third meeting of the season in connection with the above Institute was held on Tuesday evening, December 7th. It was a representative meeting and proved to be exceedingly interesting from several points of view.

The Secretary, M. H. Piercy, read a letter from the President, Charles H. Shepard, M. D., in which he stated his belief in Phrenology as an exact Science.

The Vice-President, in explaining the principal subject of the evening, namely, "Is Phrenology an Exact Science?" said in part:

"Psychologists say, in order to prove that a theory is based on solid principles, we must have two factors, namely (1) Practical or so-called Empirical Observation; and (2) Scientific Experiment. Nothing short of this can satisfy mathematical exactness regarding the scientific establishment of any subject." Phrenology has a third crutch to stand upon, namely Scientific Measurement as well as Practical Observation and Scientific Experiment.

We know (1) That Practical or Empirical Observation is necessary to establish all sciences, for science alone could never have taught men the best way to till the ground, to obtain metal from the soil, to carry out any set of industrial operations, or to make practical the science of the Mind. (2) The Use of Scientific Principles and Experiments is to supplement, interpret and reinsert correct practical knowledge, and by these means the teaching of practical experience is rendered much more precise and certain. (3) While Scientific Measurement establishes the observations of the eye more accurately in relation to all parts of the brain.

We must have an art for science to express itself through, while art in itself is nothing unless it is based on scientific principles. Thus we talk of the Science and Art of Engineering, of Agriculture, of Medicine, and of Cooking. Sully speaks of the Art of Surgery as requiring scientific reflection on the nature of wounds and on the natural process of healing. Such deductions must be verified by actual experiment before they can take their place within the assured body of knowledge making up the theory of the subject. So that here, too, the theory of a practical operation is constituted by two factors, an Empirical and a Scientific one.

Phrenology, then, is an exact science because it can be proved, first, from Practical Observation; second, from Scientific Experiment; and third, from Scientific and Exact Measurement. If Phrenologists had resorted

only to Practical Observation, and had not been able to reduce their observations to an exact definition of the various processes of the mind; if they had simply contented themselves with observations of crania without being able to deduce therefrom any definite character reading, from observations made, then Scientists might justly say that Phrenology was based upon a series of assertions only, and no proofs could be brought forward to refute their remarks. On the contrary, however, Phrenology has not only its Art to depend upon as a proof of its calculations, but it has also the experiments and measurements made by scientists who are gradually justifying the ground taken by Dr. Gall in 1796.

The following scientific experiments have been made upon the brains of animals, which go to prove that there is a physiological correlation between the psychological manifestation and the outer and visible signs of our mental faculties with their physical expression. The experiments have been made upon the Speech Centre, which was first localized by Dr. Gall in the third frontal convolution, afterwards subjected to further proof by Dr. Bouillaud as early in the century as 1825, and established by Broca in 1861. The Gustatory Centre, which was demonstrated by three experimenters as early as 1824, namely, Dr. Crook, Dr. Hoppe, and George Combe; the Imitative Centre, which has been demonstrated by Prof. S. Exner and Dr. Ferrier; the Centre for Fright, which has been scientifically explained by Sir Charles Bell, Prof. Monk, and Charles Darwin; the Centre for the expression of Cheerfulness, which was demonstrated by Dr. Voisin in 1835, and later by Dr. Ferrier; the Centre for the expression of Wonder (or Reviviscence), explained by Herbert Spencer in 1844, and later by Dr. Ferrier; the Centre for Firmness, which has been explained by Dr. Luys; the Centre for the expression of Energy, which has been explained by Dr. Maudsley and Dr. Ferrier; and the Centre for the expression of Submission, which has been explained by Charles Darwin and Mantegazza, among other scientific experiments.

When these facts are thoroughly understood by Scientists and others, Phrenology will then be recognized as an Exact Science throughout the length and breadth of the land.

The Chairman then called upon Dr. C. F. McGuire, and in introducing him, said that he had made a long study of Phrenology, having taken a Post-Graduate Course at the American Institute of Phrenology. He had also made a study of how to avoid Tuberculosis and Nervous troubles by means of physical and mental treatment, and was associated with the Fowler & Wells Company in the work that they have organized on the "New Physical and Mental Culture for the Cure and Prevention of Nervous Disorders."

Dr. McGuire said in part:



"From time immemorial philosophers have contended in regard to the phenomenon of mind or soul, one class of philosophers contending that the Soul is a substance possessing none of the properties of the body or matter, having neither extent nor form, and which is born with man's body, and is so intimately united with his material organization that its every modification produces a change in the body; and which is, moreover, able, independently of any exterior cause, by itself, and apart from anything which gives an impulse to it, to modify the movements and material foundations of the organism.

"Another class, the Physiologists, hold that the mental phenomena are a function of the brain. They do not assert that they understand the nature of thought, but they do not renounce the hope of being able to do so; and placed in the dilemma of choosing between the spiritualist doctrine and the law of the conservation of energy, they accept the latter. Thus we have the Materialist and the Spiritualist Schools of Philosophy, and it may be added that all Schools of Philosophy may be reduced to these two.

"With these definitions in view, we can see that Phrenology comes under the category of the Materialistic School, and it may be said that much of the opposition to Phrenology is due to this fact. Many religious teachers and writers would appear to think that Phrenology inclines to predestination. This, however, is not a true statement. Phrenology has nothing to do with religious dogmas, and it may be moreover added that one of the maxims of Phrenologists is to the effect that we can by use or abuse greatly change the conformation of our heads, and thus our characters.

"But, more than this, Phrenology does not deal with Metaphysics, or, at least, that was the intention of Dr. Gall, the founder of the system. In fact, Gall never called his system Phrenology, but simply claimed that he discovered a few of the functions of the brain. It was Spurzheim and Combe that attempted to build up a system of Metaphysics, and it may be added that if they had adhered to Gall's method alone they would not have met with so great opposition.

"It is in the domain of Character Reading that Phrenology stands pre-eminent, and though Dr. Gall did some work in this line, his successors did more, especially the two Fowler brothers.

"The theory of Gall is, that certain faculties of the mind may be predicated from the shape of the head, and, moreover, if the faculties are

in excess, we have insanity; or, if deficient, we have imbecility. This truth can be verified from every-day observation. The imbecile and the insane are to be found in every district, and if the statements of Gall are not true to nature they can be readily refuted.

"These statements of Gall have been verified time and again and it is unnecessary to mention all the names of eminent men who have accepted Dr. Gall's statements as true, but for illustration I will mention only one, the case of Henry Ward Beecher. It is said that he once undertook to refute the principles of Dr. Gall, but when he had read the works of the great man and had verified his statements in the person of his friends, he became a warm advocate of Phrenology, and remained so until his death.

"There is a close connection between Psychology and Phrenology. Psychology, so-called, deals principally with the senses of sight, hearing, smell, taste and feeling; whereas Phrenology does not treat of these matters to any great extent, but is principally occupied with the intellectual attributes, moral sentiments, appetites and propensities of man. It may be added, however, that Phrenology has been the means of starting many to pursue the study of Psychology.

"From my own personal experience as a practising physician, I have received great benefit from it, and I am sure all professional and business people who would give a little time to its study would be more than repaid for their trouble.

"Mr. Cyrus Elder, in his introduction to the works of Spurzheim, says, in speaking of Herbert Spencer's Psychology: 'Mr. Spencer, like all other professional Psychologists, regards Perception, Memory and Judgment as general powers of the mind. They are not general powers; they are special functions of the intellectual faculties. When one is said to be a man of good perception, of quick memory, or of sound judgment, we must ask—of what? He may be a judge with Causality and Comparison well developed, and he is therefore quick to see the principle involved or decided in the case; but, lacking humor, he is unable to see a joke. Men of good judgment of a horse race are not likely to be good judges of an oratorical contest. Managers of national exhibitions must have as many different Boards of Judges as there are classes of objects shown, and for each special class they select men who have just the special judgment required. The idea that one Board could perform the duty of another, or all the others, is entertained by nobody.'

"One other fruitful field for the study of Phrenology is among the insane. No alienist would hold to the theory that all cases of moral insanity are alike, and yet if you were to ask him why they are different you would

find, as a rule, that he could not answer the question. Writers on Insanity generally agree that pride or self-esteem is the most frequent cause of insanity among men; while jealousy is more frequently found among women. Now jealousy, as we know, arises from an excessive development of the social organs, and in such a case of derangement it could be readily diagnosed by a tyro in Phrenology. Cases of insanity arising from anger, amativeness, love of money, gluttony, can all be diagnosed very readily, if one is conversant with the principles of Phrenology.

"We all know and recognize that each one differs from another in many ways, and it may be added that the only science that points out the reason of this difference is Phrenology.

"The limits of this paper will not permit me to enter more fully into this subject. I will conclude by quoting the words of the great moral philosopher, Orestes A. Bronson, a most conservative man. Among other good things that he said in regard to Phrenology, was that, from his own observation, which had been somewhat extended, he was satisfied that the Phrenologists made some physiological observations not altogether worthless; and that their assertion of a connection between the instinctive tendencies of our nature and cerebral organization has led to a kind of observation on the different traits of individual character, which has enlarged our stock of materials for a natural history of man. 'They have,' he said, 'also made many valuable observations on Education, and the means of preserving a sound mind in a sound body, and induced many to turn their attention to the study of Mental Science who, but for them, might never have done it. This is considerable, enough to give them an honorable rank among the benefactors of their race, and a rank they should be permitted peacefully to enjoy, unless they claim one altogether higher and to which no man of any tolerable acquaintance with mental science can believe them entitled.' "

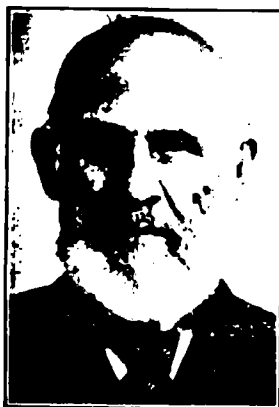
The Chairman then called upon Mr. Wm. M. Engle, of Philadelphia, who gave an admirable address on the subject of the evening, illustrating his remarks with original lantern slides.

A full report of Mr. Engel's address will appear in the next issue of THE PHRENOLOGICAL JOURNAL.

(Continued on page 34.)

The Scientific Christian Association Department.

ADDRESS BY E. P. MILLER, M. D., GIVEN BEFORE THE
AMERICAN INSTITUTE OF PHRENOLOGY.



E. P. MILLER, M.D.
(Rockwood)

"Man is the most complicated and yet one of the most scientific pieces of mechanism that has ever been produced on this earth. From the crown of his head to the soles of his feet, every tissue of his body and brain is formed on the strictest scientific principles. His bones, muscles, tendons, nerves, arteries and veins, in short, every fibre of his being, is organized in the most perfect manner and specially adapted to the work it is expected to perform. When properly used, and not abused, this wonderful combination of organs becomes the source of unalloyed happiness to every human being.

"Yet wonderful and beautiful as are all the varied portions of man's body, the great masterpiece of workmanship is the human brain, with its hundreds of little counterparts in the nervous system.

"The brain is the manufactory of thought, the home of the mind, and the medium through which we receive impressions of the material world. Through the brain and nervous system the power, intelligence, will, ingenuity, and, in short, all the attributes of the mind are made manifest.

"Each portion, too, of the brain structure has a function of its own, which is different from that of every other part. It has been clearly demonstrated that in the frontal region lie the reason and intellect; the summit is occupied by the moral faculties, while the base of the brain is the seat of man's affections, and upon its development depends his social and sexual nature.

"I will not, however, go farther in this direction, for the Fowlers have thoroughly gone over the ground. I must, however, call your attention to some of the early works and teachings of the Fowlers, for it is from them that I obtained my first knowledge with regard to the needs and the rights of the physical part of our being. O. S. Fowler's work entitled, 'Education and Self-Development Complete,'—including 'Physiology, Animal and Mental,' 'Self-Culture,' and 'Memory,' published by Fowler & Wells Company, is one of the most valuable works ever given to the public. It has already been of immense value to hundreds of thousands of the human family, and when its teachings are fully understood and practised, it will contribute many-fold more than any other book to the health and

happiness of all mankind. This book gives the true Science of Living in many respects. It explains the functions of nearly all of the organs of digestion, and gives a portion of the Anatomy and Physiology of the Digestive System; it also explains the functions of every single part of the digestive process, and is based on true scientific principles. It shows the effect of different kinds of food as it pertains to the health and happiness of every human being.

"Every department of the human system is governed by well-established laws. A violation of those laws leads to disease, pain, sickness and death. The great mass of the people are eating and drinking things that indicate they are in the broad road that leads to destruction. We have to take into consideration the functions of the brain as well as those of the body in discussing matters that pertain to the welfare of the human race. The original sin was in eating foods that contained evil elements; those evil elements were in the line of poison, or of baccilli. If the laws established by the Creator were obeyed, the people would not get sick. Sin is simply a violation of law, and all of the sins of the human race are from violations of laws that the Creator has established to govern their bodies as well as their minds. If the people who loved God obeyed His commandments and statutes, they would never be sick.

Christ came in order to save the life of the masses of the people, and that salvation was to come through His blood. The power of salvation of Christ's blood was in its purity, and the salvation of the masses of the people will come through the purifying of their blood. Jesus Christ told His disciples: 'Except ye eat my flesh and drink my blood ye have no life in you.' He then explained what He meant by that statement, for He said: 'My flesh is meat indeed, and my blood is drink indeed.' By this statement He meant that the blood that would save the people from disease, sickness and death would come from what they ate and drank

"The churches give scarcely any instruction with regard to what people should eat or drink, or how they should take care of their bodies. The object of organizing the Scientific Christian Association is to form a Society that will unite all the people who believe in Christianity and teach them what to eat and drink and how to live so as to enjoy perfect health, happiness, and eventually obtain eternal life. Jesus Christ said to His disciples: 'Enter ye in at the straight gate, for wide is the gate and broad is the way that leads to destruction, and many there be that go in thereat; because straight is the gate and narrow is the way that leads to Life, and few there be that find it.' The Scientific Christian Association will aim to obtain from all sources knowledge that pertains to the health and happiness of the human race. We want the truth wherever it is found."

Science of Health.

WHAT IS THE CAUSE OF SO MANY SUDDEN DEATHS?

The daily newspapers are reporting frequent cases of sudden death which are attributed to heart failure, apoplexy, Bright's Disease, and various other causes. Many of the most prominent business men of the country are dropping away in the very prime of life from diseases of this kind.

Now, the question arises, What are the causes of these diseases? In the minds of the medical profession the causes of these diseases are not looked into so much as the means of finding remedies for them. All of these cases are due to some specific cause, and in the large majority of cases it is from overeating and overtaxing the digestive organs. A large majority of the people eat a great deal more food than they can possibly digest and make into blood. When this takes place, the blood is impure, the poisonous elements are not carried out of the system, and they accumulate until they begin to block up the blood capillaries, and there is where the trouble begins.

Heart failure is simply a heart that has been overtaxed in its work and it gives out from exhaustion. Apoplexy is usually caused by a rupture of blood vessels in the brain, and the cause of that rupture is the blocking up of the capillaries in the brain, causing the blood to ooze out, and hence death often occurs very suddenly from that difficulty. Bright's disease of the kidneys can be attributed more to the eating of flesh of animals than anything else.

Dr. Wylie, the Agriculture Chemist of the United States, and Eli Michnicoff, the President of the Pasteur Institute of Paris, have simultaneously discovered what they call the "putrid baccilli" that is found in the colon of the human body. This baccilli is the cause of much of the disease to which the human family is subject, and most fatal cases are brought on from that cause. More attention needs to be paid to what people eat and drink, and how they digest their food, in order to avoid these diseases.

The prophet Isaiah said: "Behold joy and gladness, slaying oxen and killing sheep, eating flesh and drinking wine. Let us eat and drink, for to-morrow we die.

"But it was revealed in mine ears by the Lord of hosts, surely this iniquity shall not be purged from you until ye die, saith the Lord God of Hosts."

Intestinal indigestion is one of the diseases that proves fatal in many of these cases of sudden deaths, and all of them would be avoided if more attention was given to the kind and quality of foods that people eat.

PILES OR HEMORRHOIDS.

What are they? What is their cause, and how can they be cured? There are probably millions of people who have been troubled, more or less, by them. In many cases they often cause intense suffering.

They are caused by impurities in the blood which block up the capillary blood vessels in the rectum. In most cases the blood stagnates in the veins or arteries, which become enlarged and form tumors. They assume several different forms, and are frequently ruptured and bleed freely.

There is one variety that is outside of the body and is caused by severe contraction of the Sphincter Muscles, and in some cases it is with difficulty that they can be returned within. We are able to say that in most cases they can be cured without cutting or ligating or cauterizing, and without ether or chloroform, and with very little suffering.

Those who use flesh as food are more liable to suffer from hemorrhoids than those who do not. If vegetarians suffer from them, it is because they eat more food than they can possibly digest, and impurities gradually accumulate in the rectal veins. Sometimes the muscles contract so tightly that they obstruct the circulation of the blood, and it accumulates.

There are two of these muscles, an internal and an external Sphincter, and the enlarged vessels may be between the two masses, or between the internal and external.

Some years ago we had a set of glass dilators made that can be readily used, and the contracted muscles readily dilated, great relief being thus obtained. Shallow hot sitz baths, and frequent hot water injections alternately used for five minutes with cold water, will tend to remove the stagnant blood.

There are some cases where both the descending and transverse colon need thorough cleansing, as will be elsewhere considered.

The questions of diet and business occupation have to be regulated according to the case.

Persons who are troubled with hemorrhoids should avoid eating indigestible food, like the seeds of berries; strawberries, blackberries and raspberries, if used freely, will aggravate any case of hemorrhoids. There are some cases where a hypodermic injection of a mild solution will be beneficial, and no other operation is required for curing almost every case.





THE
Phrenological Journal
and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)

NEW YORK. LONDON. JANUARY. 1910

We Wish Our Readers a Bright New Year

THE NEW YEAR The New Year opens with strong evidences of renewed interest in the subject of Phrenology in all parts of the world, Australia, Japan, Stockholm, Finland, Germany, England, and various parts of America, notably Seattle, Wash.; Bowerston, Ohio; Philadelphia, Pa., and New York. We welcome these indications of practical common sense concerning the acceptance of the grandest Science that has ever been discovered. We welcome the good feeling that goes out from everyone at this time of the year, and with this good cheer if there goes a thought of its truth to belt the world with sufficient strength and loyalty to the Science of Mind, then thousands will be the converts to the Science above alluded to, and strong will be the recognition among all classes as to its usefulness.

The busy business man needs to understand it to help him to make the most of his opportunities; the young boy and girl just starting out in life need it to tell them which road to take on the chart of life; mothers and fathers need it in the bringing up of their children; every professional man and woman requires it to fully understand the scope of their work; and we

cannot see how anyone can be left out of our list as being beyond the pale of the application of the Science.

We therefore trust it will enter the home of everyone, and we appeal to all our friends to make a special effort during the year to secure ten new converts.

With this word of encouragement we open the new book of the new year of 1910.

WHEN YOU FOR- An article recently appeared in the *New York*
GET YOUR OWN *World* on this subject, when several stories were told
NAME.

about the strange disease, Aphasia, which seems to be increasing in frequency and causing no end of trouble by playing odd pranks with the memory of the victims. One case was that of a young lady who went up to a policeman on the street, and said: "I beg your pardon, Officer, but will you please tell me what my name is?" "Your name?" said the Officer. "Yes," said the young woman, "I have absolutely forgotten it, also where I live—in fact, everything about myself."

Another case was that of a man who was found by an Officer sitting on the curb. The man did not even know where he was sitting.

Still another case was given of a young lady who had to call up Central to ask what her telephone number was.

Other interesting cases, too numerous to mention here, swelled out the article. The thought was suggested that the increase of this disease is caused by the strenuousness of modern life, the exalted state of the average mind in these days of nervous and continual worry, with the lack of rest that we undergo.

The writer asks: "What is it, anyway, this strange suspension of the faculties of memory? Simply this: The brain stores away, as in a filing cabinet, millions of little facts to which it feels that it may some day refer. Dates, figures, arithmetical formulæ, names, statistics of various kinds—anything, in short, which it feels it may ever need. This filing cabinet is called the memory. There is practically no limit to the number of things that can be stored away there, for, though the filing place is very small, the number of drawers or cells it contains is incalculable. There the facts and figures, the knowledge of all sorts that human beings possess, are kept, and they are all at instant call when they shall be required. A system of wires runs from the various cells in the central office, called the Corpus Callosum,

which in turn runs wires to the eyes, the nose, the mouth, the ears—the brain office, which may at any time call on the filing cabinet for information.”

The writer continues: “We use this marvelous telephone system a million times a day. We do not even look with our eyes, but the action is flashed back to the Corpus Callosum and hence to the filing cabinet, which immediately gives us the information concerning what we are looking at. We do not think without calling on this filing cabinet for every word, every idea and every suggestion of any kind. Not one action do we perform that we do not use this filing system. It is a busy place, and the most remarkable



MEMORY CENTRES.

thing about it is the perfection with which it works. It replies to us instantly, as a rule, though sometimes its service is a little slow, as, for instance, when we call suddenly on it for information which we have not used for a long time. Take the occasion of meeting an old friend whom we have not seen since childhood. Instantly we call on our filing cabinet for his name. Sometimes it comes immediately, and again the cabinet, which works automatically so far as digging out the desired topic is concerned, takes a long time to find the person's name. Often we have to adopt some form of auto-suggestion

to help the system in its work. It is a favorite resource of some men whose memories are bad for names to begin with A, and work down the alphabet until they come to the letter which suggests the desired name. Often this method will bring it."

Phrenology recognizes many memories, such as the memory for places, names, numbers, colors, forms, faces, music, time as it passes, among others, and by understanding the location of the organs of the brain one can judge what faculties of the mind are diseased or deficient.

More than this, Phrenology can tell a person suffering from Aphasia how to overcome the annoying deficiency. Therefore all persons suffering in this way would do well to make a study of Cerebral Localization.

Correspondents.

J. I., Oldham, Eng.—You ask (1) what diseases are persons who have the Vital Temperament likely to suffer from.

In reply we would say that as the Vital Temperament has a strong predominance of arterial circulation, persons with this Temperament suffer from fevers, heart trouble, and inflammatory weaknesses. (See "Brain Roofs and Porticos," Chapter on "Temperaments.")

(2) The flatness in the temples below Constructiveness accompanies the Motive Temperament. People with the Vital Temperament rarely show this flatness. The organs of Tune, Constructiveness, Calculation, and Alimentiveness tend to fill up this portion of the head.

(3) You ask concerning the poles of the face. The heart or circulation is recognized in the chin; the lungs each side of the nose; the kidneys in the puffiness under the eye; the stomach in the center of the cheek, between the lower lobe of the ear and the corner of the mouth; and the liver on each side of the chin. A weakness of any of these organs would cause a diseased condition of that organ.

(4) A person who possesses a predominance of the Motive Temperament is liable to suffer from weakness both of the liver and the stomach. But with proper exercise, diet, and mode of life these weaknesses can be overcome.

(5) The Birthday Stone for January is the Garnet, which is emblematic of Constancy. By ancient physicians it was sometimes prescribed as an efficacious preventive of poisonous odors and malarial and other infectious

airs. The Garnet has also been regarded as the emblem of Love, and believed to possess this and other qualities commonly ascribed to the Ruby. THE PHRENOLOGICAL JOURNAL (1909) published a series of articles on Birthday Stones for each month, and explained their meaning.

A. S. T., Carthage, Ill.—In reply to your question as to what exercises are best for a well-balanced Temperament, we would advise you to read the articles published in THE PHRENOLOGICAL JOURNAL for 1904, as these were adapted particularly to the various temperaments, and you will get just what you want from these articles. We also recommend Dr. C. F. McGuire's book on "Rational Physical Culture."

E. S., New York.—When the eyebrows are elevated on the inner corner they are generally so as a result of much thinking concerning the forms and outlines of things. The brain is continually exercised by working out the proportion of one kind of work or another; sometimes it is of buildings; at other times it relates to the making of dresses, hats, umbrellas, shoes, or books.

What Phrenologists Are Doing.

JANUARY MEETING.

The next meeting of the American Institute of Phrenology will be held on Tuesday evening, January 4th, when Mr. E. Theophilus Leifeld, former Consul of Friburg, will deliver an address on "The Activity of the Mental Faculties." Practical examinations will be made during the evening, and a further discussion will be held on the question, "Is Phrenology an Exact Science?" We hope to begin the new year with renewed interest and enthusiasm.

THE FOWLER INSTITUTE.

Mr. D. T. Elliott, of the Fowler Institute, London, gives daily examinations at No. 4 Imperial Buildings, and weekly classes are held for instructions in Phrenology. The Alumni of the Institute hold monthly meetings when discussions are arranged for the mutual benefit of all present.

THE BRITISH PHRENOLOGICAL SOCIETY (INCORPORATED).

On December 14th a lecture was given before the above-named Society, by Mr. J. Gray, B. Sc. (Secretary of the Anthropometric Committee of

the British Association), on "Anthropometry and the Correlation of the Physical and Mental Characters of Man: with Demonstrations of the Method of Making Measurements." On January 21st a lecture will be given on "Cranial Landmarks and their Value to Students of Gall's Doctrine," by Mr. G. Hart-Cox.

During the week beginning November 30th, Miss Fowler attended the Cosmovilla Fair, on behalf of the Orange Memorial Hospital. She gave readings from the Head, Face, and Handwriting, and was kept busy all the time with interested parties.

On Saturday, November 13th, Miss Fowler attended the Bazaar for the benefit of the Williamsburg Bridge Hospital, Brooklyn, N. Y., on the invitation of Dr. Cora M. Ballard. At this Bazaar she delineated the characters of many of the Hospital staff, and succeeded in making many converts to Phrenology.

On December 10th and 11th Miss Fowler attended the Woman Suffrage Bazaar, held at the Martha Washington Hotel, New York City.

Miss Fowler has been giving a series of Talks to Mothers and Children on Friday afternoons at the Metropolitan Temple, Seventh Avenue, New York City, which have been highly appreciated by the mothers and children present. At the close of her addresses she has given a number of character readings of those present.

Dr. J. M. Fitzgerald recently gave a lecture in Jackson, and two in Detroit, Mich. He was most enthusiastically received in these places. On December 16th Dr. Fitzgerald gave a lecture before the Young People's League of St. Paul's Church, which is one of the largest churches in Chicago. On December 19th Dr. Fitzgerald visited Hillsdale, Mich., for phrenological work. The Doctor has been invited to lecture before the Ferris Institute, Big Rapids, Mich., in February. The President of this Institute is a strong believer in Phrenology.

An Anthropological Club has been started by the women of Detroit, headed by Mrs. Petit, who is an earnest student of Phrenology. Each member of the Club is doing good work, and that is a sure sign of the success of the Club.

Prof. and Mrs. E. J. O'Brien are once more settled in Toronto, where they intend to remain for some time to come, and do a good business as usual. They write that they are very much pleased with the JOURNAL, and note with satisfaction the improvements made from time to time, not only in the get-up, text, and illustrations, but the fine paper on which it is printed. They send good wishes for the New Year to all persons interested in Phrenology.

Prof. and Mrs. M. F. Knox, of Seattle, Wash., and Mrs. M. Hanson, have been giving lectures on Mental Science at Hennemann Hall, St. Louis, Mo. They recently visited New York, where they made many converts to Phrenology through their lectures.

Letters from Prof. Wm. E. Youngquist, of Stockholm, Sweden, state that he has been continuing his lectures on Phrenology with good results in and around that city.

We wish to call the attention of our readers to the advertisement in this magazine of Thomas C. Scott & Co., of Denver, Colo. We believe that if anyone wishes to invest in real estate in western lands, irrigated or otherwise, they will be able to find very attractive rates for so doing by writing to the above-named firm. This is a thoroughly reliable firm, and special rates are offered to clients on good security. We hope that through this medium many investors may take notice of the opportunity now offered.

Among the commodities for assisting domestic happiness is the Curtis Oil. Housekeepers know the advantage of having an oil that will brighten every kind of woodwork, from a floor to a piano and this is what the Curtis Oil accomplishes. It can be obtained in cans of a gallon, half gallon, quart, pint, or twenty-five cent bottles, at the office of THE PHRENOLOGICAL JOURNAL. We know this oil to be the best on the market, and therefore recommend it with confidence. Mr. Curtis has also invented a Floor Oil Mop, suitable to use with the oil.

THE NEW PHYSICAL AND MENTAL CULTURE.

A new System of Physical and Mental Culture has been started in connection with the Fowler & Wells Company, the object of which is to train the body in order to control the faculties of the mind.

A thorough Physical examination is made to learn if the subject is suffering from any organic disease.

How to sit, stand, and walk, together with exercises in breathing and vocalization are next given. These exercises are adapted to the different Temperaments, and, it may be added, they are totally different from those usually pursued in the gymnasium.

When the subject has control of his bodily movements, he is next taught how to control his mind and overcome its defects. Mental exercises are given to strengthen the mind, and which will, moreover, enable the subject to double his capacity for mental work.

A Phrenological Chart is also given, so that the subject can keep record of his future improvement.

We claim by this System to be able to renew the whole man, and it may be added that this is accomplished in a truly comprehensive manner.

The Physiological examination will be undertaken by C. F. McGuire, M.D., and the Phrenological examination will be given by J. A. Fowler.

THE AMERICAN INSTITUTE OF PHRENOLOGY.

(Continued from page 22)

Mr. John Meyer, of Philadelphia, was then asked to say a few words on his views of Phrenology as an Exact Science. He said, in part, that Phrenology does not need proof as to its truth, but it does seek recognition of its usefulness among business men, and he believed that the latter were beginning to appreciate it in connection with every day affairs. He was pleased to announce that a Gall and Spurzheim Society was being started in Philadelphia among earnest students of the subject, about twenty-five persons already having expressed their interest in uniting with such a society.

Mr. E. T. Leifeld, ex-Consul of Frieberg, spoke of our ability to test each faculty of the mind, and mentioned several experiences that had come under his own observation, more especially with regard to Continuity and the Perceptive Faculties. Further, he said, if a faculty had not been used for some time it was possible for a person to feel considerable pain in that part of the head when the faculty was called upon to do extraordinary work. He described the home of Dr. Gall, at Tiefenbronn, and said he would like to see a bust of Dr. Gall erected near the house where he was born. He believed that the people of Tiefenbronn would be equally glad to have such a bust erected.

The Chairman then stated that Mr. J. P. Knowles, of Smyrna, N. Y., one of the oldest subscribers to THE PHRENOLOGICAL JOURNAL, was present and had just subscribed one dollar to the fund for the bust of Dr. Gall.

Mr. M. H. Piercy, the Secretary, then made the announcement of the next meeting, which will be held on Tuesday evening, January 4th, when a fuller discussion of the subject would be considered, and an address would be given by Mr. E. T. Leifeld on "The Activity of the Mental Faculties."

Among those present were Miss Naylor, Miss Cook, Miss Baker, Mr. Knowles, of Smyrna, N. Y.; Mr. Lerman, and others.

WEDNESDAY MORNING TALKS.

Miss Fowler will resume her Morning Talks in January, on the 5th, 12th, 19th and 26th.

Subject: "The Woman Question." Men and women invited.

FOWLER & WELLS CO.

On February 29, 1884, the **FOWLER & WELLS CO.** was incorporated under the laws of the State of New York as a Joint Stock Company. for the prosecution of the business heretofore carried on by the firm of **Fowler & Wells.**

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

FOWLER & WELLS CO.

THE SUBSCRIPTION PRICE of the **PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE** is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders, Drafts on New York, or Registered Letters. All Postmasters are required to Register Letters whenever requested to do so.

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

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CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to **FOWLER & WELLS Co.**, and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the **PHRENOLOGICAL JOURNAL** and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

"The Nautilus," Holyoke, Mass.—"The Renewing of the Mind," by William E. Towne; and "The Oriental Religions and What They Can Teach Us," by Swami Vyavananda, are two interesting articles in the December issue of this monthly magazine. Another is on "Creating Life," by Hereward Carrington.

"The Phrenologist," London, Eng.—This magazine is the official organ of the Incorporated British Phrenological Society, and contains interesting news concerning the meetings held by the Society. The current number publishes in full a lecture given by Mr. Donovan before the said Society, on "Imitation in Professional and Private Life."

"Progress," Chicago, Ill.—This magazine, as its name implies, deals with progress along various lines, as the following articles indicate: "English and American Railways," by Jay F. Durham; "Mental Suggestion in the Pulpit," by J. Alexander Fisk; "A New Immigration Plan," by Charles Dillon; and "Psychotherapy," by Sheldon Leavitt, M.D.

"Naturopath," New York.—The current number contains, among other interesting articles, one on "Should Human Beings Eat Meat?" Another on "Progressive Philosophy." Many good hints on Health are given in this magazine.

"Phrenological Era, Bowerston, O.—The current number contains a

full report of the Ohio Phrenological Convention, held at Bowerston, Ohio, on October 7th and 8th. It states that there was a large attendance and great interest from first to last was manifested in Phrenology.

Other current magazines that have been received are as follows: "The American Review of Reviews" (monthly), New York City; "The Stellar Ray" (monthly), published by The Astro Publishing Co., Detroit, Mich.; "Success Magazine" (monthly), published by The Success Co., New York; "The Vegetarian Magazine" (monthly), published by The Vegetarian Co., Chicago, Ill.; "Wee Wisdom" (monthly), published by the Unity Tract Society, Kansas City, Mo.; "Hygiene and Physical Education" (monthly), published by the F. A. Bassette Co., Springfield, Mass.; and "The American Agriculturist" (weekly), published by the Orange Judd Co., Springfield, Mass.

Publishers' Department.

REVIEWS.

"Clues to Character." A Text-book on the Laws of Scientific Physiognomy and Graphology. By B. Dimsdale Stocker. Published by L. N. Fowler & Co., London, Eng., and Fowler & Wells Co., New York City. Revised and enlarged edition. Price, \$1.00 net.

This book should be read by everyone, for a careful study of its pages will enable one to read character correctly, to know just what people are at first sight, and thus avoid many disappointments and mistakes in life. The work is thoroughly practical and scientific, and treats of character as expressed in the face and in the handwriting. The chapters are on the following subjects: The Laws of Scientific Physiognomy: Its Rationale and Principles; The Sexes Compared; Temperament; Form; Color; Size and Proportion; Organic Quality; Health; The Head; Facial Angles; The Brow; The Nose; The Eyes; The Eyebrows; The Lips and Mouth; The Cheeks; The Jaws and Chin; The Ears; The Neck; Lineaments; The Hand; Graphology. The book is interesting as well as instructive, and we would advise everyone to secure a copy.

"The Education of the Will." By Jules Payot, Litt.D., Ph.D. Translated from the French by Smith Ely Jelliffe, M.D. Published by Funk & Wagnalls Co., New York and London. Cloth, 12mo. Price, \$1.50 net.

A great deal has been written on the subject of the Will. Although the present work has run through thirty editions, and has been translated into many foreign languages, this is the first translation into English. It gives valuable suggestions and exercises for the training of the Will. The author has treated the subject both in a scientific and popular way, and the

book should be of interest to the medical profession as well as to students of psychology and mental therapeutics. The author touches, for example, in a very sound manner upon the relations of the Will to athletic exercise, and intellectual labor; while bodily hygiene, eating and drinking, etc., are also considered from the point of view of the education of the Will. The joys of work are also discussed, and the part which good books play in training the spirit and the will. It is a work which all would do well to read, and we heartily endorse it as well as recommend it to our readers.

"The Modern Mother. A Guide to Girlhood, Motherhood and Infancy."

By H. Laing Gordon, M.D. Published by R. F. Fenno & Co., 18 East Seventeenth Street, New York. Fully illustrated. Price, \$2.00 net.

This book directs the attention of the mother to the rational means of preparing the body for its functions and of maintaining health during and after their performance. The period of girlhood is dwelt upon fully, as well as that of motherhood, and many useful hints are given with regard to the care of the infant. While the work is not a medical treatise, still minor complaints are described and treatment suggested up to the point when professional advice is necessary, which is clearly indicated in each case. The means by which illness may be prevented are also pointed out. The chapter on the training of the young child is a brief summary of the writer's lectures on the subject delivered at various times before the Parents' Union.

"How to Know Precious Stones." By Julius Wodiska. Published by George P. Putnam's Sons, New York City. Price, \$2.50 net.

Corallium rubrum, "noble coral," of gem quality, of beautiful rose pink color, which the Italian coral fishermen poetically call, *pelle d'angelo* (skin of an angel) is the calcareous skeleton of a polyp, a lowly organized marine animal, which sometimes is found—standing on a disc-shaped foot—on strange substances on the ocean's bottom, in one recorded case of fact, a human skull. This incident is but one of a thousand things of novel interest in "How To Know Precious Stones," a book written by Julius Wodiska, scientist, philosopher, philanthropist and forty years a dealer in diamonds and manufacturer of jewelry, and which has just been published. The grim osseous foundation for a growth of gem coral referred to has an anthropological relation, but in many other particulars "How To Know Precious Stones" will be interesting to those interested in phrenology—and to everybody. The novel phases of Mr. Wodiska's book of gems, adapted to the comprehension of all, are a record of the preferences of royalty and titled and distinguished persons for specific gems and, in some cases, expression of their sentiments concerning them. Mr. Wodiska states that he believes the credit for shattering the modern superstition that the beautiful opal is unlucky belongs to the late Queen Victoria, who gave

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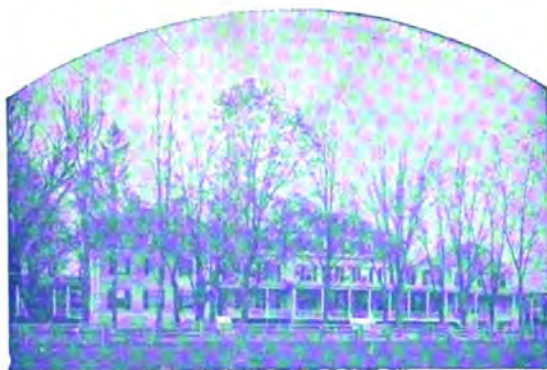
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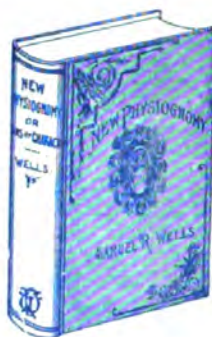
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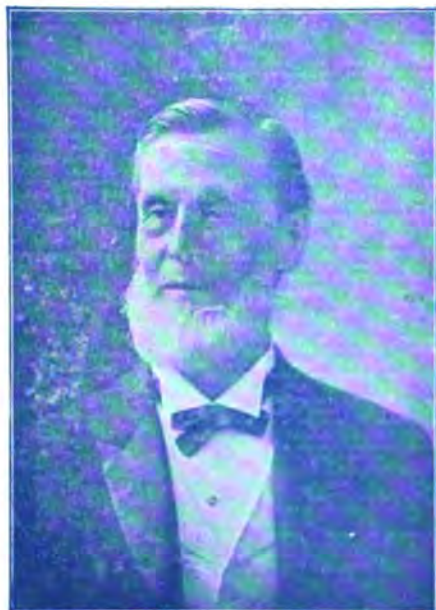
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INCORPORATED WITH THE
Phrenological Magazine (1880)



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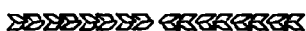
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WHOLE NO. 851

The Natural Language of the Faculties.

BY CRANIUM.

THE SOCIAL GROUP (*Continued*).

FRIENDSHIP.

The organ of Friendship, or Adhesiveness, as it was once called, takes its place among the faculties not as a sex organ, but quite independent of sex. It manifests affection for persons in a broad and liberal way. It is the fascination of one person for another. People often wonder what this fascination comes from, or why it exists. There is something in the human mind that unites people of different nationalities and religions to accord with each other, even though they are of different sexes. We can find many examples where that law exists. The organ of Friendship is so strongly accentuated in our lives that it helps us to form friendships although the object of our affection may be thousands of miles away from us. Distance does not affect friendship when this organ is largely developed. We may have a friend in every State in the Union, and when we are concentrating our thoughts upon our friends at Christmas time we realize then that our friendships cover the entire surface of the globe.

This faculty gives a strong social feeling, a love of society, and a desire to congregate in large numbers, to entertain friends on a large scale, to reciprocate attachments and indulge in friendly feelings.

It is located in the first and second occipital convolutions, and borders on the Angular Gyrus, beneath the posterior portion of the Parietal Bone, above Conjugality, between Combativeness, Continuity and Inhabitiveness, and below Cautiousness and Approbativeness.

It is divided into three portions. The upper portion, near Cautiousness and Approbativeness, expresses a desire for general society, large gatherings, and club life, and is called *Gregariousness*. There are many people who belong to a number of societies or clubs, instead of concentrating their



LARGE FRIENDSHIP.



SMALL FRIENDSHIP.

(Photos by Rockwood.)

attention on only one, as, for instance, a church society, as was formerly the custom.

The central portion, next to Inhabitiveness, gives a desire to concentrate one's social nature within the family circle, and manifests a strong love of kin, as we see in the Scotch. This is called *Love of Family*. Judge Lindsey has this portion of Friendship largely developed, and makes the Children's Court into a family circle, and loves all the boys who come into the court equally well. A minister of our acquaintance was selected for the Bloomsbury District, London, because he made young men his hobby and treated them as though they were his own sons. He was particularly successful in this department of his ministry.

The lower portion gives a person the power to make friends wherever he goes. It exchanges thoughts and feelings in a social manner, and generally leaves some attachment or friend behind in every city or country that is visited. This is called *Sociability*. It shows itself where there is a fraternal spirit.

The natural language of this faculty shows in its great activity, and

inclines people to cling together and embrace in order to demonstrate their regard. One often sees little girls going to school with their arms around each other's waist, which causes them to approach each other in the direction of the organ of Friendship. A dog, cat, or horse will rub its head where this organ is located on the hand, shoulder, or leg of its master. It gives the particular *function* of delight in returning affection and indulging in friendly feelings. In boys it generally shows itself in attachment to animals, such as pigeons, rabbits and dogs; while in girls it shows a fondness for dolls. Thus girls repeat their own experiences with their dolls whom they imagine are children.

This faculty enjoys the poetry of Moore and Burns, because so many of their poems express the sentiment of Friendship.

In order to bring out the activity of this organ, one should attend social functions and keep the heart open to all social influences. A married man should take his wife along when he goes to any social function where women are admitted, for such a course will increase the organ of Friendship in both. This is the faculty that makes men and women join the same associations. There are some, however, who prefer to be on a committee of one, and some people can work better alone. Such persons can only be leaders, and if on a committee prefer to be the chairman; their Friendship is not largely developed, and they do not see the need of cultivating it.

This faculty may become diseased when too large or active. Yet it is an organ that is necessary for the economy of man, because we cannot all get along without it, and it is right that a fraternal spirit should exist; but it should be kept under the guidance of the intellect and moral sentiments so that it may not be bestowed upon unworthy objects.

Germans have the central portion of this faculty largely developed; so have the Scotch. Both the Germans and the Scotch are attached to their families and are domesticated; while the French people, as a rule, have the lower portion of the faculty well developed, and are friendly in their habits, and take their friends out on their boulevards to enjoy the gaiety and sociability of a whole concourse of people.

INHABITIVENESS.

This is the faculty that gives the feeling of home and warms the "cockles of one's heart." It gives one a strong sentimental love for the place of one's birth, and of all home associations. Thus a man going home from business after a weary day of toil, feels a keen satisfaction in having a home of his own, if he has this faculty largely represented. Sometimes it broadens out to a larger sentiment of regard than for one's own home, namely for one's country, and persons are often homesick and pine after

their early associations when obliged to travel against their wishes. Sailors seldom are homesick, for they love the sea and the change that their life on shipboard brings them.

Its functional capacity gives a desire to have a permanent residence, and some people live sixty years in one locality, and even in one house.

In its dual capacity of love of home and love of country, what would have become of this country in the early history of this nation without this faculty being large in the volunteers who, as raw recruits, drilled themselves into enthusiastic soldiers? Study international law to find out who had it largely developed in the early history of this country.



LARGE INHABITIVENESS.



SMALL INHABITIVENESS.

(Photos by Rockwood.)

The faculty of Inhabitiveness is located in the first occipital convolution, on the central line of the brain, beneath the Parietal Bone. When large it shows itself in the angle of the Lambdoidal Suture, and in the case of the Motive Temperament there is generally a rocky condition of the skull at the sutures, and allowance must be made for this irregular development of the bone. When it is large in people of the Vital Temperament, the bones around it are not large, while the faculty may be well represented.

It is located between Parental Love, or Philoprogenitiveness, and Continuity, in the back part of the head, and on the inner side of Friendship.

It is divided into two parts. The portion toward the center gives a love of home and a desire to center one's pleasures in it, and is called *Love of Home*. The outer portion gives a love of one's country and is called *Patriotism*.

When small, one can travel and live under a hat. With large Locality, one desires to travel, and by carrying a few books and ornaments along

from home a person can make himself contented in his new abode and live happily for the time of his sojourn. I once examined a gentleman's cranium and told him he would want to travel about and move quite often. He said that he had moved nine times within ten years. He no sooner settled down in one place than he was looking out for some other locality in which to pitch his tent. He always had a desire to travel, and was never settled in one place for long at a time. Never employ such people as housemaids, cooks, waitresses, stenographers, book-keepers, or janitors, unless you want to be changing all the time.

This faculty is large in people who like to hear patriotic music. When Americans are abroad they like to hear the "Star Spangled Banner" played by a street band or orchestra. Some show this faculty in music quite largely developed. It is on this account that in schools the singing of patriotic music is encouraged, because there are so many foreigners coming to this country continually.

In order to cultivate this faculty, one should make things as beautiful as possible around the home, and endeavor to enjoy home associations. In order to restrain the faculty, one should take an interest in stories of travel by reading books on this subject; also by traveling abroad and going in company with others.

We find this faculty large in the Scotch, English and Swiss, and small in the German, Irish and Spanish. In the form of patriotism the Americans show this faculty most loyally developed.

A lad was taken to a school in Morristown from his home in New York City. After he had been there two days, he became homesick and thought he would start to walk home. He did so in the afternoon, walking all night, and reached home the next morning. Needless to say, he was footsore and hungry, but he satisfied his large Inhabitiveness.

CONTINUITY.

The organ of Continuity, or Concentrativeness, as it is sometimes called, gives connectedness of mind, thought and feeling. It makes a person patient and desirous of dwelling upon one thing until it is done. It helps the mind to hold the attention fixed upon one piece of work until it is accomplished. It is adapted to a person's need of doing one thing at a time.

Its function is to give thoroughness in the elaboration of ideas or the working out of the details of many plans, and enables us to keep the other faculties concentrated upon one object and to follow a train of thought uninterruptedly through all its details and phases until we reach a legitimate conclusion. It also gives unity and completeness to all mental thoughts.

It is found to be located in the first occipital convolution, and borders the parieto-occipital fissure, beneath the parietal bone. Dr. Ferrier has

located this centre in the occipital region of the brain, and speaks of it as the centre for the concentration of attention, and as the visual centre is situated in this area, there is some psychological reason why sight is essential for accurate memory. It is a remarkable fact that Spurzheim and Combe observe that this centre should be called Continuity or Concentration, and one often needs a pictorial representation to remember accurately. Hence the impressions made through the eyes are stored in this visual centre which is the medium of concentration of attention.

This faculty is also located below Self-esteem, above Inhabitiveness, and between the organs of Friendship.

It is divided into two parts. The outer portion gives ability to con-



LARGE CONTINUITY.



SMALL CONTINUITY.

(Photos by Rockwood.)

nect thought and feeling, and dwells continuously upon the welded subject until it is exhausted; this is called *Connectedness*. The central or inner portion gives power to apply the mind and concentrate the thoughts on one subject at a time, and is called *Application*.

In order to cultivate this faculty we should make such an arrangement of work or business as will compel us to attend to one thing with a steady adherence, and thus increase the activity of the faculty and promote the growth of this organ. The motto should be: "One thing at a time."

To restrain the influence of this faculty, one should try to frequently transfer the attention from one thing to another. Where there is a tendency to prolixity in writing or speaking, it is well to prescribe to one's self rather narrow limits and make it a point not to overstep them. Or engage in what will make one take constant notice of new things. Avoid abstraction of thought, and change the mental operations more rapidly.

Continuity is very largely developed in the German head, and only a little less so in the English, and the people of these nationalities generally stick to one thing; they are brought up to one trade or profession, and generally remain in it throughout life. If engaged in Literature or Art, they produce elaborate and finished works noted for unity and completeness. Americans and Australians appear to have but little time to develop this faculty, and have only a moderate endowment of it; hence they are correspondingly versatile and often change their occupation. We have met many examples of those who have first become a Lawyer, then a Doctor, and finally a Merchant and Business Man.

We know a person who had this faculty large, who was an inventor, and he could talk of nothing else but his invention. We once met a mother who possessed this faculty in a large degree, and she could talk of nothing but her baby, and appeared to ignore the fact that there were other babies in the world to talk about as well, which showed the expression of Philoprogenitiveness as well as Continuity. We find that among physicians who are specialists this faculty is largely represented.

Some instances in history are noteworthy examples of this faculty where the exercise of the power of abstraction of mind has been marvelous. To this patient habit of concentration Newton is indebted for many of his great discoveries. An apple fell upon him in his orchard, and the system of abstraction enabled him to work out the principle of gravitation. It is said of Socrates that he would frequently remain an entire day and night in the same attitude absorbed in meditation; and La Fontaine, Thompson and Descartes experienced the same abstraction of mind. Mercator, the celebrated geographer, found such delight in the ceaseless progression of his studies that he would never willingly quit his maps to take the necessary refreshments of life. In Cicero's "Treatise on Old Age," Cato applauds Gallus, who, when he sat down to write in the morning, was surprised by the evening, and when he took up his pen in the evening was surprised by the appearance of the morning. Buffon described similar delicious moments with his accustomed eloquence, and said: "Invention depends on patience; contemplate your subject long, it will generally unfold till a sort of electric spark convulses for a moment the brain and spreads down to the very heart a glow of inspiration. Then come the luxuries of genius, the true hours for production and composition; hours so delightful that I have spent twelve and fourteen successively at my writing desk, and still been in a state of pleasure." It is probable that the anecdote related of Marini, the Italian poet, is true; that he was once so absorbed in revising his Adonis that he suffered his leg to be burnt for some time without any sensibility.

Personality in Business.

BY J. ALLEN FOWLER.

How to Analyze and Select Business Men by the New Method of Character Reading.

HINTS FOR THE EMPLOYER.

Professor Hugh Munsterberg recently said that "divorce between a man and his occupation is often more urgently needed than divorce between a man and his wife, for a man and his vocation are seldom one as they ought

<u>The Personal Equation</u>	
<u>A Wholesale Business Man.</u>	
<u>Faculties and Features Needed.</u>	
Large (1) Destructiveness	(1) Strong Frame
" (2) Combination	(2) Healthy Constitution
" (3) Firmness	(3) Executive Nose
" (4) Locality	(4) Square Chin
" (5) Eventuality	(5) Broad Head.
" (6) Order	(6) Prominent Brow
" (7) Calculation	(7) Large Eyes
" (8) Sublimity	(8) Medium Height.
<u>Hints For The Employer.</u>	

to be, and the waste of energy in the lives of those who merely drift into their occupations is a great national misfortune." The Professor says, further, that a vocation should be the greatest source of happiness, but it is usually the first cause of unhappiness. The boy who shifts from one business to another is wasting national energy and labor. Did he know before he started his career just what sort of work would best suit his mental and physical make-up, he would be able to find his place at the outset.

We believe that Prof. Munsterberg is right, and if employees had a better understanding of themselves, employers would have an easier task in becoming suited with the right kind of help, and the wheels of business would run along more smoothly.

In the present article we will suggest how an Employer can select a Wholesale and a Retail Man; an Outdoor and an Indoor Salesman; an Importer and an Exporter; a Promoter of Business and a Contractor; a Real Estate Man and an Insurance Agent; a Window-Dresser and a Writer of Advertisements.

If an Employer would analyze his Employees, and take notice of their general form of head, he would save himself many mistakes and prevent many misfits in business life.

A Wholesale Business Man.—An Employer, when looking for a Wholesale Business Man, will find that he needs a person with a Motive Temperament, who has large (1) Destructiveness, (2) Combativeness, (3) Firmness, (4) Form, (5) Locality, (6) Eventuality, (7) Order, (8) Calculation, and (9) Sublimity.

<u>How to Study the Business Man</u>	
<u>A Retail Business</u>	<u>Man</u>
<u>Faculties and Features Needed</u>	
<ul style="list-style-type: none"> • Large (1) Human Nature • (2) Agreeableness • (3) Mirthfulness • (4) Perceptives • (5) Calculation • (6) Language • (7) Benevolence • (8) Approbationness 	<ul style="list-style-type: none"> (1) Bright Expression (2) Winning " (3) Arguing nose (4) Small Eyes (5) Blue " (6) Round Chin (7) Large Back Hand (8) Vital-Mental Temperament.
<u>Hints For The Employer</u>	

The head of the Wholesale Business Man will necessarily be broad above and behind the ears, to give him (1) executiveness, and (2) courage; high from the opening of the ears to the top of the head, to give him (3) stability and perseverance; fully developed above the eyes and in the center of the lower forehead, to give him (4) memory of forms and outlines, (5) memory of places, and (6) memory of names and events; well developed on the outer angle of the eyes, to give him (7) method and system, and (8) power to calculate quickly; and broad on the side head, above the ears, to give him (9) breadth of thought and business capacity.

The general appearance of the Wholesale Business Man is strong and healthy. In height he is rather above the average, with an executive nose,

a square chin, a broad and rather high head, well filled out above the eyes.

A Retail Business Man.—An Employer who desires to select a Retail Business Man will find that he needs a person with a decided Vital Temperament, with large (1) Human Nature, (2) Agreeableness, (3) Mirthfulness, (4) the Perceptive Faculties, (5) Calculation, (6) Language, (7) Benevolence, and (8) Approbativeness.

The head of the Retail Business Man will therefore be full in the center of the upper forehead, to give him (1) capacity to read character at a glance; broad on either side of the top of the forehead, which will give

The Science of Selecting
Outdoor Business Men.

<u>Faculties and Features Needed.</u>	
Large (1) Firmness	(1) Activity
" (2) Destructiveness	(2) Strength
" (3) Combative ness	(3) Wiri ness
" (4) Vitalive ness	(4) Broad Shoulders
" (5) Acquisitive ness	(5) Height Above Average
" (6) Evenluality	(6) Broad Head
" (7) Locality	(7) Ruddy Complexion
" (8) Order	8 Keen Eyes

Hints For The Employer.

him (2) geniality, and (3) good humor; well developed just above the eyes, in the lower forehead, which will give him (4) memory of forms, outlines, colors, etc.; square on the outer angle of the brow, which will give him (5) capacity to add up his bills quickly; fully developed under the eyes, to give him (6) capacity to express himself freely to his customers; high in the center just above the top of the forehead, which will give him (7) capacity to get in touch with the needs of everyone he serves; and high in the top back head, which will give him (8) an ambition to make a good record in his business.

The general appearance of a Retail Business Man is bright and winning; his nose is aquiline, his eyes are small but keen in expression and his head is well filled out in the posterior region.

An Outdoor Business Man.—An Employer who wishes to select an Outdoor Business Man will find that he needs a person with a Motive

Temperament, and one who possesses (1) Firmness, (2) Destructiveness, (3) Combativeness, (4) Vitativeness, (5) Acquisitiveness, (6) Eventuality, (7) Locality, and (8) Order.

The head of the Outdoor Business Man will necessarily be well developed in the upper back head, and perpendicularly on a line with the ears, which will give him (1) will power; broad in the basilar region, which will give him (2) pluck to endure, (3) courage to surmount impediments in his way, and (4) a good hold on life and a healthy organization; well developed in the side head, behind the temples, to give him (5) an interest in making money and acquiring property; full in the central part of the forehead, which will give him (6) a memory of events connected with his business; full just above the brow toward the center of the forehead, and square on the outer

<u>The Personal Equation</u>	
<u>An Indoor Business Man</u>	
<u>Faculties and Features Needed</u>	
Target (1) Causality	(1) Robust
• (2) Comparison	(2) Animated
• (3) Human Nature	(3) Stature, Short
• (4) Order	(4) Round Head
• (5) Calculation	(5) High Forehead
• (6) Conscientiousness	(6) Medium Eyes
• (7) Veneration	(7) Round Chin
• (8) Secretiveness	(8) Clear Complexion
<u>Hints For The Employer</u>	

lower edge of the brow, to give him (7) a memory of places where his materials are, and (8) system in the arrangement of his work.

The general appearance of an Outdoor Business Man is one of strength, activity, grit and wiriness. His shoulders are broad, and his height is above the average; while his head is broad and square rather than long and narrow. His complexion is ruddy, and his eyes keen.

An Indoor Business Man.—An Employer who wishes to select an Indoor Business Man needs a person who has the Vital Temperament, and one who has the following faculties largely represented: (1) Causality, (2) Comparison, (3) Human Nature, (4) Order, (5) Calculation, (6) Conscientiousness, (7) Veneration, and (8) Secretiveness.

The head of an Indoor Business Man will consequently be broad in the upper part of the forehead, and will give him (1) capacity to think out original plans and solve complex problems in his work, (2) analytical capacity, and (3) a quick realization of the motives and characteristics of others; broad on the outer angle of the brow, which will give him (4) method in the arrangement of many details, and (5) great calculating powers; broad on the posterior lateral and middle parts of the coronal region, to give him (6) honesty in all his dealings, and (7) respect for his superiors; and full in the middle lateral portion of the brain, to give him (8) tactfulness and reserve in speech and action.

<u>How to Study The Business Man</u>		
<u>An Importer or Buyer</u>		
<u>Faculties and Features Needed</u>		
Large (1) Individuality		(1) Symmetry
" (2) Locality		(2) Blending of
" (3) Color		(3) Mental and
" (4) Calculation		(4) Physical
" (5) Human Nature		(5) Powers
" (6) Comparison		(6) Regular
" (7) Ideality		(7) Features
" (8) Acquisitiveness		(8) Broad Ears
<u>Hints For The Employer</u>		

The general appearance of an Indoor Business Man will be somewhat short, stout and plump, compared with the Outside Business Man. His head will be well developed anteriorly, round, rather than long or broad, and high in the front. His countenance will be ruddy, animated and enthusiastic, rather than serious, calm and dignified.

An Importer or Buyer.—An Employer who wishes to select an Importer or Buyer should choose a person who has a Motive-Mental Temperament, who has (1) large Individuality, (2) Locality, (3) Color, (4) Calculation, (5) Human Nature, (6) Comparison, (7) Ideality, and (8) Acquisitiveness.

His form of head will show breadth between the eyes in the center of the lower part of the forehead, which will give him (1) a desire to see objectively everything connected with his business; fullness over the inner

corner of the eyebrows, which will enable him (2) to enjoy traveling; fullness in the middle of the eyebrow, giving him (3) power to distinguish all the shades of color and the relation of harmony or discord between them; fullness on the outer angle of the eye, which will enable him (4) to study the cost of goods when he is traveling abroad and visiting the manufacturing; fullness in the median line of the upper forehead, which furnishes him (5) with an intuitive knowledge of character, and (6) with power to analyze and to quickly pick out the material he wants from scores of samples; fullness along the temporal ridge of the temporal bone, half way between the middle line of the superior part of the head, to give him (7)

<u>Human</u>	<u>Values</u>
<u>An Export-</u>	<u>Business Man</u>
<u>Talents and Features Needed.</u>	
Large (1) Destructiveness " (2) Combativeness " (3) Self-Esteem. " (4) Conscientiousness " (5) Sublimity. " (6) Calculation " (7) Order. " (8) Comparison	(1) Tall (2) Bony (3) Muscular (4) Large Head. (5) Full Base (6) Large Eyes (7) Broad Chin. (8) Rereating Brow.
<u>Hints For The</u>	<u>Employer</u>

good taste in the selection of that which is beautiful, refined and perfect; and fullness in the middle of the side head, to help him (8) to buy economically.

The general appearance of the Importer or Buyer is seen in the symmetry of his head, with a fine blending of the mental and physical powers of brain and body. His features are regular in development, and he gives the impression of strength and durability.

An Exporter.—An Employer who wishes to select an Exporter for his goods should choose a person who has a Motive Temperament and a large development of (1) Destructiveness, (2) Combativeness, (3) Self-Esteem, (4) Conscientiousness, (5) Sublimity, (6) Calculation, (7) Order, and (8) Comparison.

The head of the Exporter will be broad in the basilar region of the head, just above and behind the ears, which will give him (1) energy and executiveness in his work, and (2) ability to stand up for his rights; high in the crown of the head, to give (3) dignity of bearing; broad across the posterior top head, which will make him (4) just in his dealings with men; broad in the central part of the side head, to give him (5) a consciousness of the magnitude of his work which is generally of a large order; broad in the outer angle of the eye, which will give him (6) arithmetical talent in making contracts to sell his goods, and (7) ability to classify all his goods before selling them; and full in the central part of the upper forehead, on

How to Study The Business Man.

A Promoter of Business

Faculties and Features Needed.

Large Language " (2) Calculation " (3) Acquisitiveness " (4) Destructiveness " (5) Combaticiveness " (6) Sublimity " (7) Hope " (8) Self-Esteem	(1) Strong Features (2) Prominent Brow (3) Broad Shoulders (4) Broad Head (5) Broad Chin (6) Shrewd Eyes (7) Motive Tempt. (8) Tall Stature
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Hints For The Employer.

the middle line, to give him (8) ability to perceive differences and resemblances between his goods and those of others.

In appearance the Export Business Man will be tall, bony and muscular rather than fleshy and short in statute. His head will be large and well developed over the brow, and somewhat retreating in the top of the forehead.

A Promoter of Business.—An Employer who is looking for a Promoter finds he must have a well balanced Temperament, and the following organs largely developed: (1) Language, (2) Calculation, (3) Acquisitiveness, (4) Destructiveness, (5) Combaticiveness, (6) Sublimity, (7) Hope, and (8) Self-Esteem.

The head of the Promoter will show fullness under the eyes, as Language is located in the third frontal convolution of the brain, and manifests itself under the eyes, giving him (1) copiousness of expression;

breadth on the outer angle of the eye, to help him (2) to reckon the profit and loss of a business scheme and submit contracts; breadth in the center of the side head, in the anterior region, which will give him (3) capacity to enjoy business life, the making of bargains, and engaging in commercial enterprises where money and property are concerned; breadth of head between, above and around the ears, to give him, as a promoter of business, (4) capacity to get through a large amount of work in a short space of time, and (5) courage to press his schemes and plans without being discouraged; fullness in the middle and superior part of the side head, on a perpendicular line with the fore part of the ear, which gives him (6) the necessary idea of

<u>The Science Of The Right Selection</u>		
<u>Of Contractors. of Business</u>		
<u>Faculties and Features Needed</u>		
Large & Combativeness		(1) Strong muscles
" (2) Acquisitiveness		(2) Medium Height
" (3) Destructiveness		(3) Tough Framework
" (4) Constructiveness		(4) Ruddy Complexion
" (5) Firmness		(5) Short Neck.
" (6) Comparison		(6) Bright Eyes.
" (7) Form		(7) Large Hands
" (8) Calculation		(8) Broad Heads.

Hints For The Employer

expansion in business and an appreciation for comprehensive plans, and (7) buoyancy and elasticity of mind; and height in the posterior part of the top head, to give him (8) capacity to take responsibilities and show an independent mind.

The general appearance of the Promoter shows itself in his strong features, prominent nose, broad shoulders, and general breadth of head in the basilar region, shrewd and intelligent eyes, and a broad chin.

A Contractor.—An Employer who is looking for a Contractor should select a man who has large (1) Constructiveness, (2) Acquisitiveness, (3) Destructiveness, (4) Combativeness, (5) Firmness, (6) Comparison, (7) Form, and (8) Calculation.

The head of the Contractor will be broad in the temples, to give him (1) ingenuity in making contracts to suit different customers; broad in

the middle of the side head, behind the temples, to help him (2) to value, use, save, and lay out money to advantage, and get the right price for his contracts; broad above and behind the ears, to give him (3) energy and capacity to hustle in getting business, and (4) power to stand up for his own rights and prevent others from taking advantage of him in any way; high on the top of the head on a perpendicular line with the opening of the ears, to give him (5) stability in making contracts that are binding; full in the center of the upper part of the forehead, to give him (6) power to analyze his work; a full development on the inner corner of the eyes and the outer angle of the brow, to give him (7) capacity to point out the dimensions of his plans, if he is contracting for so much iron, wood, or steel, and (8) ability to handle figures with ease and rapidity.

In general appearance a Contractor is of medium height, with a short neck, ruddy complexion, and a medium quality of organization, strong, sinewy muscles, tough framework, bright, businesslike eyes, and large hands.

Questions on

HOW TO SELECT BUSINESS MEN.

- 1.—What does Prof. Hugh Munsterberg say with regard to a vocation?
 - 2.—How can an Employer select a suitable Wholesale Business Man?
 - 3.—What faculties will an Employer find in a Retail Business Man?
 - 4.—How can an Employer select an Outdoor Business Man from his appearance?
 - 5.—What faculties should an Indoor Salesman possess?
 - 6.—How can an Employer select an Importer of goods?
 - 7.—What faculties should an Exporter possess?
 - 8.—How can a Promoter of Business be selected from his appearance?
 - 9.—How can an Employer select a good Contractor?
 - 10.—What faculties does a Contractor possess?
 - 11.—What is the general appearance of a Contractor?
 - 12.—What is the difference in the mental equipment of the Outdoor and the Indoor Man?
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Builders of To-Day.

BY THE EDITOR.

A FINE TYPE OF BUSINESS MAN.

It is well for us sometimes to take a man from the ranks of the business world instead of always following the practice of setting forth the characteristics of a well-known public man like Carnegie, Rockefeller, Hale, Darwin, and show the stuff of which some of our unostentatious business men are made. It is our intention, therefore, to give our readers the benefit of the portrait of a man who has stood for forty years in the midst of a strenuous business life in the city of New York and sustained himself in a large printing house where yearly over a million and a half books are printed for one firm alone, and where the World Almanac has been published for many years.

His picture, which is an excellent one in every respect, shows him to be a man who has taken good care of himself mentally and physically, and has not allowed business life or social etiquette to interfere and break down



MR. JAMES STEWART.

any of the conditions that have been favorable to the maintenance of his health, and this is what a large number of business men to-day are unable to say. As a well preserved man just past the meridian of life, he has much for which to be thankful when passing through the arena of a busy, burdensome business life.

Moreover, his organization shows that a business man can at the same time be an honest man, that he does not need to resort to the so-called "tricks of the trade," or submit to dishonest dealing in order to earn a livelihood.

His organization indicates strength of character from three points of view: first, his executive ability, from the well-developed basilar region of his brain, which indicates that he does not allow the grass to grow under his feet, nor is he an "easy mark" for the man who is always looking about to take in a too credulous client.

Second, his intellect shows him to be a practical, observant man who looks right through business matters with the eye of an expert. He plainly shows that he is a man of reflection, and reasons everything out in a clear and concise way.

Third, his moral elements of character are strong, and give him a sense of equity, justice, sympathy, thoughtfulness, consideration and respect for others.

Another phase of his character which is very strongly marked is his social nature, though it does not show in his photograph as it is located in the posterior or back part of the head. He is particularly true, constant and considerate in regard to his family, friends, and associates, and does not give up his friends because they have misfortune or become reduced in circumstances, and it is said of him that he is held in close regard by those who have worked for him for many years, and therefore the saying "once a friend, always a friend," is applicable to him.

He is a very versatile man, and is able to see the usefulness of new things that appear on the horizon; yet he is a man who is stable in carrying out a principle of life that he believes to be right and just.

His ambition is another strong characteristic. He is not one to do a thing unless it is perfectly arranged beforehand, and he is willing to take considerable pains to secure the highest results for his labor.

He is a man who is not daunted by large and enterprising plans of work. He enjoys the contemplation of the vast and sublime in Nature. Thus a beautiful bit of scenery, a fine waterfall, or a terrific storm all appeal to him, and the cañons of the West must always inspire such a mind as his.

Another feature of his character shows itself very distinctly in his artistic taste. He could have become an Artistic Printer, and have done embossed work with great success.

Many of the characteristics of his mother appear in his organization, such as his fine quality of organization; his foresight in looking ahead, and capacity to give advice and counsel to others; his strong sympathies which enable him to see the needs and requirements of his fellow men; and his human nature which has always guided him aright when he has trusted to his intuitive judgment.

Lastly, he is a man who would have sustained a seat in Congress with dignity, distinction and honor, or any office where public interests and the needs of his fellow men were under consideration.

Therefore he will, as a man among men, be known for his foresight, prudence, ambition to excel in whatever he undertakes to do, resolution in carrying out a purpose, conscientious principle and integrity of mind, respect for superiors wherever he finds them, keen sympathy in getting in touch with people, active human nature which gives him intuitional power to judge correctly of character, artistic taste and refined feelings, and conjugal attachment to his friends.

He could be a leader of men, could superintend large lines of work, or be connected with some large moral or philanthropic cause, for his mind understands and appreciates the unfoldment of such work, and he is well equipped mentally to take hold of responsibilities where others are concerned.

He has always been able to maintain the love and respect of all his employees, and has had the same men working for him for twenty and twenty-five years, and whenever he can help his employees in times of trouble he is always willing to do so. He never allows his cares to be a burden, and tries to make people happy. His favorite expression is, "It is all sunshine."

He is a member of the Methodist Episcopal Church, is a Mason, a member of the Royal Arcanum, and has been Treasurer of the Columbia Yacht Club for six years.

THE POWER THAT COMES FROM WITHIN.

All power that is worth anything comes from within. Mind cannot express itself without continued effort, and some kinds of effort are harder than others; thus in order to grow we must break up new soil and let the sun, air and water penetrate below the soil that it may be impregnated with life.

The American Institute of Phrenology.

Address given by William M. Engel, December 7th, on

"IS PHRENOLOGY AN EXACT SCIENCE?"



The address given by Mr. Engel on the above subject was handled in a masterly way. He illustrated his remarks by a number of lantern slides which proved that Phrenology is an exact science by the "process of induction" and explained the relation between empirical observation and experimentation in relation to the development and operations of the mind.

He mentioned the interesting fact that Dr. Northrup, of the Hahnemann Hospital, Philadelphia, had made some observations, experiments, and surgical operations upon the head of a young person who, through an injury to the brain, became unaccountable for his acts and developed into a thief, and told how the celebrated surgeon, partly through a knowledge of the localization of the functions and faculties of the brain, successfully operated upon his subject, changing the result of his accident into a normal development of character. This fact, with many others, went to prove, the speaker said, that the brain was divided into organs and the mind into faculties.

He further stated from a psychological point of view that Phrenology should be classed with such subjects as Geology, Astronomy, Physics, Chemistry, and New Psychology, by first proving to the satisfaction of his audience that Phrenology was an exact Science from the Psychologist's own process of induction; in Slide No. I he explained that:

I.—OBSERVATION included Enumeration, Measurement, and Statistics; and, furthermore, that the process of Observation was subdivided through (a) PRACTICAL OBSERVATION (which waits on conditions), and was used in the study of Geology in the examination of rocks; in Astronomy in the examination of the heavens; and in Physics, Chemistry, and Phrenology in their various ways. (b) EXPERIMENTATION (which controls conditions) was found to assist the study of Physics in its formulas; Chemistry in its combinations; and Phrenology in its investigations of organs and faculties; and also New Psychology and Metaphysics.

One very conclusive point was demonstrated, that while Geology and Astronomy were to be explained through Practical Observation alone, Physics, Chemistry, and Phrenology were to be explained by Practical Observation and also further demonstrated by Experimentation, while New

Psychology and Metaphysics were governed only by the law of Experimentation, and not by Practical Observation.

In Slide No. II, the speaker called attention to EXPLANATION, under which heading we were told that (a) Analogy was an Incomplete Explanation, and referred to isolated examples or instances. While (b) was a complete Scientific Explanation, and the latter selected an Hypothesis, or a process of Constructive Imagination, and confirmed or denied it by direct and collateral evidence.

It was necessary for us to realize that, as Creighton has said, "Analogy is an argument from examples or instances, its value depending upon the real identity in some important aspect of the case compared."

In Slide No. III we were reminded that Hypothesis was a guess or supposition made to explain some fact, or group of facts, and that "a Good Hypothesis" is as follows;

1. Shall be conceivable and not absurd.
2. Shall be of such a character that deductions can be made from it.
3. Shall not contradict any of the known laws of Nature.

In Slide No. IV, the speaker explained that:

The Brain is a Congeries of Organs, based upon Practical and Experimental Observations.

Hypothesis:

Law of Specialization of Function established by multitudinous facts, as stated by Herbert Spencer, namely: "Localization of Function is the law of all organization."

Slide V showed the following conclusions:

The Skull is moulded to the Brain (based upon Practical Observation).

General Analogy (oyster and its shell).

Hypothesis—Law of Growth (known facts of circulation).

Special Analogy (muscle and skin).

Double Hypothesis:

Law of Special Development.

Law of Compensation or Accommodation.

Conclusion by Deduction: Hence the skull, which is of minor consequence in function, is a protection for the brain, and accommodates itself to the growth of the brain.

Thus the speaker practically proved that Phrenology is an exact science because it can be handled and dealt with through Practical Observation and Experimentation,, and to use the words of scientists and psychologists, any subject that can be thus proven, is considered to be established as an Exact Science.

JANUARY MEETING.

The fourth meeting of the season in connection with the above Institute was held on Tuesday evening, January 4th, when an interesting address was given by Mr. E. Theophilus Liefeld, former Consul of Freiburg, on "The Activity of the Mental Faculties." A letter was read from the President, Dr. Charles H. Shepard, in which he expressed his interest in the subject of the evening's discourse.

The Chairman remarked that there was a growing interest in Phrenology, as was evinced by the reports that came in from various parts of the world, and she hoped they would all read the first editorial in the January issue. She also said that in order to test the location of the mental faculties she had taken occasion to live in every faculty of her mind.

The speaker of the evening, Mr. Theophilus Liefeld, was then introduced. At the close of Mr. Liefeld's remarks (which will be reported at greater length in the next issue of the PHRENOLOGICAL JOURNAL), Mr. Singleton, of Dover, N. J., spoke of his experiences with regard to the development of the faculties. A knowledge of Phrenology, he said, had saved his life, for it had taught him how to live. Mr. H. H. Davis, of East Orange, N. J., said he had often felt a pressure and a headache across his faculties of Causality and Comparison, by a constant use of them, and had benefited by a knowledge of Phrenology in his work. Mr. Joseph Gaudolfo remarked that he had been interested in Phrenology for many years, and he believed that man had not yet reached his highest state of civilization.

Miss Fowler made an examination of Mr. Singleton and Mr. Gaudolfo, and compared the two, one having a very fine organization and a mental temperament, and the other a strong perceptive intellect, with a motive temperament, and pointed out what their mental activity should be in each case.

The Secretary, M. H. Piercy, made the announcement of the future meetings, and said that some people had too much brain and others not enough; he remembered a college boy who was slow in expressing his mind until one day he had an accident which relieved him of a portion of his brain, after which he became bright, entertaining, and able to use his brain availably. He said that Mr. Geo. Singleton, of Dover, would give an address on "Commercialism and the Basilar Brain" at the next meeting which would be held Tuesday evening, Feb. 1st, and hoped all present would make an effort to attend.

Among those present were C. B. Cox, Eugene Smith, Harold H. Davis, Charles H. Billings, Hugh McCann, Joseph Gaudolfo, George Frank, G. N. Klemmyer, Mrs. R. A. G. Fraser, Miss C. A. Richardson, Miss S. E. Baker, and Miss Charlotte Huber, among others.

Science of Health.

PREVENTION OF DISEASE.

It is a great pleasure as well as a privilege to be able to relieve the pain of disease or any distress of the community, but it is a much nobler work to prevent any calamity. We are constantly advancing to a higher civilization. Whatever tends toward the amelioration of present conditions should be encouraged. The science of prevention is advancing, and the time coming when instead of curing disease we shall be able to wipe it out of existence.

Success in life depends upon the stock of vitality of the individual, and a nation's power lies in the vigor of the people. The losses to the nation from disease are appalling. Relief will come from education and sanitary science. Too often we are obliged to learn through personal experience, but as we advance the experience of the past will be more and more utilized.

Says Dr. Paul DuBoise, of Berne, "Man is the only animal who does not know how to live. He alone loses his way, falls into the same mistakes after having been punished a hundred times, and when he suffers accuses his unlucky stars or reproaches some one else for his unhappiness."

Disease is generally looked upon as a hydra-headed monster necessitating a poison to be dislodged from his hiding place, but really it is a good friend, an outward expression of inward corruption. There is danger in trying to suppress this manifestation. The safest and best way of relief is to aid the work of nature and then look for the cause of the trouble, which, in nine times out of ten, comes from the head center of the digestive tract, the stomach.

No sane man would think of attempting to suppress a boil, or cover it up, with the vain idea that the usual eliminatory organs would throw this morbid matter out of the body. The result of such a procedure would be to increase the violence and virulence of the boil, and possibly terminate in blood poison. This is true of all attempts to frustrate nature in her efforts to relieve the system of diseased conditions, which are nature's safeguards and also a warning to change the mode of living which makes such conditions possible. That would reach the cause of disease and prevent its recurrence.

No measures can take the place of personal sanitation, the purification of the body is the first necessity, then by righteous living the blessings of life may be fully enjoyed. The advantages of baths appeal to all, and for that work the Turkish bath stands unrivalled. Its eliminating power is beyond all precedent. The action of heat, which is the main feature of the Turkish bath, increases the vigor of elimination and at the same time renders inert the poisons of the system. The increased circulation promotes the dis-

charge of used-up tissue and the building up of the new, as the blood is at once a food stream and a sewage stream, for the living body is in solution in the blood, as is also the dead body that needs to be eliminated. Again the equalized circulation promotes the harmony and efficiency of every organ, which when secured means perfect health.

One of the most important questions of the day, more so even than finding the North Pole, is that of wiping out disease by the use of preventive medicine, and in that quest the Turkish bath will play no secondary part.

The first thing toward advancement is to live the simple life, eliminate the non-essentials. The complex life is only a hindrance to development. This can be mastered in the midst of all the luxuries that money can buy. There is a beauty in the simple life with all the unnecessary burdens removed that will be more and more appreciated as we become familiar with the processes.

CHARLES H. SHEPARD, M.D.

INFLUENCE OF TOBACCO ON THE FUNCTIONS OF THE BRAIN.

It is high time that teachers made a study, and a thorough one, of the influence of tobacco on the functions of the brains of young students who fill their class-rooms. In speaking with boys about the use of tobacco, we find that a few are instructed in their homes on the harmfulness of the weed; but a large majority of High School boys indulge in it either surreptitiously or as a matter of course.

In making some investigations on the subject, we find that statistics go to prove that the use of tobacco affects the quality of the studies in a constant ratio, and this influence is more marked in the different establishments where tobacco is more extensively used.

Taking the progress of a pupil through the different classes, we observe that as his propensity for smoking becomes more marked, his place in the class becomes lower. B, a pupil in the second class, is marked as smoking only on going out days, and ranks No. 4 in his class; the same pupil passes into the rhetorical class the next year and is then marked as smoking both on going out days and secretly at school. His place is now No. 10. In a certain Polytechnique School the use of tobacco is very general in the institution, and the results, though not embracing the whole of the pupils, are very significant. For instance, the non-smokers have only lost 21.2 places, while the moderate smokers have lost 27 places, and the great smokers have lost 38 places.

E. P. MILLER, M.D.

The Scientific Christian Association Department.

The Scientific Christian Association that has just been formed desires as its object to show the harmony between Science and Christianity. First, its object is to instruct people as to the cause of all diseases to which the human family are subject.

Second, to show how perfect Health may be established and maintained without the use of poisonous drugs.

Third, to show that disease is the result of violating some law of the human organism.

Fourth, to teach the structure and normal function of every organ and tissue of the body and brain.

Fifth, the special examination of the brain.

The formation of this Association is the result and culmination as well as the maturity of thought and experience of many minds for years past, and especially of late of those who are anxious to promulgate it. Men are beginning to see that the brain has been an unrecognized factor in life, and they are now admitting that as thought emanates from the brain, that the brain is the regulator of health to a very large degree.

The new Scientific Christian Association will endeavor to teach the masses of the people how to obtain Perfect Health, Perpetual Happiness and Eternal Life, along practical lines. The germ of Spirit Life as well as that of Health, Happiness and Immortality of Human beings is generated and developed in the Phrenological Faculties of the mind, the location of which is in the Brain—hence the Cultivation and development of the brain is of the first importance to mankind.

The larger the brain and finer the quality, the greater its power and influence. Powerful as it may be, however, its very existence is dependent upon the blood that courses through its arteries and veins. This blood, we know, is made from what we eat and drink and breathe; hence, if we would have good brain that shall generate good thought, it behooves us to eat, drink and breathe only that which is pure.

The Creator has placed in man's body just the organs, both as to structure and function, that are needed for the converting of food into blood, and in order to have the blood of right quality and quantity several different organs were requisite as aids in its manufacture.

The Mouth, the Teeth, the Tongue, the Salivary Glands, which furnish an alkaline solution for the preparation of sugar and starchy foods, and a stomach with glands that furnish gastric juice and pepsin and acid solution, for the digestion of foods containing albumen, gluten, caseine and all foods containing nitrogen.

The Liver, too, the largest organ of the body performs a threefold duty, in that it aids, with its bile, in the process of digestion; it filters out of the blood, poisons and waste matters, and by means of this same bile helps to expel them from the body; it also aids in changing cane sugar, beet sugar and other sugars into fruit sugar, which process must of necessity be accomplished before these sugars can be assimilated and made use of by the tissues of the body.

The Pancreas is also a very important organ in the process of digestion, and there are several small glands in the Intestines that secrete fluids which are essential to the purity of the blood. In the excretion of the waste matters each of these organs has also a function to perform, and if not properly performed the blood will become impure and cause disease and suffering.

Health is the natural, normal condition of all human beings. We are made to be healthy and happy. We secure health by obedience to the laws of our being—God's laws implanted in our bodies. Suffering, disease and death, are the results of disobedience of these laws.

"The proper study of mankind is Man." Yet man is the very last study to which most people pay any attention.

Enquiries concerning the above named Society should be made at the offices of the PHRENOLOGICAL JOURNAL.

THE TRUE CAUSE OF DISEASE.

Some of the best educated physicians in the country begin to realize that the true cause of ninety per cent. of all diseases arises from poisons and impurities in the blood. The Bible tells us that "the life of all flesh is the blood thereof," and we know the blood is made from the food we eat. If we eat foods that contain poison of any kind, and continue to do so, those poisons after a while accumulate in the blood and tissues to such an extent that they block up the blood capillaries and cause stagnation of the circulation.

Wherever the blood stagnates there will be, first, congestion, and then inflammation, which may go on to suppuration, and the poisons work out through the skin, as in the case of boils, carbuncles, etc. But if there is not sufficient force in the system to bring it to the surface, the poisons will settle upon some internal organ, the lungs, the kidneys, the stomach and bowels, or whichever is most vulnerable and least able to resist. The disease is generally named after the part of the body in which the check to circulation occurs, and, as indicated, is located in the vicinity of the weakest capillaries.

E. P. MILLER, M.D.



THE
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 and SCIENCE OF HEALTH

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Man is fully satisfied only with what satisfies his soul,—only with character, and with an endless chance for that character to grow.—Phillips Brooks.

"THE EMPIRE OF THE HUMAN MIND." In a recent article in the *New York World*, it was stated that "at this gateway of a New Year, it is worth remarking that, with all of his ardor of discovery, with all of his energy of conquest, with all of his peerings and prying and overturnings, man carries the greatest of all unsolved problems under his own hat."

We agree with the writer that the domain of the mind is often given less thought and consideration than what goes over the head, and that the advice of the old philosopher, "Know Thyself," has not been carried out as it should have been. In fact, man knows less about himself than about almost anything else. Although, "the mere mechanism of the body has been probed with wonderful patience and ingenuity, the brain has been dissected, and its strange switchboard from which signals are sent throughout the body, has been daringly analyzed to the minutest detail," yet much speculation is left for the twentieth century to analyze and prove.

The writer goes on to say: "After all the weighing and measuring (of Dr. Anderson of Yale, and Prof. Lombard of Ann Arbor University), after

all the tests of locating the seat of memory, the seat of calculation, the seat of color and sound perception, and so on through the long list, the mystery only deepens. What is the MIND? Science does not know. What is the SOUL? Science is hopelessly ignorant. All of the investigation up to date has resulted merely in a cataloging of senses, in subdividing the list of elements already known or guessed. For example, in the wonderful year just passed, scientific men have both admitted and denied that there is such a thing as Telepathy, that men may and do send messages from brain to brain without sound or sight. It is admitted that an electric message in dots and dashes, or in spoken words, may be sent from hilltop to hilltop, or through the steel and stone of a city without a wire, but the wireless of the brain is still held to be 'not proven.' When Wireless Telegraphy was first proposed, the skeptics said it could not be done because there was no medium—that there had to be a wire. When Mental Telepathy was first broached as a seriously advanced scientific idea, Goldwin Smith, for example, said that the idea was not feasible because there was no medium. Nevertheless thousands of records of experiments are offered in proof of the claim that thought as a form of vibration can travel without wires from one mind to another. One of the answers to this claim is, that what passes for brain wireless is either co-incidence or 'suggestion.' It is admitted that what is called thought starts up a series of vibrations resembling the vibration known as Electricity—which may, indeed, be a form of electricity. But how these vibrations travel, if they travel at all, is not yet proved. To get a wireless electrical message, the receiving instrument must be tuned to exactly the right key, to a fine subdivision of what is called a musical note. To catch a wireless brain current, it is assumed by those who hold to the Telepathy theory that the receiving brain will have to be correspondingly attuned to the brain of the conscious or unconscious sender. It is maintained that a perfect mind sympathy between two persons will enable them, and does enable them to know each other's thoughts. Persons long associated with each other, it is pointed out, acquire a habit of falling into the same train of thought when in each other's company.

"'I was just thinking of that,' is the exclamation that marks such a happening."

The writer further says that "the first brain telegram has yet to be O. K.'d by the Jury of Science. The first SOUL has yet to be accepted as a fact by the gentleman with the scales, the dividers, the bottles, the X-Rays,

and the logic. And yet, of all the facts that man might find reason and advantage in establishing, the facts about the mysterious chambers of the brain are by all odds the most important. Compared with sending messages from brain to brain, the science of sending electrical wireless from continent to continent is a cheap affair. Compared with the secret of the soul, the secret of radium or stovaine, or any other tangible thing, is indeed trivial."

The writer further says: "When an exultant cocksure world asks, what is left to discover? the answer is simple: Discover the mystery of Man. The mountain peak of difficulty not yet climbed by an Abruzzi is the mind itself, the tunnel not yet bored is that into the cavery of Memory."



ELECTRICAL BRAIN.

The time has come when a general acceptance of the greatest proofs of the differentiation of the mental functions is in order, and we believe that the present year will be one of triumph to science in relation to the domain of the brain. No subject has so clearly defined the territory of the brain as Phrenology or Practical Psychology.

The accompanying picture represents an electrical model of the human brain, invented by a French Surgeon with wires and bulbs to illustrate the intricate nerve system representing perception, volition, memory, etc.

New Subscribers.

CHARACTER SKETCHES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Co., New York, or L. N. Fowler & Co., London.*

No. 876.—G. D., Sask., Canada.—There is considerable evidence of talent in the little boy, A. D. He has an enquiring mind and wants to see everything that his mother is doing. As a man, this talent will give him mental curiosity to enquire into things relative to science, and he will inform his mind while a little boy about the growth of plants, animals trees, and all natural products, like wheat which is used in making bread, rice for pudding, the coffee bean when ground and made into a favorite beverage, etc. He is a lad of uncommon activity, and will be all about the place, if he lives on a farm, and will want to drive the horses and bring in the cows and collect the eggs daily. He will make a good mechanic or engineer.

The little girl, D. D., takes after her father, or her mother's father, and is different from her brother in as much as she is more of a philosopher than an observer. She will find things to worry about if she has no troubles of her own to worry her, and will freely give advice to all who are around her. She will make a very good teacher and will store her mind with knowledge from books she reads, and will draw deductions from her own thoughts. •

The baby girl, M. D., has a broad head, and especially a broad forehead. Hence she will be practical in whatever she does, and will be quite orderly in putting her things away and having a place for her things. She will be quite particular to have everything she lends to her brother and sister brought back and put where it belongs. She will make a first rate business woman, or a superintendent of a hospital, and will know how to buy in material that will sell. She will not allow anyone to spoil her, and will show quite an old mind during the early years of her life. She will be a great comfort to her parents, and will want to draw objects that she sees.

Correspondents.

A. G., New York.—You ask “What must I do to make my three-year-old daughter obey me?”

In reply we would say, make a study of your little girl's character and take notice when she obeys you the most readily, and see if it is when you love her the most, and not when you are the most authoritative or severe with her. See if you cannot get her to mind you by calling out her love and affection rather than exercise her Combativeness. Get her interested in what you want her to do, and you will develop her Causality rather than her Firmness. Appeal to her, and we think she will respond to the appeal rather than defy you.

J. B.—We think that the infantile beauty that you speak of is owing partly to the food that is given to children, but it is not all due to that fact. Some are constitutionally born with a clearer complexion than others, and have a better start in life. Were we to compare the exquisite complexion of a child in infancy with a later period, say at five or ten years of age, we believe we should be able then to give some practical data as to the result of food upon that same individual. It is not so much the soft liquid food that infants are given, but the purity of the food, for there is a great difference in the quality of the milk that different children are nourished with, and the rose-leaf complexion noticeably accompanies the food that is the purest.

G. P.—You ask what characteristics accompany a person who has long heavy hair that is at the same time exceedingly fine and fair in color.

Dark and abundant hair generally accompanies the Motive Temperament, but there are exceptions where we find light hair that is also fine in texture combined with the above-named temperament. The Mental and Vital Temperaments generally possess light hair which is fine in quality, and the characteristics which accompany the latter are generally large Human Nature, Benevolence, Spirituality, and Hope; while those that accompany the Motive Temperament are generally Destructiveness, Constructiveness, Acquisitiveness, and Individuality.

M. M.—You say that your people have taken the PHRENOLOGICAL JOURNAL for years, and that you think you understand Phrenology fairly well, but cannot say the same about your knowledge of Physiognomy. We would refer you to the JOURNAL for the year 1908, in which we published a series of articles on the subject of Physiognomy, taking up each month a separate feature of the face and describing its expression and meaning.

NOTE.—Will Correspondents kindly bear in mind that their questions must be accompanied by their full name and address, though not for publication.

Field Notes.

Dr. B. F. Pratt, of Tacoma, Wash., has been lecturing at Wheeling, Va., and in several cities on his way back to Chicago, and expects to lecture later in Oregon. Dr. Pratt writes: "Phrenology will some day be appreciated by the entire world of humanity, and will be taught in the public schools and colleges."

Dr. J. M. Fitzgerald, of Chicago, has several lectures in view in this city, particulars concerning which will be given in the next issue of the JOURNAL.

Miss Jessie A. Fowler gave an address at the Gotham Club, at the Waldorf-Astoria, on January 18th, on "The Psychological Influence of Music," with Character Readings selected from the audience. She told the subjects what kind of music they should select if they were ill.

On January 13th Miss Fowler addressed the Portia Club at the Hotel Astor, on the legal question of "Libel and Slander."

Dr. Constantine F. McGuire was married to Miss Anna M. Whitty on December 29th, at Brooklyn, N. Y. We heartily congratulate them both. We have had the pleasure of seeing Miss Whitty on several occasions, and realize that the doctor has made a wise choice (of course, a Phrenological one) in his marriage with this estimable lady. We trust that she will take as much interest in the subject of Phrenology as her esteemed husband.

Rev. Albert B. King is now absorbed in the work of editing an edition of the writings of his brother, the late Rev. Frederick La Rue King.

FEBRUARY MEETING OF THE INSTITUTE.

The next monthly meeting of the American Institute of Phrenology, will be held on Tuesday evening, February 1st, when Mr. George Singleton will give an address on "Commercialism and the Basilar Brain; Their Influence on the Uplifting of the Mind." Mr. Singleton is a graduate of the Institute and has had considerable experience in the commercial world as well as in the line of Character Reading. Hence he will speak with the authority of practical observation, and the subject is sure to prove an interesting one. Delineations of character will be given during the evening by Miss Fowler.

WEDNESDAY MORNING TALKS.

SOCIETY FOR THE STUDY OF CHARACTER.

On January 5th, Miss Jessie A. Fowler began her Wednesday Morning Talks. The subject of the day was: "Is Woman Mentally Capable of

Voting?" Miss Fowler presented the subject by saying that every phase of the question had been discussed except the mental capability aspect, and she wished to point out that women from the mental point of view were fully capable of understanding not only how to cast a vote, but to do so intelligently and wisely. During the past twenty-five years, in the measurements she had made of the heads of women, she had found that they were not only larger proportionately than they were at an earlier period, but that there was more volume of brain in the anterior region. Further, that if the vote was given to women they would be able to add one element (namely the maternal interest) to their intelligence, which would make their vote even stronger in importance than that of man. She invited all the members of the audience to look at the diagrams as well as the skulls of both men and women that she had by her side, and compare them with persons of their acquaintance, and she believed that they would find, as she had, that the proportions of a woman's head to-day are materially changing.

Among those present who spoke were Mme. K. Von Klenner, who represented the New York Woman's Press Club; Mrs. A. A. A. Brooks, who represented the Gotham Club; Mrs. Wesley Smith; Miss S. E. Baker, Mrs. S. J. Smith, Mrs. J. Pfeiffer, Mrs. E. B. Borden; Mrs. L. A. Charsley, Mrs. Elizabeth Griffiths, Mr. C. B. Cox, Mr. George Frank, and others.

The subjects during the remainder of the month were as follows: January 12th, "The Strongest Woman in the World;" January 19th, "The Psychological Influence of Music;" January 26th, "Musical Vibrations in the Cure of Disease." A fuller report of these meetings will be given in subsequent numbers of the PHRENOLOGICAL JOURNAL. The meetings are held Wednesday mornings, at eleven o'clock, at No. 18 East Twenty-second Street, and all are invited to attend.

THE FOWLER INSTITUTE, LONDON.

Prof. D. T. Elliott, Phrenologist and Instructor of the Fowler Institute, London, gives special attention to the instruction of students in Phrenology, by class work as well as through the mail. Mr. Elliott lectures in and around London before Literary Societies, etc. Literature on Phrenology and Health subjects can be obtained from L. N. Fowler & Co., No. 4 Imperial Buildings, Ludgate Circus, London.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

On February 1st the British Phrenological Society held a meeting which was for scientific practice.

The Annual Phrenological Congress was held on November 9th, at

Shearn's Restaurant, in Tottenham Court Road. About fifty guests sat down to tea after having been welcomed by the President with a word of greeting. Among those present were the President, Mr. John Nayler, his wife and daughter; Mr. James Webb, the late President, with some members of his family; Mrs. Hollinrake and daughter, Miss Ewen and mother, Miss Holmes, Miss Denning, the Rev. W. F. Wilkinson, Messrs. J. Millott Severn, of Brighton; Thos. Timson, of Lester; J. W. Taylor, of Morecambe, A. J. Smith, A. B. Copeley, of Lester; Wm. Cox, Geo. Hart-Cox, Bernard Hollander, M. D., and Mrs. Willis.

Mr. Wm. Cox, a member of the Society, has been giving a series of lectures at the Y. M. C. A. rooms, Hertford, Eng. The first was given on November 19th, on the subject, "Temper and How to Control Them," when Pastor Martin Ashby presided; on December 13th the lecturer spoke of "Phrenology and Character Building," Mr. Hudson Dixon occupying the chair; on January 21st Mr. Cox spoke on "The Human Understanding," the Rev. Vere Coxon presiding. On February 7th Mr. Cox will speak on "Phrenology in the Home," at which meeting Mr. A. Shaw will be the Chairman. At each lecture demonstrations were given.

VOCATION BUREAU.

A lady wishes to engage a companion for her mother who is elderly. She lives in the country and has a comfortable home. Application for further particulars should be made to "S," c/o Editor of PHRENOLOGICAL JOURNAL, No. 18 East 22nd Street, New York.

If any of our readers know of an intelligent, energetic man who wishes to buy an interest in a private country Sanitarium, or Hygienic Health Home, that is well established and located in a desirable and healthy part of Pennsylvania, will they kindly communicate with the Editor of this Journal.

CAUSALITY.

Papa was about to apply the strap.

"Father," said Willie, gently but firmly, "unless that instrument of chastisement has been properly sterilized I must protest."

The old man gasped.

"Moreover," continued Willie, "the germs that might be released by the violent impact of leather upon a porous textile fabric but lately exposed to the dust of the streets would be likely to affect you deleteriously."

The strap fell from a nerveless hand, and Willie flitted.

FOWLER & WELLS CO.

On February 29, 1884, the FOWLER & WELLS CO. was incorporated under the laws of the State of New York as a Joint Stock Company. for the prosecution of the business heretofore carried on by the firm of Fowler & Wells.

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

FOWLER & WELLS CO.

THE SUBSCRIPTION PRICE of the **PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE** is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders, Drafts on New York, or Registered Letters. All Postmasters are required to Register Letters whenever requested to do so.

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

POSTAGE-STAMPS will be received for fractional parts of a dollar. The larger stamps are preferred; they should never be stuck to the letters, and should always be sent in sheets—that is, not torn apart.

CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to FOWLER & WELLS Co., and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the **PHRENOLOGICAL JOURNAL** and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

"The American Review of Reviews," New York.—The current number contains several strong articles, one on "Water Powers of the South," by Henry A. Pressey; another on "Art Activities in the United States," by Ernest Knauff. Other interesting articles in this number are "Literary Men and their Wives; and "Curing Disease by Color and Music," all of which are well worth reading.

Success Magazine, East 22nd Street, New York.—Opens with a frontispiece of Speaker Cannon, accompanied with an article on his future, by J. C. Welliver. Quite a new feature introduced in the January number is "The Fighting Faces of our Senators," by Sloane Gordon. The caricatures are fine and well brought out.

"Literary Digest," New York.—This is a weekly compilation of news from all parts of the world, and is a valuable contribution to the news of the week.

"The Christian Work and Evangelist," New York.—In a recent editorial the remark was made that the King of Sweden recently disguised himself and went as a laborer to find out what were the real conditions of the strikers. Such a manifestation of heart interest in his people by a ruler means that they may feel assured of fair treatment and real sympathy.

"The Phrenological Era," Bowerston, O.—Mr. Tope writes vigorously in this monthly. He is an enthusiast on the subject of Phrenology.

"The Phrenologist," London, England.—This is a quarterly. The present number contains a report of the meetings held in connection with the British Phrenological Society during the past three months.

"The Guide to Nature," Sound Beach, Conn.—This is a beautifully gotten up magazine with all kinds of things to tempt the reader concerning the woods, the fields, and the heavens.

Publishers' Department.

REVIEWS.

Mental Medicine. By Oliver Hackel, S.T.D. Published by Thomas Y. Crowell & Co., New York. Price \$1.00.

This book has been published with some practical suggestions from a spiritual standpoint and is a combination of five conferences with students at the John Hopkins Medical School. The writer is a Graduate of the University of Pennsylvania, student at Oxford and Berlin Universities and Pastor Associate Congregational. The book forms a series of talks upon the methods of helping troubled minds, which had proven useful to the writer in his pastoral experience. These talks, it is needless to say, were highly valued by the students who were privileged to listen to them; and now that Dr. Hackel has consented to publish them, they will, we feel sure, discover a large circle of appreciative readers.

Though there has been strife between religion and science, there is no conflict between medical truth and religious truth; where there is contention we may be sure that on one side or the other, or on both sides, the truth is only revealed.

The world is becoming more enlightened on the fact that the Bible and Science agree and we have only to interpret the Bible in the light of practical common sense to understand its usefulness. It is astonishing how many books have been published on this subject of Science and Religion and the one before us is certainly one we can highly recommend to our readers.

Character Delineation, and inspiration for those born under the various Zodiacal signs. By Elizabeth Towne and Catherine S. Twing. Published by Elizabeth Towne, Holyoke, Mass.

This book has been well gotten up, beautifully printed and issued in a neat little box. It is simply written and contains good advice on each month

and would make a good Valentine present.

A Man Remade, or Out of Delirium's Wonderland. By Charles Roman. Published by The Reilly & Britton Co., Chicago, Ill.

This book is a story of some 170 pages, it is clearly printed, and well written. The interest is well sustained to the end. The hero of the story went through a mental brain storm of eighteen days and lost thirty-six pounds of flesh. He had a narrow escape but he won out.

The Riddle of Personality. By H. Addington Bruce. Published by Moffat Yard & Co., New York. Price, \$1.50.

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The Art of Remembering. By Rev. Charles A. Hall. Published by L. N. Fowler & Co., Ludgate Circus, London.

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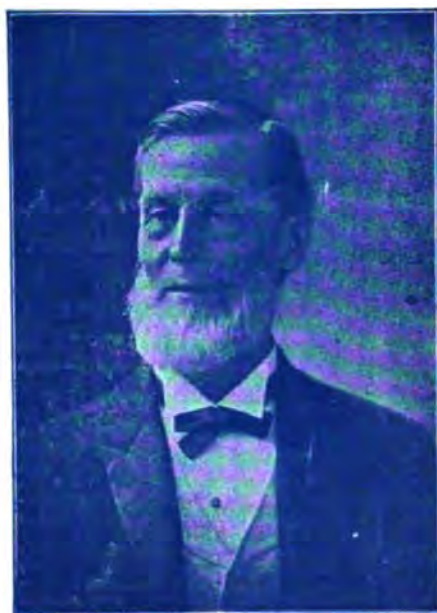
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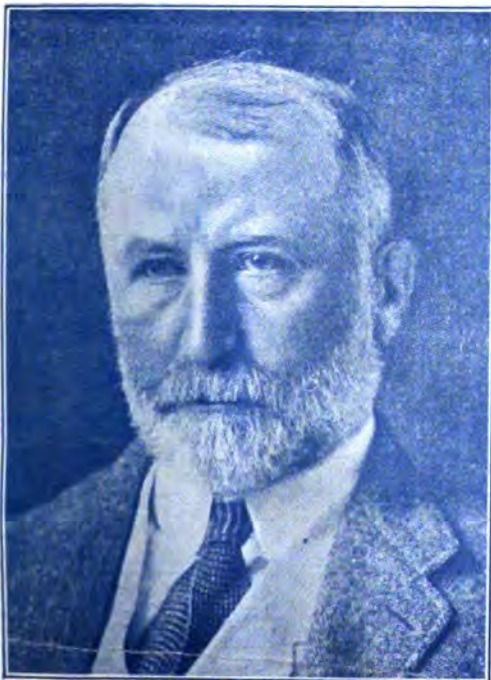
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THE PHRENOLOGICAL JOURNAL AND SCIENCE OF HEALTH

INCORPORATED WITH THE
Phrenological Magazine (1880)



MAYOR WM. J. GAYNOR.

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By

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WHOLE NO. 852

The Natural Language of the Faculties.

BY CRANIUM.

THE SELFISH GROUP.

The faculties of the mind that are the most frequently used by business men are those that come under the above heading. They provide for man's animal, physical and material wants, and help to supply him with those necessities that make the wheels of business run smoothly; if they are directed and sanctified by the higher faculties, they have tremendous force and influence, and help to supply the fuel which the moral and intellectual qualities need. Looking through all ages, we see that the foundation of things was first material and then spiritual, and it reminds us of the fact that a building has to have iron girders to support the structure before it can have put upon it the sculptured stone or marble facade.

The faculties described in the following pages are the ones that will interest practical business men, and therefore we recommend them to make a study of their meaning, function and location.

The Selfish Propensities include the Faculties of Vitativeness, Combativeness, Destructiveness, Alimentiveness, Acquisitiveness, and Secretiveness.

VITATIVENESS.

In order to understand the meaning of Vitativeness we must realize that it comes from the French word "vita—life." And to explain more clearly the meaning of Vitativeness, we find that it expresses vitality, which comes

from the Latin word "vitalitas," and which everyone recognizes as meaning a love of life, an enjoyment of existence for its own sake, a tenacity of life, resistance to disease, a dread of death, and recuperative power. It has been truly said, that all that a man hath will he give for his life.

That the faculty is established is without doubt, and to Dr. Andrew Combe's writings we refer our readers for a fuller explanation of his views concerning this faculty. In the PHRENOLOGICAL JOURNAL, Vol. III, page 471, Dr. Andrew Combe explains his reasons why he believes this faculty to be established.

There certainly is a vast difference between people in regard to their



LARGE VITATIVENESS.



SMALL VITATIVENESS.

(Photos by Rockwood.)

love of life and the dread of death that they possess. Some persons readily succumb to disease and resign themselves to die with little reluctance; while others, again, are found to struggle with the greatest determination to resist weakness and death, and by the power of the will often recover from a sickness, an operation, or nervous prostration that would prove fatal to another individual with the same degree of constitution, but lacking this faculty of Vitativeness to resist death.

On the evidence of thousands of observations it is believed that this difference is due to the various degrees of development of the fundamental faculty which we call Vitativeness.

The location of this faculty is found to be in the third temporal convolution, next to the cerebellum, posterior to the Mastoid Process, and in the inferior posterior angle of the Parietal Bone. It gives great width to the head at that point, and is easily located directly behind the ear. In describing the dissection of the brain of a lady upward of sixty, who for

many years had been remarkable for continual anxiety about her own death, Dr. Andrew Combe observes that the enormous development of one convolution at the base of the middle lobe of the brain, lying toward the mesial line, on the basilar and inner side of the lobe, corresponded with other observations upon the same part of the skull which Spurzheim also recognized as "love of life."

The upper portion of the faculty has an intellectual and moral trend to it, while the lower portion gives a desire to live simply for life's own sake.

In order to bring out the activity of this organ a person should contemplate the pleasures and advantages of life, form plans to secure these pleasures and advantages in the largest possible measure, and try to do good by living.

In order to prevent a morbid love of this life one should endeavor to restrain its excess by cultivating faith in God and in a better future life to come, and cheerfully accept the inevitable.

The Scotch possess a large development of this faculty, and generally hold on to this life with great tenacity. We also find that the sturdy Englishman, the North American, the Canadian, the Swede, and the Russian lives longer than the Italian, the Spaniard, the Greek, and the Southerner. Thomas H. Benton, an American Politician and Statesman, was noted for his independence, persistence, and tenacity of mind, as well as for his physical and mental vigor, or hold on life and power to resist death. A certain Scotch lady known to Dr. Andrew Combe, possessed this faculty in a very large degree, and periodically suffered from a fear of death. In the early period of the diseased state of the organ she collected all her relatives around her; but as she recovered so many times from the disturbed state of this organ, they ceased to visit her. She consulted all the physicians of Edinborough, and at last appealed to Dr. Andrew Combe from whom she extracted a promise to examine her brain upon her death. She lived to be sixty years of age, and at her death he found a tumor had been pressing upon this part of her brain, and he was not surprised to find that she had suffered such intense pain in this portion of her head.

COMBATIVENESS

This is the faculty that gives the will and ability to overcome obstacles, to contend for personal rights, to resist encroachments, to protect the weak, and, when necessary, to fight for these objects, for it gives pluck to overcome impediments.

If we dissect the word we find that it comes from the Latin words "cum—with," and "battuere—to strike." Consequently, when we desire to strike out an evil we use the faculty of Combativeness to assist us, and the potency

of this faculty is just as distinctly represented in our mental, moral, and social attitudes of mind as in a mere physical sense.

The natural language of this faculty tends to throw the head backward and a little to the side in the direction of the organ, as though it were ready to strike a blow at an opponent. The voice of a person who has this faculty large becomes hard and strong, as though by the voice a person would knock another down.

When we rightly understand the use of this faculty, we see that a certain endowment of it is necessary to all great and magnanimous characters. Even in the highest philanthropic schemes for the carrying out of charity, or in the promotion of reforms, we find that Combativeness inspires courage, boldness, and assurance, which enables the mind to look undauntedly on a



LARGE COMBATIVENESS.



SMALL COMBATIVENESS.

(Photos by Rockwood.)

contest with some degree of pleasure at the thought of what the results will be when the object is obtained, and it gives the contestant the power to work without the least thought of shrinking from the task, either self-imposed or given to one by another.

Dr. Gall discovered the faculty, after exhausting all the metaphysical systems of mental philosophy, by collecting in his house a number of individuals following different occupations, men who would be likely to abandon themselves without reserve to the impulses of their natural dispositions, and who were members of the lower classes of society. He then separated those who were strongly inclined to give vent to their combative feelings on one side of the room, and those who were pacific in disposition on the other side of the room, after which he examined their heads and found a distinct difference in their cranial developments.

The faculty of Combativeness is located in the superior temporal convolution, and when the faculty is large the head has been found to be broad a little above and behind the ears. Dr. Gall discovered that the heads of desperados who delighted in quarrels were broad in the inferior posterior angle of the Parietal Bone, above and a little behind the Mastoid Process. If a line is drawn from the outer angle of the eye to the top of the ear, and thence straight backward from an inch and a half to an inch and three-quarters, the location of the organ will readily be found.

It is divided into three portions. The upper portion, which acts with the moral and intellectual faculties, is called *courage*, and does not necessarily excite a physical desire to exchange blows or fight with the fists. The central portion, which touches Destructiveness, inclines a person to defend his position in an argument or debate, and is called *defence*. While the lower portion gives the spirit of aggressiveness and contentious feeling, and is called *defiance*.

Persons who possess the faculty of Combativeness largely developed will generally be observed to have a marked enlargement of the neck, as seen in Marshall the English boxer, or Jeffries the champion fighter, and it generally shows itself in a prominence of the ridge of the nose, as it is well defined in nearly all warriors, pugilists, generals, and fighters, as compared with members of the Society of Friends who have but little of this faculty and desire to settle their business affairs peaceably.

To cultivate the instinct of courage, one should rather court than avoid encounters with whatever has a tendency to call out a spirit of resistance, opposition, or defiance, and should make it a point to engage in debates and mental contests in every possible way.

In order to restrain the activity of this faculty, a person requires the aid of the moral and intellectual sentiments, which should be placed as sentinels over it to quell or quiet at once its inclination to burst out into a frenzy of anger. Persons should also avoid exciting discussions and conflicts of opinion, as well as places of amusement where temptation to quarrel and fight would be likely to assail them.

DESTRUCTIVENESS.

To properly understand the meaning of this faculty we should realize that it comes from the Latin words "de—from," and "struere—to pile up or build." Gall speaks of comparing the skulls of several of the lower animals when he first discovered the location of this organ, and observed a characteristic difference between those of the carnivorous and the graminivorous tribes. In the latter animals only a small portion of the brain lies behind the external opening of the ear, he wrote, while in the carnivorous a considerably larger mass is situated there. He then compared the heads of men

and found that there was a striking resemblance between the conformation of brain in animals that were carnivorous and in men who were murderers. It was Dr. Spurzheim who first used the word Destructiveness to designate this propensity which has been recognized by many authors as existing in the human mind, notably Dr. Maudsley, who said: "All broad-headed people are very selfish; that is to say, all who have a broad head in proportion to its length, and an undue preponderance of breadth of head throughout the region in which the Phrenologists place the propensities indicates with certainty an animal love which can scarcely be trusted at all times to adopt only fair means for its gratification."

Of a brutal head he remarks: "The bad features of a badly formed head would include a narrowness and lowness of the forehead, a flatness of the upper part of the head, a bulging of the sides toward the base, and a great development of the lower and posterior part; with those previous char-



LARGE DESTRUCTIVENESS.



SMALL DESTRUCTIVENESS.

(Photos by Rockwood.)

acteristics might be associated a wideness of the zygomatic arch, and massive jaws, as in the carnivorous animal."

The natural language of this faculty shows itself in a quick step, an activity of the whole body, a stretching up of the shoulders to the head as though there were a desire on the part of the body to assist in this mental propensity to give energy and strength. It often places a frown upon the countenance, and the voice becomes harsh and discordant. Its function is expressed in the fact that it imparts energy, action, force, and executive ability to remove or crush whatever is unnecessary to our welfare. It is the capacity that helps the engineer to tunnel mountains, to erect fortifications, to blast rocks, to hew down trees, and face a blizzard. It inclines us to

destroy obstacles in our self-defense, and enables us to endure pain when passing through a surgical operation, and even to kill animals for sustenance as well as for the pleasure of the hunt.

The organ is located in the temporal region of the brain, above and around the ears. Its development gives prominence to the skull at that point, and breadth in the center of the basilar region of the head. When the head is wide in this region in animals, it causes them to lash their tails and spring forward.

It is divided into two parts. The back portion of the organ gives severity, power of endurance, the disposition to cause pain without flinching, and inclines one to be hard-hearted and revengeful. This portion is called *Extermination*. The fore part gives energy, thoroughness, great efficiency, and propelling power, and is called *Executiveness*.

Persons can cultivate this faculty when deficient by exercising wholesome indignation when taken advantage of, by resisting encroachments, by helping to fight public wrongs, and endeavoring to remove and destroy whatever impedes their progress; also by engaging in that kind of work that requires energy, executiveness, and general activity of mind, such as the clearing of forests, the pulling up of weeds, the breaking up of land, as well as hunting, fishing, and athletic work generally.

In order to restrain this faculty one must abstain from the foregoing lines of work, and cultivate a mild and forgiving spirit; avoid taking life, or killing anything; eat no animal food, especially meat, and abstain from alcoholic liquors. A person having large Destructiveness should, if possible, engage in an engineering pursuit, or a wholesale business, or building operations.

Illustrations of this faculty show in the busts of Nero and Catherine de Medicis, and are also seen in the skulls of Carib Indians; while the Hindoos have but a small amount of the faculty. It is largely developed in all deliberate murderers; and Dr. Spurzheim speaks of a Dutch priest whose desire to see people killed was so strong that he became chaplain of a regiment with the object of gratifying this desire. All carnivorous animals, such as the lion, tiger, wolf, and bulldog, have a large development of the faculty when compared with animals like the deer, sheep, and domestic cat. The faculty is larger in man than in woman, which accounts for the broader heads of the former and the executiveness and superior severity of mind that they possess. It was large in "Yankee" Sullivan, and small in the father of Lincoln.

Personality in Business.

HOW TO ANALYZE AND PLACE BUSINESS MEN BY THE NEW
METHOD OF CHARACTER READING.

BY J. ALLEN FOWLER.

HINTS FOR THE EMPLOYER.

One of the greatest problems of the present day that confronts the business man, if he is an Employer, is to swiftly size men up and scientifically judge an individual who presents himself for a position; and a practical knowledge of Human Character is one of the essentials of a business man's equipment.

An Employer knows that an Employee must give ATTENTION to his work, must have an INTEREST in doing it well, must DESIRE to increase his opportunities for larger work, and must be ACTIVE and AGGRESSIVE in pushing himself to the front.

But more than this, an Employer must be able to find out whether an Employee has the Mental, Vital, or Motive Temperament, and whether he comes under the KNOWING, FEELING, or WILLING phases of character.

It is for this reason that an Employer must make a study of the human mind in a practical, scientific way. The following articles will help him to meet this demand, and he will be able to select any class of business man that he may desire to employ by this shorthand method.

In the present article we will give an idea of the characteristics required by the Credit-Man and the Cashier; the Traveling Salesman and the Canvasser; the Real Estate Man and the Insurance Agent; the Window-Dresser and the Writer of Advertisements.

A Credit-Man.—An Employer when looking for a Credit-Man will find that he needs a person with a Mental Temperament; one who has large (1) Human Nature, (2) Comparison, (3) Conscientiousness, (4) Self-Esteem, (5) Firmness, (6) Veneration, (7) Cautiousness, and (8) Secretiveness.

The head of the Credit-Man will be full in the center of the upper forehead (1) to give him capacity to read character at a glance, and *know* his man; full in the middle part of the forehead (2) to enable him to analyze his customer and show criticism; broad in the lateral part of the posterior coronal region (3) to give him honesty in all his dealings; high in the crown of the head (4) to give dignity of bearing and personal *interest*; high on the top of the head on a perpendicular line with the opening of the ears (5) to give him stability of character and personal *resolve*; high in the middle part of the coronal region (6) to give him respect for superiors and the

opinions of others, and personal *attention* to his business; broad in the upper lateral posterior part of the head (7) to give him prudence, watchfulness, and anxiety of mind to prevent any indiscretion of judgment; and broad in the middle of the lateral part of the head (8) to give him policy and tact in meeting people.

In general appearance the Credit-Man has a Mental Temperament, with a medium stature, a high and full forehead, and brown eyes, which show shrewdness and intelligence; also a medium-sized nose, a full chin, a fair complexion, and an expressive countenance.

A Cashier of a Bank.—An Employer who wishes to select a Cashier of a Bank will find that he must have a person with a well-balanced Temperament, and the following organs largely developed: (1) Calculation; (2) Order; (3) Comparison; (4) Causality; (5) Human Nature; (6) Acquisitiveness; (7) Cautiousness; and (8) Conscientiousness.

The head of the Cashier will show breadth on the outer angle of the

<u>How to study the Business Man</u>	
<u>The Credit Man</u>	
<u>Faculties and</u>	<u>Features Needed</u>
Large (1) Human Nature	(1) Mental Temperament
" (2) Comparison	(2) Medium Stature
" (3) Conscientiousness	(3) Full Forehead.
" (4) Self Esteem	(4) Brown Eyes
" (5) Firmness	(5) Fair Complexion
" (6) Veneration	(6) Medium-Sized Nose.
" (7) Cautiousness	(7) Full Chin
" (8) Secretiveness	(8) Expressive Countenance
<u>Hints For The Employer</u>	

eye (1) to help him to reckon the profit and loss of any business scheme; breadth over the outer corner of the eye (2) to give him observing power to classify and arrange his accounts; fullness in the median line of the upper forehead (3) to give him power to analyze and discriminate between those who are regular customers and those who are not; breadth in the upper part of the forehead (4) to give him proper perception of the cause and effect of his work, and set him to *thinking*; fullness in the center of the upper forehead (5) to enable him to read the characteristics of people at a glance and to know whether they are honest business men or knaves and dishonest characters; breadth of head just behind the temples (6) to give him a proper understanding of the value of money and personal *interest*; breadth in the

upper portion of the lateral posterior part of the head (7) to give him foresight and desire to watch carefully the Bank's interest; and breadth in the lateral part of the posterior coronal region of the head (8) to give him moral principle to do the right thing to all his customers, and his motto should be: "Let justice be done though the heavens fall."

The general appearance of the Cashier will be somewhat short in stature compared with the Real Estate Man. His eyes will be alert to things that are taking place around him; his expression will be of an intellectual character; his head will be well developed anteriorly; his countenance will be thoughtful and dignified; his chin will be round; and his hair brown.

<u>How to Study the Business Man</u>	
<u>A Cashier of a Bank</u>	
<u>Faculties and</u>	<u>Features Needed</u>
Large (1) Calculation	(1) Vital Temperament
" (2) Order	(2) Short Stature
" (3) Comparison	(3) Round Features
" (4) Causality	(4) Alert Eyes
" (5) Human Nature	(5) Expressive Countenance
" (6) Acquisitiveness	(6) Full Anterior Head
" (7) Caution	(7) Brown Hair
" (8) Conscientiousness	(8) Round Chin

Hints For The Employer

A Traveling Salesman.—An Employer who wishes to select a Traveling Salesman should choose a person with a Motive Temperament, who has the following faculties well developed: (1) Locality; (2) Destructiveness; (3) Acquisitiveness; (4) Language; (5) Sublimity; (6) Imitation; (7) Human Nature; and (8) Self-esteem.

His form of head will be full just above the brow on each side of the center of the forehead (1) to remind him of the course marked out for him by his Firm; broad in the basilar part of the head (2) giving him energy, grit, and enterprise, or *Action*; broad in the lateral portion of the head just behind the temples (3) giving him a proper appreciation of all the bargains he is asked to make by his customers; full under the eyes, the latter being large and prominent (4) to give him language to express his ideas and remember the verbal contracts with his customers; broad in the center of the side head (5) to enable him to appreciate things that are vast, or that are done on a large scale; broad in the anterior part of the top head (6) to

give him power to adapt himself to his many customers; high in the center of the upper forehead (7) which will give him an intuitive insight into the characteristics of his customers and the *knowing* instinct; and high in the crown of the head (8) which will give him an independent spirit, a proper understanding of his own work rather than conceit or pride, and personal *interest* in his work.

In general appearance the Traveling Salesman will be tall, commanding, active, and alert in expression, with a strong nose, a rather broad and well developed brow, broad chin, strong jaw, and dark hair.

A Canvasser.—An Employer who wishes to select a Canvasser will find that he needs a person who possesses a well balanced Temperament with a slight predominance of the Motive, and the following faculties largely devel-

<u>How to Study the Business Man</u>	
<u>A Traveling Salesman</u>	
<u>Faculties and</u>	<u>Features Needed</u>
Large (1) Locality	(1) Motive Temperament
" (2) Destructiveness	(2) Broad Head
" (3) Acquisitiveness	(3) Alert Expression
" (4) Language	(4) Strong Nose
" (5) Sublimity	(5) Broad Forehead
" (6) Imitation	(6) Broad Chin
(7) Human Nature	(7) Strong Jaw
(8) Self-Esteem	(8) Dark Hair

Hints For The Employer

oped: (1) Language; (2) Eventuality; (3) Locality; (4) Mirthfulness; (5) Imitation; (6) Agreeableness; (7) Human Nature; and (8) Approbation.

The head of the Canvasser will consequently be well developed under the eyes (1) giving him capacity to talk fluently with his customers; full in the center of the lower forehead (2) giving him memory of former visits and important events connected with the transaction of business; full just above the brow on each side of the center of the forehead (3) which will help him to find his way about when traveling and thus save time; broad on the upper outer corner of the forehead (4) which will give him a droll and ludicrous way of presenting his subject and securing large orders; broad on the side of the top head in the anterior region (5) to give him adaptability of mind and facility in making himself at home with strangers and to make them feel equally at home with him; broad on either side of the

top of the forehead (6) which will give him geniality, blandness, politeness, courtesy in approaching men, and a due amount of *feeling*; full in the center of the upper forehead (7) to give him power to read the characteristics of his customers however diverse they may be; and high and broad in the top of the back head (8) which will make him anxious to secure a better record than any of his fellow canvassers, and *desire* to win approval.

In general appearance the Canvasser will be medium in stature, full-chested, with a firm muscular system and good framework, an earnest expression of countenance, a strong and rather broad nose, bright eyes, medium in size, a well developed brow, and a full basilar brain.

How to Study the Business Man A Canvasser

Faculties and
Large (1) Language
• (2) Eventuality
• (3) Locality
• (4) Mirthfulness
• (5) Imitation
• (6) Agreeableness
• (7) Human Nature
• (8) Approbation

Features Needed
(1) Well Balanced Temp
(2) Medium Stature
(3) Full Chest
(4) Firm Muscles
(5) Good Framework
(6) Broad Forehead
(7) Full Basilar Brain
(8) Earnest Countenance.

Hints For The Employer.

A Real Estate Agent.—An Employer, when looking for a Real Estate Agent, will find that he needs a person with a Motive Temperament, one who has large (1) Locality, (2) Form, (3) Calculation, (4) Acquisitiveness, (5) Sublimity, (6) Destructiveness, (7) Conscientiousness, and (8) Hope.

The head of the Real Estate Agent will be full above the center of the brow, giving him (1) memory of the places he has visited and the real estate he has examined; full at the inner corners of the eyes, giving him (2) memory of the dimensions of property; broad on the outer corners of the eyes, giving him (3) capacity to estimate land in large or small lots, and to see the surrounding advantages of water, woodland, and soil, and whether the latter is chalk, clay, or sand; broad in the lateral or side head, behind the temples, giving him (4) a proper appreciation of investments; broad on the middle side head, to give (5) power to handle large estates; broad over the ears, giving him (6) energy and activity of mind; broad across the top head, giving him (7) a strict desire to deal fairly and do an

honest business; and broad across the middle of the top side head, giving him (8) enterprise, optimism and encouragement in business transactions.

In appearance the Real Estate Agent will be well developed in body and brain. His head will be of medium size, actively represented in the base and brow, and not so high as broad and square.

An Insurance Agent.—An Employer, when choosing an Insurance Agent, will find that he needs a person with a Motive-Mental Temperament, with a large development of the following faculties: (1) Human Nature, (2) Comparison, (3) Causality, (4) Agreeableness, (5) Acquisitiveness, (6) Calculation, (7) Language, and (8) Eventuality.

The head of the Insurance Agent will be high in the center of the upper forehead, which will give him (1) a ready summary of his would-be customers; full in the middle of the forehead, which will give him (2) a comparison of the different advantages of insurances; broad across the upper

<u>How to Study The Business Man</u>		
<u>A Real Estate</u>		<u>Agent</u>
<u>Faculties and Features Needed.</u>		
Large (1) Locality		(1) Motive Temp.
" (2) Form		(2) Head Medium.
" (3) Calculation		(3) Base Broad
" (4) Acquisitiveness		(4) Brow Prominent
" (5) Sublimity		(5) Face Square.
" (6) Destructiveness		(6) Height Tall
" (7) Conscientiousness		(7) Eye Searching
" (8) Hope ..		(8) Chin Long

Hints For The Employer

forehead, to enable him (3) to make plans for getting new policies; broad across the sides of the upper forehead, to give him (4) power to ingratiate himself into the good opinion of new clients; broad across the lower side head, behind the temples, to enable him (5) to accumulate knowledge and information suitable to his work; broad across the outer corner of the brow, to give him (6) capacity to figure, calculate and reckon the profit and loss on all policies, and the best way of presenting them; full under the eyes, to give him (7) fluency in expressing and explaining all the shades of meaning in each policy; and prominent in the lower central part of the forehead, to give him (8) memory of the names and addresses of the people on his books.

The general appearance of an Insurance Agent is healthy and vigorous

in body and mind, showing clearness of intellect, quickness of decision, and readiness of speech, with an eye like that of an eagle, a nose slightly convex in shape, and a high forehead, full crown and round posterior region of the head.

A Window-Dresser.—An Employer who wishes to select a Window-Dresser will find that he must choose a person with a Mental or artistic Temperament, with the following faculties well developed: (1) Constructiveness, (2) Ideality, (3) Imitation, (4) Form, (5) Size, (6) Color, (7) Comparison, and (8) Causality.

The head of the Window-Dresser will be broad in the temples, to give him (1) ingenuity in arranging his material for windows; broad in the upper lateral portion of the head, to give him (2) appropriate taste in arranging colors, tones, and hues to make proper effects and attract buyers in an enticing way; broad on the top of the side head, to give him (3)

The Science of Commercial Success.

The Insurance Agent.

<u>The Faculties and Features Needed</u>	
Large (1) Human Nature	(1) Vitality.
" (2) Comparison	(2) Clear Intellect
" (3) Causality	(3) Quick Decision
" (4) Agreeableness	(4) Ready Speech
" (5) Acquisitiveness	(5) Eagle Eye
" (6) Calculation	(6) Convex Nose
" (7) Language	(7) Full Crown
" (8) Eventuality	(8) Motive Mentalty.

Hints For The Employer.

power to imitate designs he has first worked out on paper; broad between the eyes, to give him (4) capacity to work out the form of an object in soft draperies, and (5) power to measure by the eye and appreciate the proportions of the space to be decorated; full in the middle of the eyebrows, to give him (6) an appreciation of the harmony or discord between colors, and a desire to use some bright color; full in the central part of the upper forehead, to give him (7) capacity to recognize resemblances in working out his ideas and to enable him to quickly see where he errs from his model or design; and full in the upper part of the forehead each side of the center, to give him (8) perception of the relation between cause and effect, and ability to adapt means to ends.

In general appearance a Window-Dresser shows a fine quality of

organization, with an aquiline nose which is highly artistic, eyes that are soft and radiant, a chin that is rather pointed, and hands that are delicate and refined rather than large and bony.

A Writer of Advertisements.—An Employer who desires to find a writer of Advertisements should choose a person who possesses a Mental or nervous Temperament, with the following faculties largely developed: (1) Causality, (2) Comparison, (3) Mirthfulness, (4) Language, (5) Constructiveness, (6) Ideality, (7) Sublimity, and (8) Spirituality.

The head of a Writer of Advertisements is broad right across the upper part of the forehead, giving him (1) original ideas and plans to work out in word pictures, (2) discrimination in appropriately describing his ideas and to analyze and classify his knowledge, and (3) power to ap-

<u>The Science of Commercial Success</u>		
<u>The Window -</u>		<u>Dresser</u>
<u>The Faculties and Features Needed</u>		
Large Constructiveness		(1) Fine Quality.
" (2) Ideality		(2) Mental Temper
" (3) Imitation		(3) Aquiline Nose
" (4) Form		(4) Radiant Eyes
" (5) Size		(5) Pointed Chin
" (6) Color		(6) Hands Delicate
" (7) Comparison		(7) Soft Brown Hair
" (8) Causality		(8) High Head.
<u>Hints For The</u>		<u>Employer</u>

preciate the witty, ludicrous, droll, comical, incongruous, and eccentric, and draw out the same in others through his word pictures; full under the eyes, to give him (4) a variety of expression in describing his goods; broad in the lower and upper part of the temples, to give him (5) ingenuity to construct his advertisements, and (6) refined sentiments and appropriate language to convey his ideas; broad in the center of the side head, to enable him (7) to appreciate grand and sublime expressions to convey even commonplace ideas; and broad in the lateral part of the anterior region of the top head, to give him (8) an appreciation for inspirational and imaginative ideas, especially in up to date advertising.

In general appearance a person who is a Writer of Advertisements will have a large head for the size of his body which will enable him to

appreciate brain work rather than physical labor. His eyes will be large and intense in expression; his countenance will be thoughtful, and the development of his head will be largely in the superior and anterior region in contradistinction to that of the business man.

The Science of Commercial Success

The Writer of Advertisements

The Faculties and Features Needed

Large (1) Causality	(1) Large Head
" (2) Comparison	(2) " Eyes
" (3) Mirthfulness	(3) Medium Chin
" (4) Language	(4) " Height
" (5) Constructiveness	(5) Straight Nose
" (6) Ideality	(6) Narrow Chest
" (7) Sublimity	(7) Pale Complexion
" (8) Spirituality	(8) Mental Temper

Hints For The Employer

Questions on

SELECTING BUSINESS MEN.

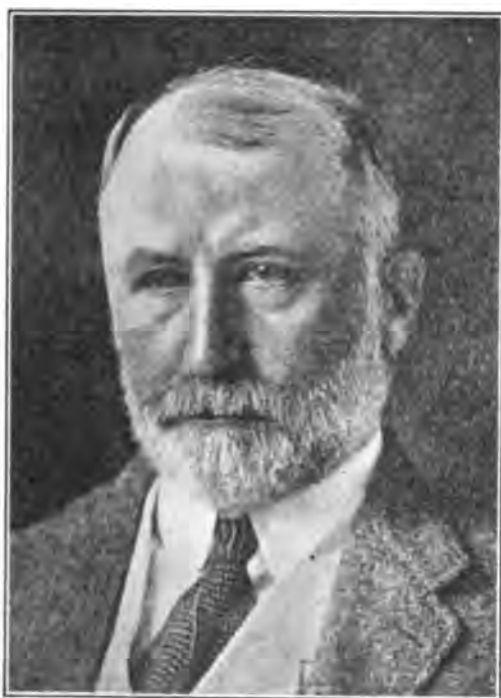
- 1.—What is one of the greatest problems that confront an Employer in selecting suitable Employees?
- 2.—What are the essential qualities that an Employer should look for in his Employees?
- 3.—What Temperaments should the following Employees possess: The Credit-Man; the Cashier; the Traveling Salesman; the Canvasser; the Real Estate Man; the Insurance Agent; the Window-Dresser; the Writer of Advertisements?
- 4.—How does a Credit-Man differ from a Cashier?
- 5.—What is the general appearance of the Traveling Salesman?
- 6.—What faculties are required by the Canvasser?
- 7.—How does the Insurance Agent differ from the Real Estate Man?
- 8.—What are the essential characteristics of the Window-Dresser?
- 9.—How can an Employer select a capable Writer of Advertisements?
- 10.—What faculties do Knowing, Feeling and Willing represent?

Builders of To-Day

HON. WILLIAM J. GAYNOR, MAYOR OF NEW YORK CITY.

BY THE EDITOR.

No man who holds a public office, like the Mayor of New York, can do so without being in the full glare of public criticism. Is it to be wondered at, therefore, that many estimable men who are highly sensitive to their reputation shrink from becoming candidates, even when urged to do so, on this account?



MAYOR WM. J. GAYNOR.

(Photo by Pach Bros.)

Mayor Gaynor is a man who has had hurled at him all kinds of abuse. Yet a glance at his whole make-up is sufficient to tell an expert that he is made of that mental and physical material from which a bullet slides off and does not even pierce the skin or make a wound. Mayor Strong was another man of this type who was able to bear similar criticism.

Anyone who has read the papers and who is acquainted with the remarks that were made concerning the new Mayor of New York, will realize that the path of such an executive is not a bed of roses, even when all appointments are made and every Commissioner is allotted to his task of assisting

the head executive. Misunderstandings constantly arise in one department or another, as the late Mayor McClellan is well aware, and it requires a superabundance of patience mingled with tact and moral control to be able to either silence the critics or outwit them in their own game.

The Hon. William J. Gaynor possesses a remarkable personality, and as Judge of the Supreme Court for many years he was known to the people of greater New York for his acts of justice and his strenuous opposition to extravagance in many directions.

He combines the elements of the Vital, Motive and Mental Temperaments; the first shows in the abundance of his arterial circulation, the second manifests itself in his height of stature and strong iron framework, while the third is indicated by his massive brain which shows to a good account in the height and breadth of his forehead.

His features are singularly marked, the nose being long and deeply set, though delicately curved, showing tenacity, rigidity, and power; his eyes are dark and have a world of determination in them, and also a self-reliance that is fine to behold; his chin is solid and substantial; while his ears are long and broad, indicating strength of character and longevity; all of which characteristics tell us that he knows no hesitancy when the brain says, "Right about face, march!" His hands are slender, but strong, showing delicacy of mind, yet power to go ahead and do whatever they find is necessary to be done.

He is a combination, it appears to us, of many men, though he does not resemble any single one entirely. He has the square features of Grant, the high forehead of McKinley, the basilar brain of Cleveland, the height of head over the ears of Roosevelt, the full central brow of Lincoln, the well developed perceptive faculties of Washington, and the keen eyes of Aaron Burr. In the twinkle of his eye he resembles Voltaire, while in the firmness of his lips we see a resemblance to the old warrior Cromwell, and in the fullness of the outer corner of his brow, giving him order, calculation, and system, he resembles the grand old man of English politics, Gladstone. In the nose we see the classic dignity of Dante, while in the squareness of his chin he shows the pugnacity of Richard Croker.

It is all the more remarkable to note that in a man of his caliber we find so many combined attributes. Hence the sympathy that is apparent in his large Benevolence is just as true of him as a characteristic as his force and executive power in managing men and affairs, and in different experiences and events of his life he will show the many-sidedness of his character.

Mayor Gaynor is a powerful man, and although he may not succeed in pleasing everyone in his pronouncements, yet he will act according to his light, his judgment, and his intuitive understanding of the truth as he sees it. The crown of his head shows that he is at all times self-reliant, independent, and capable of taking responsibilities upon himself.

RAYMOND L. DITMARS.

Curator of the Bronx Park Zoological Gardens.

Curious are the ways of man to convert the talents of animals into hard cash. There is one man in New York, however, who is anxious to show the public the natural talents of animals, and he is endeavoring to give the latter credit for all the ability they possess. He is anxious to show the native intelligence of animals and explain what they can do without being trained.



RAYMOND L. DITMARS AND HIS FAVORITE BALL PYTHON.

We were fortunate the other day in being able to make a study of the characteristics of this unique man, who, as his photograph reveals, is a true analyst of character of both "the essential man and the essential other animal." Of him we said:

"Your play is your work and your work is your play; your recreation is your work turned the other way round; consequently you are never idle, and seldom at rest. There is much going on in your mind when people think it is at rest. This is owing to the peculiar combination of your intellectual powers. The acids and alkalies of your nature are most signally combined.

"The fine quality of your organization, the susceptibility of your mind

and your sensitiveness to changes of environment enable every fiber of your being to respond to new ideas. Few men of your age have ripened or matured so quickly as have you.

"You have more regard for honesty of purpose than strict formulas of belief, and the height of your head indicates that you are just in your thoughts, words and actions, as well as firm and persevering in your work, and sympathetic in your feelings toward those who are helpless. Thus with your large Philoprogenitiveness, Cautiousness, and Causality you can interpret the wants of dumb animals and understand their language better than can ninety-nine men out of a hundred.

"Your form of head across the temples shows that you have ingenuity of an intellectual kind, and are able to manifest it in literary work, or in the construction of light mechanical contrivances. Writing should be an easy task to you, for you should be able to do this work as easily as you talk.

"Your memory of special events, names and addresses is phenomenal, owing, no doubt, to the fact that you have large Eventuality, Individuality, Comparison and Human Nature. Whatever has once impressed itself on your mind you seldom forget. Thus were you to lecture, you could do so without notes, for you could recall all the data you wanted to make use of, and your discourses would always be interesting.

"The length of your head makes you attach yourself to animal life in a singularly impressive way. It is just as easy for you to understand the requirements of animals and recognize their language, as it is for a mother to understand the language of her infant.

"You are a man of keen observation, and recognize in a moment the general form, texture, and value of things about you.

"In short, you could become a keen business man from necessity, though you are more of a scientist, a thinker, a practical philosopher, a writer, and a speaker, from inborn talents.

"You should be known for your persevering spirit, independent mind, energy of purpose, quick perception of facts, comprehension of intricate subjects, remarkable memory of facts, names and dates, intuitional judgment, love of animals and power to appreciate their natural characteristics, perception of truth, keen sense of justice, love of equity, and altruistic aim in life."

The accompanying photograph shows Mr. Ditmars with his favorite ball python in his hand, while in his lectures he will give experiments with the ring-tailed lemur and the gila monsters, as well as with his snakes.

Science of Health.

TREATMENT OF COLDS.

It is well to stop occasionally and take account of the stock of health resources. If the vitality is at a low ebb, see what can be done to recoup the system to a full working capacity. If the vitality is at par, then be sure to inaugurate some scheme to maintain such a desirable condition. In the springtime nature is apt to call a halt to the mass of mankind, after the riotous living and excess of food during the winter. It has been noted that in countries where the Lenten season is strictly observed, the health of the people is much improved by its faithful observance.

What are called colds are to be looked for at this season, even though it be a misnomer to call them by that name. In reality they are unfailing evidence of an overloaded system; more food material has been taken than could be properly utilized by the rejuvenating forces, and nature takes the easiest way of getting rid of the offending material by pouring it out through the mucous membrane of the head and throat, and woe be to the one who attempts to suppress nature's effort in that direction. It will surely result in a worse and more dangerous condition. Nature should be aided instead of attempting to thwart it. This is done by obviating the first cause of the cold.

The invariable cause of colds comes from within, not from without. No one takes cold when in a vigorous state of health, with pure blood coursing through the body. It may come from insufficient exercise, breathing of foul air, want of wholesome food, lack of bathing, etc., but always from some violation of the plain laws of health.

There can be no more prolific cause of colds than highly seasoned foods, as well as frequent eating. These give the digestive organs no time to rest and incite an increased flow of the digestive secretions. Thus larger quantities of nourishment are absorbed than can be properly utilized, and the result is an obstruction, commonly called a cold, which is simply an effort of the system to expel the useless material. Properly speaking, it is self-poisoning, due to incapacity of the organism to regulate and compensate for the disturbance.

A deficient supply of pure air to the lungs is not only a strong predisposing cause of colds, but a prolific source of much graver conditions. Pure air and exercise are necessary to prepare the system for the assimilation of nutriment, for without them there can be no vigorous health. The oxygen of the air we breathe regulates the appetite as well as the nutriment that is utilized in the system.

The safest and best way to avoid colds is to sleep in a room with the

windows wide open, and to remain out of doors every day, no matter what may be the weather, for at least two hours, preferably with some kind of exercise, if no more than walking, which is one of the choicest of exercises. One should not sit down to rest while the feet are wet, or the clothing wet through to the skin all day, if he keeps moving. Exercise keeps up the circulation and prevents taking cold.

The physiological care of colds is the prevention of their occurrence. The person who does not carry around an oversupply of alimentation in his system, and furthermore secures a purified circulation by strict sanitary cleanliness, thus placing himself in a positive position, is immune to colds. A starving man cannot take cold.

When one has what is called a cold it is well to cut the food rations by one-half for a few days, or better still, to inaugurate a complete fast for twenty-four hours. A thorough sweating bath will hasten the cure. For this purpose nothing is better than a good Turkish bath, which is a delightful remedy.

CHAS. H. SHEPARD, M. D.

THE TRUE CAUSE OF DISEASE.

Within the last quarter of a century, the microscope has been the means of discovering some of the baccilli that are the main cause of disease in whatever part of the system it occurs. These baccilli have been tested in such a way that the discoverers know exactly how rapidly they increase when they develop in any part of the system.

One of the plainest illustrations of this principle is in relation to the bacilli that cause tuberculosis, which is proven to come from the milk of cows. It is evident from these proofs that the great majority of tubercular diseases in the human family comes from the use of such milk. It has at the same time been discovered that by pasteurizing or sterilizing the milk—that is, by raising the temperature of the milk up to 65 or 85 degrees, these baccilli are destroyed and thus the milk is rendered harmless.

These baccilli can be developed or propagated by the chemist outside of the milk, and it has also been discovered that they can be killed by raising the temperature. It is claimed that the baccilli from which fevers of most kinds are developed have been discovered, and that for some of these fevers remedies have been found that will relieve or cure those suffering from the disease. There are baccilli not only for tuberculosis, but for pneumonia, diphtheria, and for almost all local diseases. The time will doubtless come when there will be a remedy discovered which will destroy these baccilli, but as they propagate in the human system, certain poisons as methods of

killing them where they are located in the blood or tissues are necessarily employed, and these poisons may be the means of doing as much harm as would the baccilli if left alone. It is estimated that many times more deaths occur from the use of drugs than from the diseases themselves.

The best way, of course, to get rid of these poisons and the baccilli which cause disease, is to keep the blood pure, and that can be done only by the use of pure food, pure drink, and by cleansing the body by the use of baths and the application of water in its various forms. There is more virtue in the hydropathic system of curing disease than can be derived from any form of drugs. There is no doubt but that certain remedies may in some cases be used which will destroy certain poisons, but in nine cases out of ten, if the water treatment is applied at the right time and the right temperature, it destroys or carries out of the system the baccilli which are the cause of the disease. There are some baccilli that are destroyed by cold, and the use of cold water will often cure certain forms of disease very rapidly. There are other forms that are destroyed by the use of heat; hence water, either hot or cold, or copious applications of even tepid water, can be so used as to destroy the baccilli and remove the poison that causes the disease. Baths of all kinds have a tendency to remove obstructions from the blood quicker, easier, and better than any other agent. Hot air, and also hot vapor baths are useful in treating almost every form of disease.

What the people of this country need now more than anything else is Health Resorts established in every township in the United States, where people suffering from any form of disease can go and be treated in such a way as to be cured, and where they can be fed on such food as will prevent a return of their suffering; and, better than all the rest, be taught how to live so as to secure Perfect Health and Eternal Life. All our hospitals ought to be equipped with such apparatus as is necessary to act upon the circulation of the blood and purify it.

We hope to enlist, through the agency of the Scientific Christian Association, enough funds to establish such Institutions all over the world. There is no reason why people cannot enjoy perfect health if they get their blood pure and keep it pure.

E. P. MILLER, M. D.

THE BRITISH PHRENOLOGICAL SOCIETY, INC.

On Jan. 11th, Mr. James Webb gave an interesting lantern lecture on his recent visit to Egypt and the Holy Land. The meeting was well attended and was thoroughly enjoyed by all present. Phrenological delineations formed part of the evening's programme. On February 8th an interesting and instructive lecture was given by Dr. C. W. Withinshaw on "Veneration, Its Organ and Faculty."

The American Institute of Phrenology.

The American Institute of Phrenology held its fifth meeting of the season on Tuesday evening, February 1st, when Mr. George Singleton, of Dover, N. J., gave an address on the subject: "Commercialism and the Basilar Brain; Their Influence on the Uplifting of the Mind." Mr. Singleton presented the subject in a very interesting as well as practical manner which was thoroughly appreciated by the audience. The Hall was well filled, and a most enjoyable evening was spent by all present.

The following letter was read from the President, Dr. Charles H. Shepard:

"Dear Friends:—

"Not being able to meet you personally, still I am thankful to be permitted to send you a few words of congratulation for the many privileges which we so fully enjoy. There is so much to love and work for that it is a joy to be alive—much more when we can take an active part in the wonderful progress that mankind is now making.

"The subject of the evening is to be ably discussed by Mr. Singleton, who will show the intimate relation existing between Commerce in the broad sense and our own development. We learn by 'doing things,' and the more we appreciate our own work and opportunities the greater will be our success. Commerce is gradually uniting not only our own people, but the whole civilized world, and the wonderful discoveries now developing are but hastening on that good time long foretold by the prophets.

"By our study of the Brain and its action we better fit ourselves to promote and enter into a greater appreciation of the higher life."

The Chairman, Miss Jessie Allen Fowler, before introducing the speaker of the evening, spoke of the Commercialism of to-day as being the foundation of the future. "It seems like a wise provision of nature," she said, "that we have our basilar faculties placed at the base of the brain, to be a foundation for our higher moral and spiritual faculties. All things have to grow from the root upward, and consequently the brain, like everything else, has to take its share in the foundation of things that are real and tangible. We find that everything of a practical nature has its business foundation, and even the Colleges are awakening to the fact that Agriculture and Farming should be taught in their Courses just the same as Engineering, Law, Medicine, and Theology. Columbia College has recently opened its doors to the study of Agriculture, and we believe that it will meet a long-felt want. The time was, when our Colleges were merely theoretical schools; but, thanks to the business man, methods have been changed, and we now find that it is necessary to study things from a scientific point of view in order that much good may be the result."

Miss Fowler then introduced Mr. George Singleton as a graduate of the Institute, and as a man who had had considerable experience in the business direction.



MR. GEORGE SINGLETON.

Mr. Singleton explained that by the Science of Phrenology we could understand that man was given business faculties, which were located in the base of the brain, which, if exercised and kept under control, were able to influence the rest of the brain, especially the intellect and the moral faculties in uplifting the character. He pointed out in a very broad and comprehensive way the history of the world, and how from the Romans we had received our idea of building roads; from the Greeks we had received our language; while the Jew trader had carried his business instincts and his religion into all parts of the world. He further expressed the idea that he believed the time would come when wars would cease, and when men would use their energy for the production of culture and the stimulation of thought. If this thought is carried out, then the Nations of the world will see the necessity of educating children of all classes and of bringing them up to a standard that will enable the individual to intelligently perform his duties as a citizen; and, too, because the strength of a Nation depends upon the mental and moral strength of the Individual.

He said: "Man in business, especially in manufacturing, has to meet competition, he has to meet the purchaser of his product, as well as the demands of his employees for higher wages. To meet these demands, the intellect must be trained and kept on the alert for everything that is new, so that by their application costs can be reduced and products increased. This brings him in contact with the brightest intellects, the foremost inventors and builders of everything he uses in his factory. The influence of this for broadening the mind can hardly be estimated."

He spoke of the moral influence of this country as a recognized potent factor by the rest of the world for enlightenment and peace.

He further said: "Life is a contest; the race for place and prizes is open to all, and it is only a question of inherent qualities, training, and application who will win. All should strive for a place, and should do their best in a legitimate way to reach a high one, no matter what calling they are in."

Mr. Singleton closed his remarks by a beautiful peroration to the effect that a thorough knowledge of Phrenology would help everyone to a better understanding of himself and how he can secure that place of recognition and distinction for which his talents fit him.

Dr. C. F. McGuire and Mr. E. T. Liefeld made further remarks upon this subject, the former saying that the world was divided into two halves, the aristocrat and the democrat. He believed that all men were striving for happiness, and did not think that wealth led to happiness, but that culture came from the exercise and right training of our faculties.

While the latter gentleman spoke about his experience in Germany, and the German attitude toward business and the higher culture of the mind. The Chairman drew the remarks of the different speakers together, and gave Mr. Singleton an opportunity to reply, which he did in a few appropriate words, saying that he had risen from the ranks on a salary of one dollar a week, working ten hours a day, and therefore knew the dignity of labor and the right use of the exercise of the mind in honest work.

Miss Fowler then examined two gentlemen from the audience, much to the entertainment of the people present. She received an endorsement from the friends of the gentlemen as to the truth of her remarks.

Mr. Piercy, the Secretary, closed the meeting by giving a vote of thanks to the speakers, and explained the objects of the present meeting and the work of the Institute. He said he hoped to persuade all present to take a deeper interest in the Science of Phrenology, and gave one or two instances that had come under his own notice of how men had been benefited by the study of the works on Phrenology that they had read, and how they had used their knowledge in the training of their children. He suggested that all should have a Reading of their own characters so that they might know themselves more intimately. He invited all present to attend the next meeting of the Institute, which would be held on March 1st, when the subject of "Success Through Self-Knowledge; or Traits That Make for Success, and the Way to Acquire Them," would be presented by Miss Jessie A. Fowler.

THE RESULT OF ONE EXAMINATION BY O. S. FOWLER.

BY REV. G. W. SAVORY, OF CALIFORNIA.

Professor O. S. Fowler's books begot me intellectually when a very young man. Two years later he came within sixty miles of my home, and I dropped everything to get his hands on to my head. Half sick, poor, and working my own way largely for an education, it was a great sacrifice for me to obtain a chart, but it was the best investment I ever made. While he kept me from crawling under the sod and showed me how to become the father of six children stronger than myself or wife—he made me that "uncomf'able critter" that dares think for himself, and for a few others who have never been begotten!



THE

Phrenological Journal

and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

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Tho' there is a regard due to education, and the tradition of our fathers, Truth will ever deserve, as well as claim the preference.—William Penn, 17th Century.

THE HARVARD PRODIGY. A great deal has been said of late about the Harvard prodigy who is eleven years old, and a good editorial has recently appeared in one of the New York evening papers upon allowing a child of that age to use his brain in such a hothouse way.

It is stated that he has lectured to the learned men of Harvard on such a subject as the Fourth Dimension, and it is also pointed out in the above mentioned editorial that, although great may be his reasoning power, yet more important and far more sensible would it be if this child were allowed to live his childhood days as children have a right to do, namely to prepare for the years that are to come.

It is contended that if this child is forced now at such a tender age, will he be as great when twenty-one years of age, or will his intellect wane through want of proper nourishment during his tender years of youth.

We agree with the writer of this editorial when he says that at an age when children more normally developed will probably seek for knowledge with a real intellectual hunger, this child (and two other children who have

lately been seen at Harvard, who are respectively fourteen and fifteen years old, and are remarkable for their intellectual attainment, one being already a Bachelor of Arts), will probably be tired of study and the acquisition of knowledge. When the wonders of Science, of Literature, and of History should begin to interest them, these things will have become wearisome to their minds, just as a child who is petted by his wealthy parents and is given a valuable watch, a camera, a bicycle, and a pony at an early age, becomes prematurely weary of these gifts and does not appreciate them at the age when they should be put into his hands.

WHEN KNOWLEDGE IS APPRECIATED. At the present day it does not matter so much how much a person knows as it does what knowledge he is able to make use of. A person may know a little, and know that little very well, and be better able to use it than a person who knows a hundred things slightly but none very well. The pace of the world's knowledge at the present time indicates that a thing has to be known very well in order to make it profitable and useful. But to prematurely develop talent in a child is like forcing fruit before the tree has had time to mature. Consequently the flavor of the fruit cannot be so delicate as that from trees which are matured in a natural way.

Our form of education is at fault when we allow children to be prematurely developed in advance of their years, and instead of encouraging them in their precocity the Greek and Latin books should be taken away from them and they should be allowed to play in the green fields and in gymnasiums.

MARCH MEETING OF THE INSTITUTE.

The next meeting of the American Institute of Phrenology will be held on Tuesday evening, March 1st, when Miss Jessie Allen Fowler will give an address on "Success Through Self-Knowledge; or, Traits That Make for Success and How to Acquire Them." A number of Business Men will also discuss the subject from their standpoint. Miss Fowler has had the advantage of traveling abroad and of examining a variety of business men and women who belong to other countries, and will therefore bring to the subject the wealth of her wide experience. Demonstrations of Character bearing on the subject will be given during the evening.

The Activities of the Mental Faculties.

Address given by Mr. E. Theophilus Liefeld, before the American Institute of Phrenology, January 4th.



MR. E. T. LIEFELD.

In presenting the above named subject Mr. Liefeld discussed the three following questions: Why is the Brain divided into two separate halves? How can we become conscious of the workings of our Brain? How do the active mental faculties manifest themselves in our walk, carriage, etc.?

With regard to the first question, the speaker said: "Not only the brain, but all the organs of the body are double, almost without exception: Two eyes, two ears, two nostrils, two arms, two legs, two lungs, two kidneys; even the heart, though single, has two halves each distinct and separate from the other. Does Nature give two, so that if we lose one the other supplies the deficiency? And do we accordingly use only one of each set of two organs? We know that in the case of the heart, both sides are necessary, one for the arterial circulation, the other for the venus circulation. We also can understand that a man with only one leg is helpless; both are necessary for proper locomotion. In the case of the eye, at first thought it would seem as if one were superfluous, but it is not. The right eye sees more of the right side of the object looked at, and the left eye more of the left, and both acting together give the idea of solidity as also of distance from the eye to the object. A person with one eye sees everything as in a painting, and can form no proper idea of distance.

The speaker called attention to the necessity of having two ears, for with one alone there is no perspective of hearing, and a person deaf in one ear, hearing a knock at a door, would not be able to judge of the direction or distance properly, and if there were two doors in the room he could only guess at which the knock occurred. Experimentation would undoubtedly prove also a perspective of smell, and perhaps even of taste.

As with the senses, so also with the other organs of the body and with the independent faculties of the brain, two being necessary for what we might call a proper perspective of thought. Probably many an inmate of an insane asylum has a healthy brain, but, unfortunately, one-half is entirely or partly inactive, so that he cannot help having the absurd notions or illogical ideas which constitute his insanity.

The speaker declared that one of the greatest objections at the present day against the adoption of Phrenology was the fact that the skull is not

throughout of the same thickness, and he explained that it cannot be expected to be, for it is living tissue, and brain or faculty stimulated by activity pressing against it from within, must necessarily make it thinner than at the point where there is not cerebral activity. If the brain were acting as a unit, then it would certainly press equally, and the skull would have a like thickness throughout. So we can consider the difference in the thickness of the various parts of the skull as one of the best proofs of the truth of Phrenology.

In explaining how we can become conscious of the workings of the brain, the speaker called attention to the fact that if we overexert any faculty of the mind which is not generally active within, we stimulate the corresponding part of the brain which presses against the skull and gives us a sort of headache and a dull, oppressive sensation which is immediately cured when we engage in another thought. Following closely a musical concert would give us this sensation at the side of the forehead, and so locate "Tune" in our own heads. "Ideality" would be aroused by much and continued reading of poetry. "Mirthfulness" would be stimulated by reading Mark Twain's works. And the speaker showed how by reading an article in a foreign language which we understand but cannot speak, we will suddenly feel the workings of the perceptive. We can thus readily understand why the teaching of a foreign language should be made a matter of the perceptive faculties, and not of the reflective, as is so generally done, and an explanation can be found for the well-known fact that a person can study a foreign language for many years and yet not be able to express the simplest thought in this language. We all know that the average laboring man or woman who is not accustomed to read much, complains of headache the moment he or she begins to read a book, or at times even a newspaper, and sometimes falls asleep because the effort to read is too great. Yet the so-called headache is not a diseased condition of the brain, but only a condition of activity where there is generally no activity.

With regard to the question as to how the active mental faculties manifest themselves in our walk, carriage, etc., the speaker showed how there is a natural tendency of the head towards the active faculty. For instance, very active Self-esteem causes the body and head to be erect and to be stretched, as it were, toward the crown of the head. Who can imagine the Viceroy Gessler, of Schiller's *William Tell*, walking with his head down in a spirit of devotion or reflective thought? Again, the firm man walks in a stiff, rigid manner, with head straight up above his body; the man of thought brings his head forward a little and down; while the man of perception brings the eyes forward and the body accordingly. Attention was called to the fact that we instinctively alter our attitudes with the new thoughts that enter our minds, and several illustrations were given to prove this fact.

New Subscribers.

CHARACTER SKETCHES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Co., New York, or L. N. Fowler & Co., London.*

No. 877.—G. S. A., Chicago, Ill.—The photograph of this sturdy little boy shows that he has quite a mechanical mind; that he is also thoughtful and full of sympathy. He has a very inquiring mind, and will keep people busy answering his questions. He is a boy whose boiler is always full of steam, and he must have some outlet for his energy. Therefore it would be well to keep him busy. But he should have one toy at a time to play with, and when he is tired of that one it should be put away out of his sight, and something new should be given to him. He is a jolly little fellow, has an enterprising mind, and will seldom be at a loss for an idea. His Perceptive Faculties, especially that of Weight, will need to be cultivated by gymnastic exercises.

No. 878.—J. J. H., Wabasso, Minn.—You have a strong Motive Temperament and are capable of enduring considerable hardship and fatigue. Your Perceptive Faculties are so active and well represented that they must help you considerably in scientific work. You are broad in the temples, and your Constructiveness and Ideality give you special talent in understanding the use of tools and how to put machinery together. You ask what calling you should have followed. Your head indicates that you would have made a good Mechanical Engineer. You readily take to things that have to be put together into certain shapes and forms, and could easily work from a pattern. You would also make a good Building Architect.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

M. M.—A person who has premature gray hair without suffering from overwork or any mental shock, has probably inherited this whiteness and change of color from the normal, and we have known a number of persons

who are examples of this fact. We have known of persons from one generation to another showing this apparent weakness, and therefore do not believe that it is due altogether to a sudden shock to the system.

Your question with regard to the cause of remarkably white skin of a person who is in perfectly good health seems to imply that this is an abnormal condition. It is quite possible for a person to be perfectly healthy and yet possess very little color in the cheeks, lips, or ears. We know of one family where the father is remarkably strong and healthy, and his daughter has inherited the same degree of strength proportionately, and yet both are possessed of white skin, and however much they eat they never take on more color in their faces. It is an exception to the rule, of course, but exceptions exist.

T. B., Quebec.—Persons having large faces differ from those possessing small ones in this way: the former have large and practical ideas of life, while the latter are delicately organized, take feminine views of things, and seldom rise to the accomplishment of work that is large or comprehensive.

X., New York City.—We find that you have answered the question that you ask about Beauty yourself, and you seem to know as much about the subject as anyone can tell you. Heredity has often to account for the wonderful expressions of beauty that exist in the faces of so many of our friends. Yet what one person calls beautiful, another does not. A lady said to us yesterday that she would rather see a face that was somewhat homely in appearance, yet that lighted up with a beautiful expression, than to see one that was called beautiful in features, without an accompaniment of depth of character. We seldom find everything in one person. The law of compensation comes in and gives to a person who is not beautiful the attributes of mind, soul, and character that beautiful persons sometimes do not possess.

WEDNESDAY MORNING TALKS.

Miss Fowler's Morning Talks during January attracted a number of well-known Club women, as well as gentlemen, many of whom took up the subjects under discussion with genuine interest. Mrs. Frederick Hamlin Mills, Mrs. P. B. Guernsey, Mrs. G. H. George, Mrs. C. E. Brown, Mr. G. Frank, Mrs. H. L. Ughetta, Mr. and Mrs. C. H. Sheffield, Miss W. H. Gaston, Mrs. R. W. Smith, Mrs. M. F. Hamilton, among others, were guests of honor when the subject under discussion was "The Strongest Woman in the World." The speaker mentioned the names of the women who had come prominently before the public and who had helped to form the history of the world, from the early ages down to the present day, and

after considering the strongest intellects of all ages, and inviting the attention of the audience to consider the question of greatness and strength on all sides, she concluded that the mother of the race was the strongest woman.

On January 19th, Miss Fowler's topic was "Musical Vibrations in the Cure of Disease." She spoke of the importance of studying the question of vibrations in regard to music and its power, and said that through the law of vibration beneficial results would accrue if one only knew how to apply them. She spoke of the power of the dominant note, and told how "C" was the dominant note of the Metropolitan Building, and "E" was that of the Trinity Building. She spoke of mental disorders, such as nervous prostration, fevers, neuralgia, and insanity, being relieved and finally cured by the right kind of music. Mr. Gustav L. Becker, an expert violinist, and Chairman of the Program Committee of the New York State Music Teachers' Association, gave an excellent address on "The Effect of Pitch, Dynamics, Rhythm, Melody, and Harmony on the Mind." Mrs. P. B. Guernsey said she had noticed the effects of music on the minds of children many times; and Mrs. W. N. Barrows, who had been an organist many years, expressed her views on the subject and said that she thoroughly believed in the vibrations of music and their aid in curing disease.

Among those present were Mrs. C. E. Munch, Mrs. Edith M. Simmen, Miss A. Griffin, Miss Pauline Jennings, Miss E. Wigley, Mrs. W. N. Barrows, Miss Alice Drew, Miss Anna Gunst, Mrs. M. Mitchell, Mrs. H. L. Pollock, Mrs. P. B. Guernsey, Mrs. C. H. George, Mr. Gustav L. Becker, Mrs. R. W. Smith, and others.

On January 26th, Miss Fowler spoke on "The Psychological Influence of Music." She told of many instances where children and neurotic people had been cured by music, and said that the latest fad was to give a mother a tuning-fork, and when the baby begins to cry she is to sound the proper pitch for its wail, that no mother should be weak enough to allow her baby to cry off key, that if you have a number of children you have only to teach them to cry in unison and carry out the watchword "Baby's Cries Made Musical." She spoke of the different temperaments, and the kind of music for each.

Among those present were Mrs. R. G. Abbott, Mrs. W. N. Barrows, Miss Maude Lambert, Mrs. O. A. Gage, Miss A. L. Gunst, Mrs. E. W. Griffiths, Miss L. Moss, Miss A. Griffin, Mr. P. V. Simms, Jr., Mr. T. R. Bligh, and Mr. G. Frank.

In the discussion at the close Miss Griffin said that a friend of hers mentioned a case of a person who had been highly benefited in a hospital in Alaska where music had been played in the ward where the patient was. Mrs. Gage spoke of the development of music in her own child, and told how by a receptive teacher the child had been entirely won over to the study

of music, and it had been of very great help to her. Miss Gunst made some interesting remarks with regard to the different kinds of music that effected her. Mrs. Barrows commented upon the influence of pitch, and said that she herself always preferred music that was played in flats rather than in sharps, that the former soothed her while the latter stirred her up. Mr. Frank made some allusions to the faculties of Causality and Sublimity in his own case, after which Miss Fowler examined Mrs. Rose G. Abbott and showed the keen susceptibility of this lady to music.

FEBRUARY MORNING TALKS.

During February the lectures were upon the following subjects: February 2nd: The Laws That Most Affect Women; February 9th: Thought Transference; February 16th: Personal Magnetism; February 23rd: Mental Healing. A further report of these meetings will be given in a future number of the JOURNAL.

MARCH MORNING TALKS.

The topics for March will be as follows: March 2nd: Law as an Occupation for Women; March 9th: The Voice and Its Vibrations; March 16th: The Magnetism of the Voice; March 23rd: How to Increase Our Oratorical Power; March 30th: Hints on Public Speaking.

Field Notes.

H. H. Hinman writes: "I am again located in Ft. Worth, Texas, where I expect to do a better business than ever. H. W. Hightower and I have entered into partnership, and have established an office on Main Street. Business is opening up all right."

Ira W. Ely writes: "My business of late has been both good and bad, with a promise of more good in the near future." It is quite some time since we heard from Prof. Ely. We note from his circular that he is giving illustrated lectures in Girard, Kansas.

C. A. Gates, class of 1888, ordered some charts from Edgewood, Iowa.

William McLuen is giving examinations in Perry, Iowa; C. W. Tyndall, Des Moines, Iowa; C. J. Stewart, Flatwoods, W. Va.; V. F. Cooper, Coeur de Alene, Idaho; Dr. A. G. Newman, Fargo, N. Dakota.

Dr. B. F. Pratt has been lecturing in Oregon.

Dr. J. M. Fitzgerald, of Chicago, has been lecturing in and around that city.

Miss Fowler recently gave an address and demonstration on "The Activity of the Mental Faculties," before the Gotham Club, at the Waldorf-Astoria.

Mr. E. T. Liefeld, Ex-Consul of Freiburg, Germany, spoke at the same meeting on "The Two Hemispheres of the Brain."

FOWLER & WELLS CO.

On February 29, 1884, the FOWLER & WELLS CO. was incorporated under the laws of the State of New York as a Joint Stock Company, for the prosecution of the business heretofore carried on by the firm of Fowler & Wells.

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

FOWLER & WELLS CO.

THE SUBSCRIPTION PRICE of the PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders, Drafts on New York, or Registered Letters. All Postmasters are required to Register Letters whenever requested to do so.

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

POSTAGE-STAMPS will be received for fractional parts of a dollar. The larger stamps are preferred; they should never be stuck to the letters, and should always be sent in sheets—that is, not torn apart.

CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to FOWLER & WELLS Co., and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

"The Phrenological Era," Bowerston, O.—The current number contains a portrait and sketch of Prof. Jas. L. Cramer, of Johnstown, Pa., who is much interested in Phrenological work. The Editor's notes are good.

"The Japanese Phrenological Journal."—This magazine is printed entirely in the Japanese language, and its Editor knows a good deal about Phrenology. A picture of Dr. Gall graces the current number.

"The Review of Reviews," New York.—Contains portraits and sketch of the new King of Belgium, and the late King Leopold; also illustrations of the people who have been before the public gaze during the past month.

"Human Life," New York.—This magazine is full of interesting items of news about well-known people.

"Harper's Bazaar," New York.—This is a weekly that is an authority on many subjects besides ladies' styles of dress. The latter are always up to date. One article in a recent number was on "Women of the North Polar Regions."

"The Woman's Home Companion," New York.—The articles in this monthly are always well worth reading; one series touches on the Emanuel Movement.

"Success Magazine," New York.—This magazine has one department called "The World in a Nutshell," or "Persons of the Moment."

Publishers' Department.

REVIEWS.

The Physician's Visiting List for 1910. Published by P. Blakiston's Sons & Co., 1012 Walnut St., Philadelphia, Pa. Price \$1.00.

This is a very fine booklet containing pages arranged for twenty-five patients per day or week, including pencil and pocket complete. It also contains pages for special memoranda, and other pages for addresses of patients, and a few are reserved for Bills and Accounts. Some pages are left for Vaccination Engagements. Altogether it proves a very nice special calendar. It is bound in calf, with gilt edges, and is of a size suitable for the pocket.

The Crisis. By Robert Hunter. Published by Samuel A. Bloch, 681 North Oakley Ave., Chicago, Ill. Price 10 cents.

This is a booklet of thirty-two pages, divided into seventeen sections. It describes the Unions and the Courts; the Tyranny of Injunctions; and the Power of Unity. The writer, Robert Hunter, is well known as the author of "Poverty" and "Socialist at Work." The book is clearly printed and is sure to be read by those who are interested in the Anti-Injunction Principles.

Woman the Soul of Man. By Wm. H. Hoegge, 1899 No. Vermont Avenue, Los Angeles, Calif.

This is a specially gotten up booklet, with a frontispiece of the Sphinx. It is printed on special glazed paper, with an artistic cover of rough red paper and the title printed in gold letters. Its thought throughout is to express the writer's enthusiasm for the Soul of Man. He refers to Solomon's Song concerning Man as an inspired thought.

Care of the Body by Right Living. By Charles H. Shepard, M. D. Price 10 cents.

This little booklet is a compilation of a number of valuable articles on the Health question, and embraces such subjects as Adenoids, Sleep, Pure Air, the Food Question, the Treatment of Colds, Water a Remedy, and Fasting. All of these topics are treated in a convincing style, and should be read by everyone. Dr. Shepard is a physician who has had forty years' experience in giving hygienic advice to his patients, and has just celebrated the forty-sixth anniversary of his establishment in Columbia Heights, which was the first Turkish Bath to be established in America. These Baths are a boon to the community and are so beneficial that anyone who once realizes their health value will not want to give them up. The pamphlet can be ob-

tained from Fowler & Wells Co., 18 East 22nd St., N. Y., and should certainly be in every household.

The New Way to Health. By Charles Brodie Patterson. Published by Roger Bros., New York. Price 25 cents.

If anyone knows how to write on this subject surely Charles Brodie Patterson is able to do it in a practical and fearless way. He has had many years of experience as a writer along these lines, and therefore it is not a surprise to us that he has commenced to write this new series. Lovers of Mr. Patterson's works cannot fail to see in this work one of the finest consummations of his other productions. It is full of earnest and thoughtful suggestions. It is a book that appeals to the common sense and reason of the reader, and its influence is decidedly uplifting. The writer has certainly been inspired to say many beautiful things that will help the reader to a better and newer way to health.

The Child Physically and Mentally. By Bertha Meyer. Published by Fowler & Wells, 18 East 22nd St., N. Y. Price 75 cents.

This is a book that is adapted to mothers and educators. It is written according to the teaching and experience of hygienic science. The book treats of the history of Hygiene from the oldest cultured races, namely, the Egyptians, Israelites, and Indians, and says that the more educated Greeks were superior to all other nations in their knowledge of Hygiene. The author writes in an interesting way and expatiates on the necessity of the sun and sunshine in our houses, and speaks of the infant during the first few weeks of life, and carries it on through its early diseases, such as croup, whooping-cough, convulsions, etc., until it is ready to go to school. The book is full of good ideas.

The New Way to Educate Children. By Charles Brodie Patterson. Published by the New Way Publishing Co., and L. N. Fowler & Co., London, Eng. Price 25 cents.

This book is written in the same style as the one previously mentioned, "The New Way to Health," and contains suggestions as to the birthright of children and the needs of the child before and after birth; and not only the child, but the boy and girl all through the adolescent period. He truly says that "involved or potential in the life of the child is the measure of a perfect man or woman. Every power and every possibility is latent in the little life whose body and soul epitomizes the physical and spiritual universe." He truly says that "it is important that men and women should not only have knowledge of the law of evolution, but should be able consciously to co-operate with it, thereby attaining the greatest results in the shortest possible time." The booklet should be read carefully by every parent and educator.

"Our Invisible Supply." By Francis Larimer Warner. Published by Roger Bros., New York, and L. N. Fowler & Co., London. Price, \$1.00 net.

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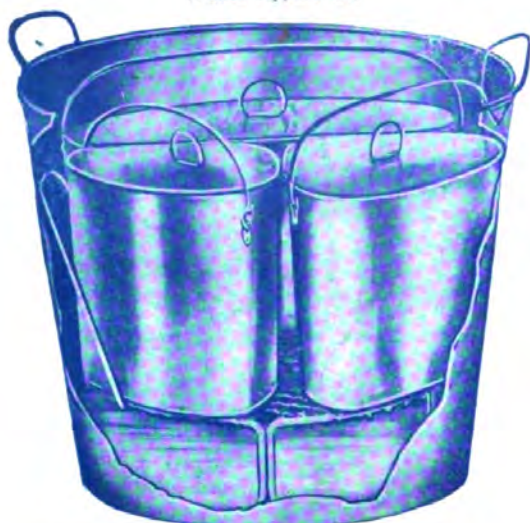
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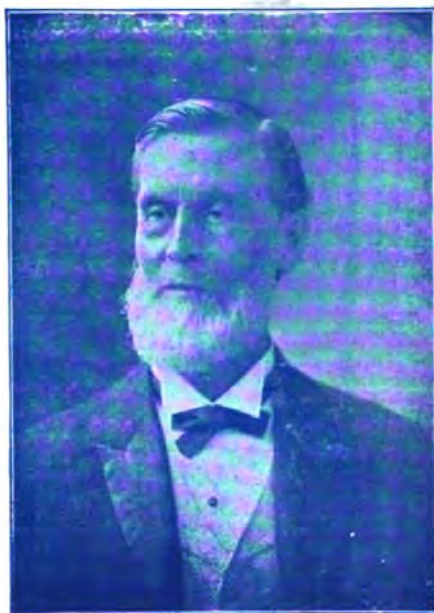
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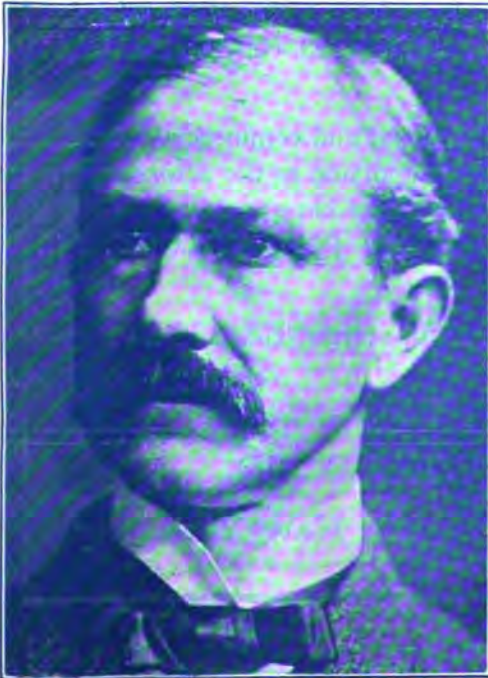
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THE PHRENOLOGICAL JOURNAL AND SCIENCE OF HEALTH

INCORPORATED WITH THE
Phrenological Magazine (1880)



RICHARD BALLINGER.

- AN -
- ILLUSTRATED -
- MAGAZINE -
- OF -
HUMAN
NATURE

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The PHRENOLOGICAL JOURNAL AND SCIENCE OF HEALTH

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APRIL, 1910

WHOLE NO. 853

The Natural Language of the Faculties.

BY CRANIUM.

THE SELFISH GROUP (*Continued*).

This is a practical age, and business men are seeing the need of using every available means for getting hold of the Science of Business; and, moreover, they are realizing that certain faculties of the mind predominate in certain classes of their employees, enabling them to work much more successfully than others in certain occupations or departments of their work.

The Faculties under consideration in the present article are those that are aggressive and that give the providing instincts, and in their way are just as useful as the intellectual faculties. Let us not think, therefore, that they only lead to selfishness, but take a broader view of their significance, and realize that they are individually important.

ALIMENTIVENESS.

This is the Faculty that gives a sense of hunger, an instinct for food, and a desire to gratify one's appetite. The term comes from "aliment," or the Latin "alimentum—to nourish." The fore part of the Faculty is sometimes called Bibativeness or Aquativeness.

It is located in the middle lobe of the brain, in front of the ears, in the lowest extremity of the middle temporal convolution, and beneath the anterior portion of the temporal bone, a little below the front of Destructiveness, and just below Acquisitiveness.

Scientists have located the Gustatory Center in this part of the brain. In fact, this was the second Faculty to be definitely located and established. Dr. Ferrier writes of the Gustatory Center as the one affecting the muscles of the cheek, chin and jaw. Drs. Gall and Spurzheim early recognized the appetite for food as being a primitive power of the mind and having a separate organ, but they did not discover its location, as they did not then think that a sufficient amount of evidence had been obtained concerning it. Some years later, however, Dr. Spurzheim coincided in the soundness of the views of Dr. Hoppe, of Copenhagen, in so far as to regard the organ as the propensity or instinct to feed, and he says that all facts go to prove that the



LARGE ALIMENTIVENESS.



SMALL ALIMENTIVENESS..

(Photos by Rockwood.)

above mentioned proportion of the brain is the organ of the instinctive part of nutrition, or of the desire to feed. It exists not only in carnivorous and meat-eating animals, like the duck, eagle, tiger, lion, dog, etc., but also in herbivorous or vegetarian animals such as the goose, turkey, ostrich, kangaroo, beaver, horse, etc. He remarked, as a corroborative circumstance, that the anterior convolutions of the middle lobes were developed from the earliest age sooner than any other parts, and in both man and the lower animals are proportionately larger in the young than in adults. Dr. Hoppe, of Copenhagen, made valuable contributions concerning this organ as early as December, 1823. Dr. Crook, of London, mentions that several years before the publication of Dr. Hoppe's papers he himself had arrived at similar conclusions with respect to this Faculty and the position of its organ. As early as 1819 he was led to believe that the above mentioned portion of the brain was connected with the pleasures of the festive board. From that time to the end of 1822, above a thousand observations were made

by him which tended to confirm his view of the location of Alimentiveness. In lecturing on Phrenology, George Combe had, for some years previous to the discovery of Dr. Hoppe (in 1824), pointed out the part of the brain above alluded to as the probable seat of this Faculty, a circumstance of which Dr. Hoppe was unaware. The faculty lies parallel with the zygomatic arch, and was termed Gustativeness by Dr. Crook.

The Faculty of Alimentiveness is divided into two parts, the front portion giving a preference for *liquids*, a desire to gratify thirst, and sometimes a taste for alcoholic stimulants; while the back portion gives a desire for *solid foods*, and has little inclination for liquids of any kind.

The activity of this organ can be brought out, when it is weak or dormant, by making the table as attractive as possible, by providing the best and most finely flavored dishes a person's means will permit, and then sitting down with a determination to enjoy the meal as much as possible. A little mirth and sociability are attractions to the cultivation of this Faculty.

To prevent an undue exercise of this Faculty, persons should reason with themselves as to the advisability of eating when there is practically no need for a meal, and whenever at the table they should endeavor to check rather than encourage the eating of a great variety of food. Their motto should be: Eat to live, rather than live to eat.

This Faculty was highly developed in a patient in the Royal Infirmary of Edinburgh, which case was reported in the PHRENOLOGICAL JOURNAL, Vol. VII, page 64. The patient complained of pain at the exact locality of the organ of Alimentiveness, and there alone. He had awakened at five o'clock on the morning of the day of his admission, craving for food, and had been eating continually from that time till sent to the Infirmary about noon. His stomach was greatly distended by the quantity of food he had swallowed, yet he still complained that he was dying of hunger. At this time, and till the next morning, he was delirious, but subsequently he became dull. Twenty-four hours after his admission, when roused by loud or repeated questions, he answered imperfectly, but to the point, and frequently muttered, "hunger, hunger, hunger, it's hunger."

ACQUISITIVENESS.

There is a great need for a faculty that gives the inclination to accumulate property, knowledge and information, and desire to trade, hoard and possess. This is known as the organ of Acquisitiveness, which term comes from the Latin "ad—for," and "quaerere—to seek."

The organ of this Faculty is situated at the anterior angle of the parietal bone, in the ascending frontal convolution of the brain and a part of the superior temporal convolution.

It was first called "Covetousness" by Dr. Spurzheim, but Sir G. S.

Mackenzie suggested the more appropriate name of "Acquisitiveness." Dr. Gall commenced his observations on the above named Faculty by collecting in his house individuals whom he classified into three groups. The first included those whom he called "chipeurs," or those who indulged in petty larcenies, and whom he found to have a long prominence extending from the organ of Secretiveness almost as far as the external angle of the superciliary ridge. The second were those who abhorred the very idea of stealing, and who were flat in this region of the head; and the third were those who seemed to regard stealing with indifference, and in these the organ was developed in a medium degree. Having thus ascertained the constancy of the facts, the idea naturally occurred to the mind of Dr. Gall that the



LARGE ACQUISITIVENESS.



SMALL ACQUISITIVENESS.

(Photos by Rockwood.)

propensity to appropriate must be somehow connected with the peculiarity of cerebral configuration which had so strongly attracted his notice. He did not, however, wish to indicate that all persons who possessed this Faculty were necessarily thieves, but that those having this propensity highly stimulated, with a low, retreating superior brain, would be more easily governed by the instincts of the aforementioned propensity.

The natural function of Acquisitiveness, in its legitimate expression, prompts one to acquire, to accumulate, and make provision for the future. It inclines the manufacturer, merchant, and professional and business man to collect knowledge as well as wealth or means for the benefit of their respective callings. Its activity distinguishes the savage from the civilized person, and inclines one to be industrious and contribute to the national wealth and prosperity of the country. The objects of Acquisitiveness may be various,—in one, money or lands; in another, books or work of art; in

a third, old coins and other objects of antiquity, the propensity taking its direction from other Faculties with which it is combined.

The Faculty of Acquisitiveness is divided into three portions. The back portion gives a desire to hoard and lay aside for the future; it is selfish in its tendency, and is called *Hoarding*. The central portion gives the ability to economize and make a little go a long way, and is called *Saving*. While the front part gives the desire to acquire possessions as well as information or knowledge, and is called *Acquiring*.

Persons who have this Faculty largely developed will not carelessly throw things away, but will think enough of the future to acquire the necessities of life and lay them up for a rainy day. Women generally possess the saving instinct, and men the acquiring mind. If excessively developed Acquisitiveness engenders a grasping, penurious, or miserly spirit, and an absorbing love of gain for its own sake, and when not controlled by the moral sentiments often results in theft and dishonest means of acquiring the coveted lucre. The Faculty should be restrained by cultivating the higher faculties and sentiments and bringing their influence to bear upon it, thus keeping it in due subjection.

When the Faculty is small a person is liable to show too little economy and a tendency to lavish with careless expenditure whatever is possessed, and the intellect should devise some plan to put into operation a scheme by which a more prudent and saving course may be established. A strict account of expenditures should be kept, especially personal expenses, and by balancing cash accounts frequently a person will be reminded how and where money goes, and thus the Faculty will be aroused and finally increased in power.

George Peabody, the American Banker, was a well-known example of a large development of Acquisitiveness, and had also a highly stimulated Faculty of Benevolence, which enabled him to first acquire and then to dispense with princely munificence his immense wealth.

J. D. B. De Bow, at one time Editor of *De Bow's Review*, was a fine commercial and statistical writer, but he had only a small development of the organ of Acquisitiveness and was never able to accumulate money.

SECRETIVENESS.

The Faculty of Secretiveness is the safety vault in our mentality, where we put our thoughts in safe keeping and place the confidences of our friends. The term comes from the Latin word "secretus—separated or hidden."

It is interesting to note that Dr. Gall was led to the discovery of this Faculty by noticing that persons who had a broad side head above and behind the ears always showed a disposition to act in a cunning way, and although some were possessed of amiable dispositions and good abilities,

yet they took pleasure in deceiving or in playing tricks upon their fellows. Some, in fact, were known for cheating and for expressing slyness of manner.

The organ of Secretiveness is located at the inferior angle of the parietal bone, immediately above Destructiveness, in the middle of the lateral portion of the brain. When highly developed, it gives a general fullness of the lower and middle portions of the side head.

This Faculty naturally expresses itself in prudence and reserve of mind and action. It restrains any outward expression of thoughts and emotions, and generally gives the intellect time to form judgment on the propriety of acting in ways that impulse dictates. It shows the desire to conceal one's actions from the public eye. In England this Faculty is much more strongly expressed than in America, in which country family affairs are more freely



LARGE SECRETIVENESS.



SMALL SECRETIVENESS.

(Photos by Rockwood.)

discussed in the public press and there is a great lack of tact manifested in the way in which personalities are laid bare before the public eye. It has been said that "a fool uttereth all his mind, but a wise man keepeth it till afterwards." The fool here mentioned is characterized as having very little Secretiveness, while the wise man has a large development of it.

The organ of Secretiveness is divided into three parts. The back portion, which is called *Evasion*, gives ability to be non-committal, to evade a question, to know how to get out of a difficulty, and to equivocate. The middle part, which is called *Policy*, gives tact, the judicious management of home and public affairs, and the disposition to seize every chance to turn things to a good account. The front part is called *Reserve*, and inclines a person to listen to what others have to say without committing himself, and

holds information, facts and work in reserve without revealing particulars concerning them.

Persons who have this Faculty largely developed often throw a mysterious manner about their actions, and never allow themselves to be hasty in the expression of thought or feeling, nor even to be frank or open-minded. They should, in order to prevent this Faculty from showing in an undesirable way, be more straightforward in manner; conceal less their thoughts; trust people more openly, and be more free and easy in the expression of their minds. A child often acts in a secretive way when he fails to tell the whole truth about what he has done. A Salesman should not have large Secretiveness if he wishes to win the confidence and esteem of his customers. It inclines one to button up the coat to the chin.

If the Faculty is deficient in any one, the intellect should, as far as possible, supply the necessary policy, and there should be a constant effort to suppress injudicious impulse, and diplomacy and tact should restrain the desire to tell everybody the so-called "news" of a neighborhood.

This organ was strongly expressed in Francis D. Huntington, D. D., formerly of Boston, well known both as an author and as a preacher, and Bishop of the Protestant Episcopal Church of Maine. While it is small in John Cotton Smith, D. D., an eminent Protestant Episcopal Clergyman of New York. It is large in the Chinese and the North American Indian, and was noticeably prominent in the head of Constance Emily Kent, an English murderess, who showed a great deal of cunning; while it was small in Clara Fisher.

PHRENOLOGICAL HELPS.

A young man came to us and inquired what vocation in life he was best fitted for. We told him that he would make a good Osteopath. "Why," said he, "that is what I am studying now, but I did not know whether or not I was in my right groove." He was well adapted to become an excellent specialist, though he would make but a poor business man.

A father brought his son to us as a last resort. He had just taken him from Columbia where he had been studying unsuccessfully a course in Architecture. Without knowing anything about this, we advised the father to send his son to Yale to study Forestry, saying that he needed outdoor active work rather than an indoor sedentary occupation. He was about to go on a ranch out West. The father was grateful for the above suggestion.

Personality in Business.

BY J. ALLEN FOWLER.

HOW TO ANALYZE AND SELECT BUSINESS MEN BY THE NEW METHOD OF CHARACTER READING.

HINTS FOR THE EMPLOYER.

As the Law of Mutual Benefit is so apparent to-day in all our business transactions, it is well that we should study this subject from a practical point of view; and no better way has presented itself to us than through the Science of Mind, for the man who succeeds the best in business is the man who understands himself, his employee, his salesman, and his customer. However enthusiastic a man may be in business in the abstract, he must be equally enthusiastic in the Law of Mutual Benefit, and the safest way for him to proceed is to make a study of his mental equipment for business. The business faculties are located in the brain above and around the ears, and give to a man or woman executive ability, energy to grasp and understand positive facts, courage to deal with difficult propositions, and a proper understanding of how to invest money appropriately.

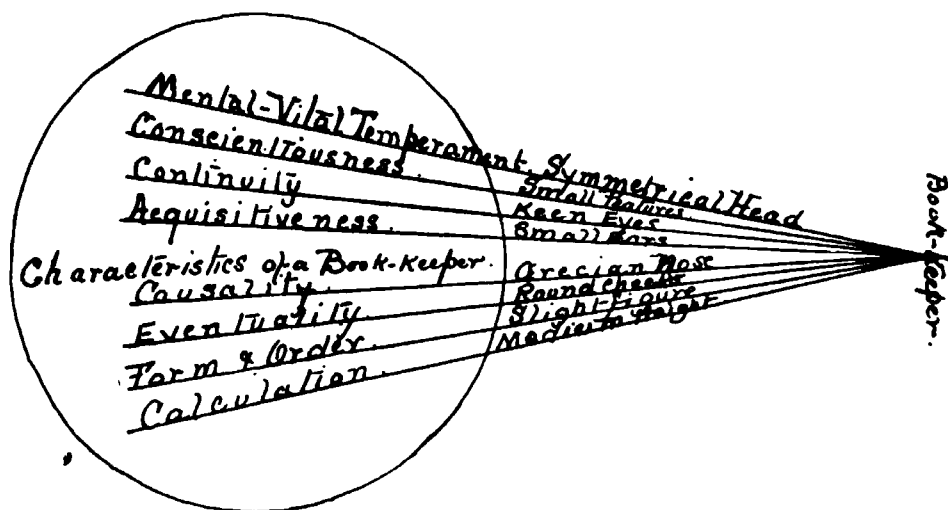
In the following remarks on Personality in Business, we wish to aid the Employer who is anxious to select a Bookkeeper and an Expert Accountant; a Manager and a Director; a Private Secretary and a Stenographer; a President of a Business Corporation and a Treasurer; a Publisher and a Printer; an Express Agent and a Shipping Clerk; a Carpenter and a Machinist; a Lumberman and a Forester.

A Bookkeeper and an Expert Accountant.—When selecting a Bookkeeper and Expert Accountant, choose a person with a Mental-Vital Temperament, who has a large development of (1) Conscientiousness, which will give him height and breadth in the back portion of the top head, and make him conscientious in keeping his accounts and honest and upright in his dealings; (2) Continuity, which will give general fullness in the back part of the head just below the crown, and will give him connectedness of thought and thoroughness in the working out of his details and plans; (3) Acquisitiveness, which will give breadth across the lower side head, just behind the temples, and will enable him to understand the worth of money and how to lay it out to advantage; (4) Causality, which will give breadth in the upper part of the forehead and make him capable of thinking out complex problems for the benefit of his work; (5) Eventuality, which will give fullness to the center of the forehead, and enable him to remember previous accounts connected with his work; (6) Form, which will give width

between the eyes, and capacity to remember how his books looked when he last left them; (7) Order, which will give breadth to the brow just above the eyes, and enable him to show method, system, and power to classify a large number of details in connection with accounts; and (8) Calculation, which broadens the brow at the outer angle of the eye, and gives the power to reckon readily in the head, and to make estimates correctly, and also to work with figures.

The general appearance of the Bookkeeper or Expert Accountant is seen in the symmetry of the head and the fine blending of his mental and physical powers. His features are comparatively small, round and full, rather than large, massive or angular, and they give the impression of mental control, keen intelligence, and even temper.

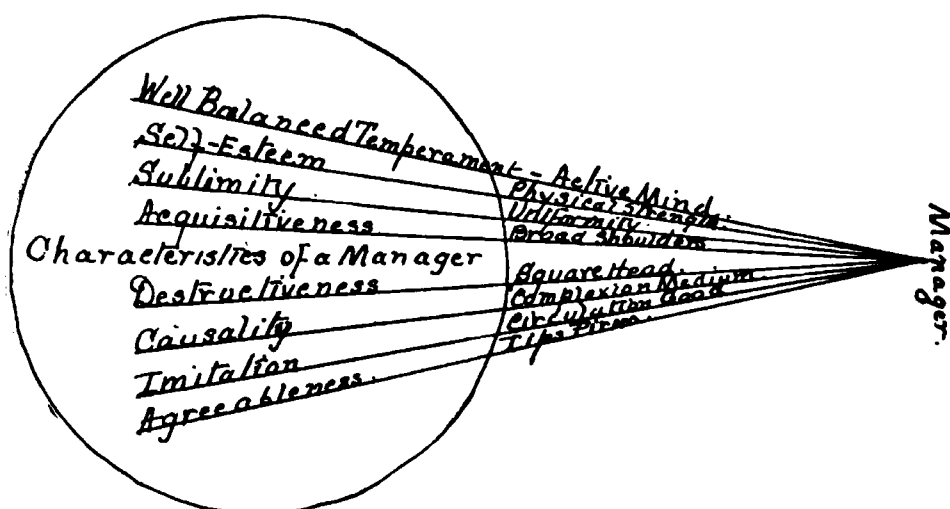
A Manager and a Director.—When selecting a Manager and Director, choose a person with a Motive-Mental temperament, who has a large development of (1) Self-esteem, which gives prominence to the back part of his



top head, and makes him dignified, independent, and self-reliant; (2) Sublimity, which will give breadth in the central part of his side head, and will make him capable of understanding the scope of his work and laying out plans on a large scale; (3) Acquisitiveness, which gives breadth to the side head directly behind the temples and makes him desirous of accumulating and storing up for the future, and also enables him to place the right value upon ideas and plans of work; (4) Destructiveness, which will give breadth of head above and around the ears, and make him energetic in business and executive in his work; (5) Causality, which will give him breadth in the upper part of the forehead, and will enable him to show originality, foresight, and creative power in organizing new business; (6) Human Nature, which will give him fullness in the median line of the forehead, and enable

him to show an intuitive knowledge of the character of all the people working under him; (7) Imitation, which will give breadth on the side of the fore top head, and will enable him to adapt himself to the many people under his directorship; and (8) Agreeableness, giving breadth on the upper edge of the forehead, over the inner angle of the eye, which will give him ability to be conciliatory in his manner of address and persuasive in his arguments.

The general appearance of the Manager or Director is one of activity and strength. There is uniformity between his height and weight; his shoulders are broad without being angular; while his head is square rather than round. His complexion is medium, his circulation is good, and his eyes keen and intelligent.

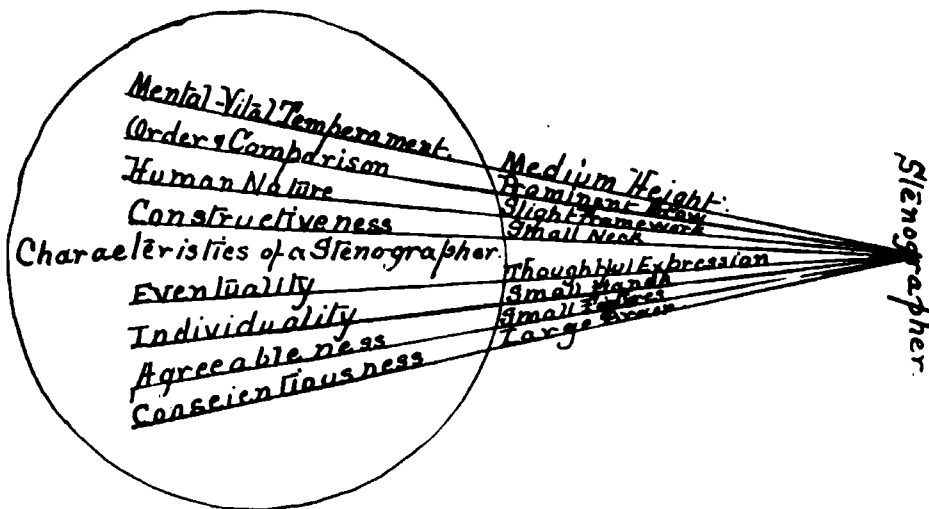


A Private Secretary and a Stenographer.—When selecting a Private Secretary and Stenographer, choose a person with a Mental Temperament, with a large development of (1) Order, which gives breadth over the outer corner of the eye, and makes him precise, accurate and neat in all his mental work; (2) Comparison, which gives prominence to the upper middle portion of the forehead, and enables him to reason inductively concerning every subject that he is obliged to consider; (3) Human Nature, which gives fullness in the top of the forehead along the median line, and enables him to successfully gauge the characteristics of others; (4) Constructiveness, which gives breadth in the temples, and enables him to put ideas together ingeniously; (5) Eventuality, which gives fullness in the lower central portion of the forehead, and imparts a memory of occurrences, business items and news connected with his work; (6) Individuality, which gives breadth between the eyes, and makes him desirous of observing objects and things in nature as well as in work; (7) Agreeableness, which gives breadth to the

upper part of the forehead, and enables him to be congenial in doing many daily tasks, and to really feel agreeable as well as be polite and courteous in deportment; and (8) Conscientiousness, which gives breadth to the posterior and lateral parts of the coronal region of his head, and enables him to feel a sense of accountability and a disposition to fulfill promises, as well as a desire to carry out every letter of his agreement.

The general appearance of the Private Secretary or Stenographer is medium in height, with rather a prominent brow, medium sized muscles, rather slight framework, small neck, thoughtful expression, and small but well proportioned hands and fingers.

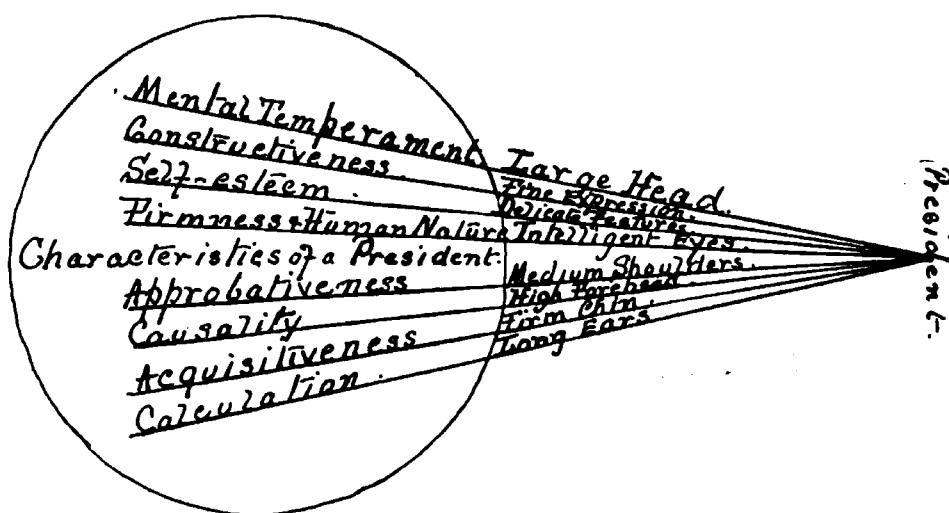
A President or a Treasurer of a Business Corporation.—When selecting a President or a Treasurer of a large Business Corporation, choose a person with a Mental Temperament, which will make him interested in mental work, and a large development of (1) Conscientiousness, which will



give him breadth on the upper and side parts of the coronal region of his head, and make him careful when handling the money of other people, as well as conscientious and reliable in his work; (2) Self-esteem, which will give him fullness in the back part of the top head, and will make him self-reliant and capable of taking responsibilities upon himself; (3) Firmness, which will give him prominence in the median line of the upper back head, and make him resolute and determined in overcoming difficulties and in plodding his way through new lines of work; (4) Human Nature, which will give prominence along the median line of the upper forehead, where the hair presents itself, and will make him sagacious in distinguishing a rogue from an honest man; (5) Approbativeness, giving him breadth in the back part of the upper side head, which will make him ambitious, polite, and anxious to please others; (6) Causality, which gives breadth to the upper

part of the forehead an inch each side of the center, and makes him thoughtful, considerate, and full of plans for his future work; (7) Acquisitiveness, which gives fullness on the side head just behind the temples, and makes him, as President or Treasurer, conscious of his responsibility to acquire property and hold it in trust; and (8) Calculation, which will give fullness at the outer angle of the eye, and will enable him to recall figures and estimates without entirely depending upon written reports and printed statements.

The general appearance of a President or Treasurer of a Business Corporation shows itself in rather delicate features, an intellectual expression, medium breadth of shoulders, high forehead, and small rather than large eyes.

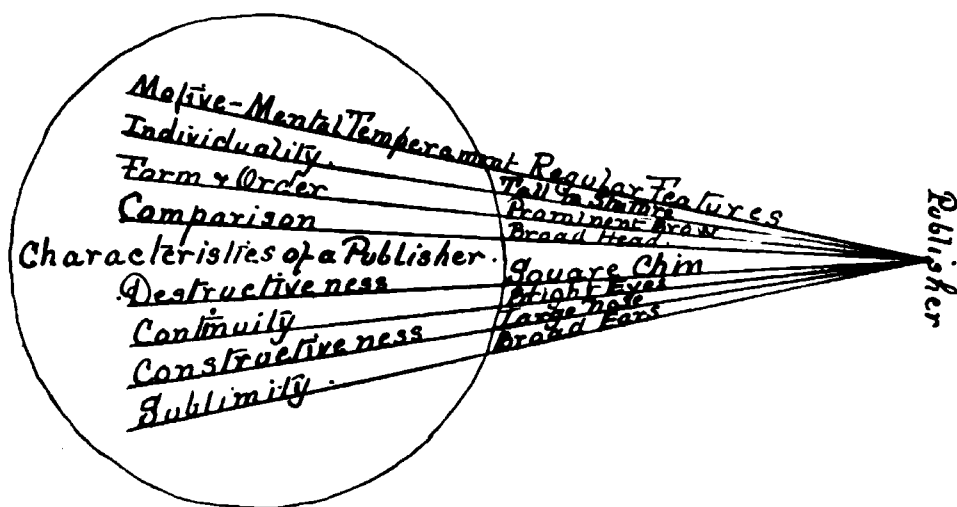


A Publisher and a Printer.—When selecting a Publisher and a Printer, choose a person with a Motive-Mental Temperament, with a large development of (1) Individuality, giving breadth between the eyes in the center of the lower forehead, which will make him truly observant in setting up type and in noticing the little things in connection with the publishing of books; (2) Form, which gives breadth in the internal angle of the eye, and which enables him to carry in his mind the pattern or model of his work; (3) Order, which gives breadth over the outer corner of the eye, and makes him able to classify and arrange his work systematically; (4) Comparison, which gives fullness in the central part of the upper forehead, and makes him very critical, comparative, and analytical in his work; (5) Destructiveness, which gives breadth immediately above the ears, and makes him energetic, executive and plucky when called upon to do difficult work; (6) Continuity, which gives fullness a little below the crown at the back of the head, and enables him to show unity and completeness to every part of his work;

(7) Constructiveness, which gives breadth in the temples on the side head, and makes him ingenious in producing his work and suggesting new ideas; and (8) Sublimity, which gives breadth in the central part of the side head, and makes him able to plan out large lines of work and do business on a large scale, as well as take pleasure in doing large and effective printing work.

The general appearance of the Publisher or Printer shows well developed features, stature above the average, a prominent brow, a broad head, and a square chin.

An Express Agent and a Shipping Clerk.—When selecting an Express Agent and a Shipping Clerk, choose a person with a Motive Temperament, and with a large development of (1) Locality, which gives prominence over the inner corner of the eyebrows, and makes him desirous of traveling about

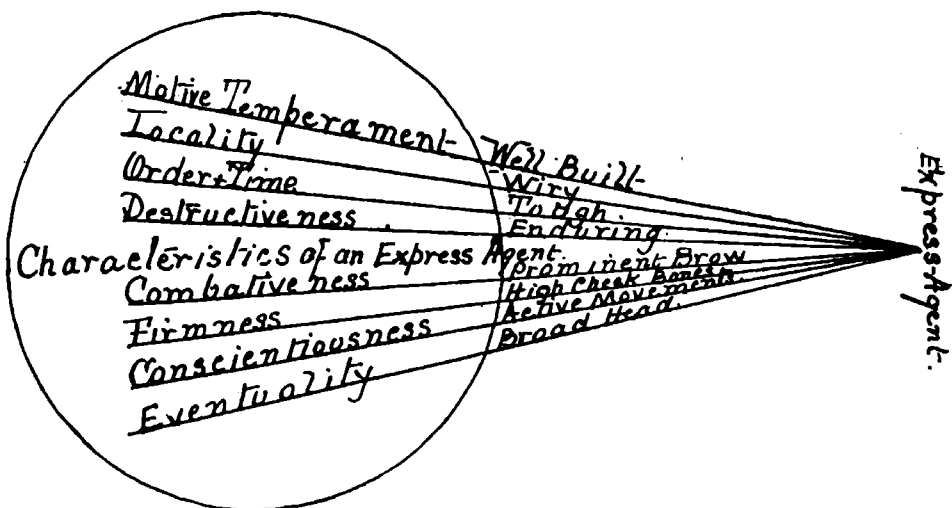


and seeing different parts of a city or country, and enables him to remember localities on his route; (2) Order, giving fullness over the outer corner of the eye, and enabling him to systematize his work and to classify his orders; (3) Destructiveness, giving breadth immediately above the ears, and enabling him to show grit, energy, and force of character; (4) Combative-ness, which gives breadth behind and above the ears, and makes him aggressive and able to overcome obstacles in his way; (5) Firmness, giving him breadth at the back part of the superior region of the head on the median line, and making him effective in dispatching orders; (6) Conscientiousness, which gives breadth in the upper and side parts of the coronal region of his head, and makes him conscious of his responsibility when handling other people's goods; (7) Eventuality, which gives fullness in the lower central part of the forehead, and enables him to recollect the many details connected with

his work; and (8) Time, which gives prominence just above the middle of the eyebrow, and helps him to be punctual in dispatching and delivering parcels, for with its aid he remembers dates and the duration of time.

In general appearance the Express Agent or Shipping Clerk is well built, wiry, tough and enduring, with a prominent brow, square chin, rather high cheek bones, and is active and alert in his movements.

A Carpenter and a Machinist.—When selecting a Carpenter and a Machinist, choose a person with a Motive Temperament, and a large development of (1) Constructiveness, which gives breadth in the temples, on the side head, and makes him ingenious in doing all kinds of mechanical work; (2) Order, which gives fullness over the outer corner of the eye, and makes him methodical and inclined to cut out his work with care and neatness; (3) Calculation, which gives fullness at the outer angle of the eye, and enables him to use figures in his work and give correct estimates; (4) Form, which gives breadth in the internal angle of the eye, and enables him

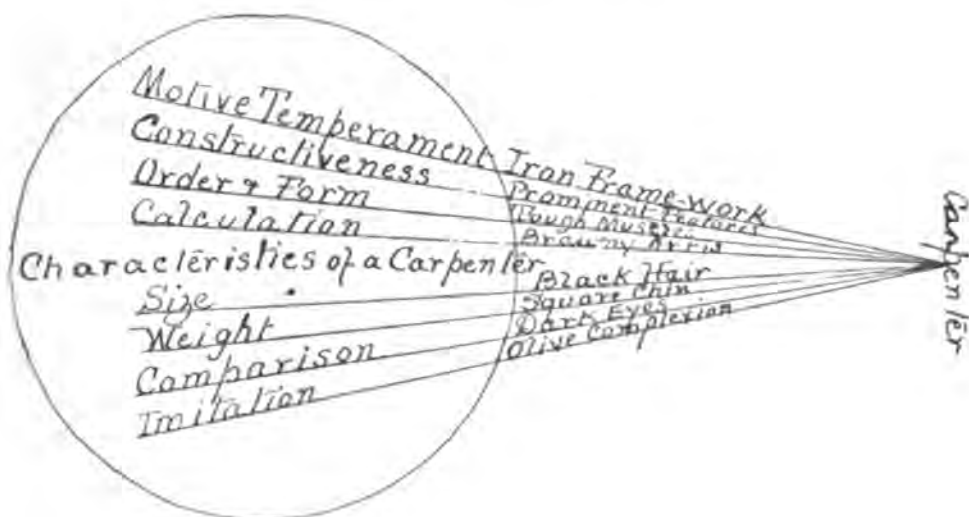


to remember the forms and outlines of things and to work by the eye; (5) Size, which gives fullness at the internal extremity of the arch of the eyebrows, and makes him appreciate proportion in every mechanical object he sees or handles; (6) Weight, which gives fullness to the arch of the brow about one-third of its extent from the root of the nose, and makes him perceive the laws of gravity and motion, and keep his balance of hand and limb when working with machinery; (7) Comparison, which gives prominence to the upper middle portion of the forehead, and enables him to analyze every part of a machine he works upon; and (8) Imitation, which gives

fullness on the anterior part of the top head, and makes him capable of following a pattern or copy what he sees done.

The general appearance of a Carpenter or Machinist shows itself in his brawny arms, tough muscles, iron framework, prominent features, black hair, and square chin.

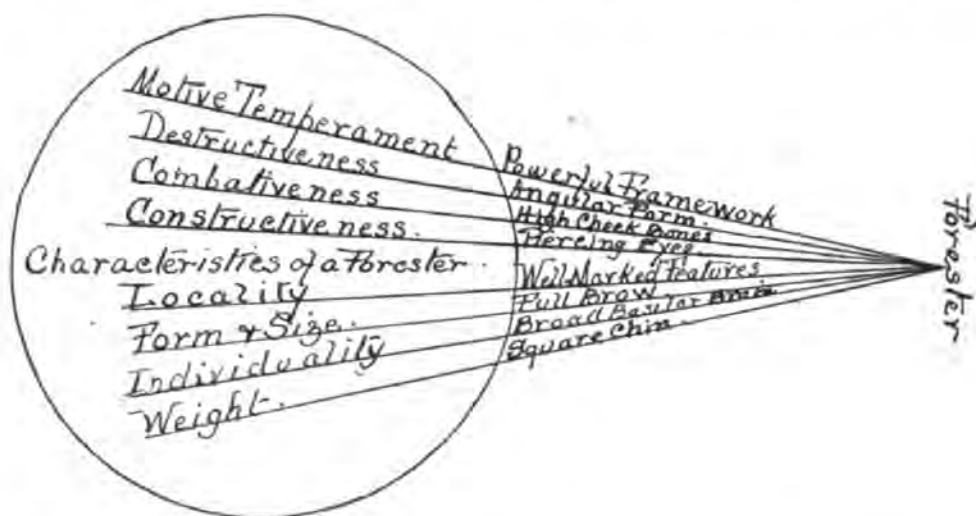
A Lumberman and a Forester.—When selecting a Lumberman and a Forester, choose a person with a Motive Temperament, and a large development of (1) Destructiveness, which gives breadth to the head above the ears, and makes him forceful and energetic; (2) Combativeness, which gives breadth above and slightly behind the ears, and makes him feel full of courage and daring in handling heavy timber; (3) Constructiveness,



which gives fullness in the temples and makes him capable of contriving plans for handling heavy lumber; (4) Locality, which gives fullness to the brow over the inner corner of the eyebrows, and enables him to locate and remember trees that have been marked for the axe to fell; (5) Form, which gives fullness between the eyes on the internal angle of the orbit, and makes him conscious of the form and proportion of trees of peculiar shapes in large forests; (6) Size, which gives fullness at the internal arch of the eyebrows, about an inch from the nose, and makes him conscious of the length, breadth, and other dimensions of objects, verifying observation by measurement; (7) Weight, which gives fullness in the central portion of the arch of the brow, and makes him able to keep his balance when working in dangerous places; and (8) Individuality, which gives fullness in the center of the lower part of the forehead, immediately above the top of the

nose, and makes him mark out objects in nature and identify things connected with his work.

The general appearance of a Lumberman and Forester shows a strong



and powerful organization, with well marked features, an angular form, high cheek bones, sharp, keen, piercing eyes, a large square chin, long ears, a full brow, and a broad basilar brain.

Questions on

SELECTING BUSINESS MEN.

1. What is the Law of Mutual Benefit?
2. Where are the essential Business Faculties located in the brain and head?
3. What characteristics are included in the Business Faculties?
4. Why is it necessary that certain persons should have distinctive Temperaments for their work?
5. Explain what Temperaments a President of a Business Corporation and a Forester should possess.
6. How does an Accountant differ from a Carpenter?
7. What is the general appearance of an Express Agent?
8. Name the Faculties that are required by a Stenographer.
9. How does a Manager of a business differ from a Lumberman?
10. Name the essential characteristics of a Treasurer of a large Corporation.

In the Public Eye.

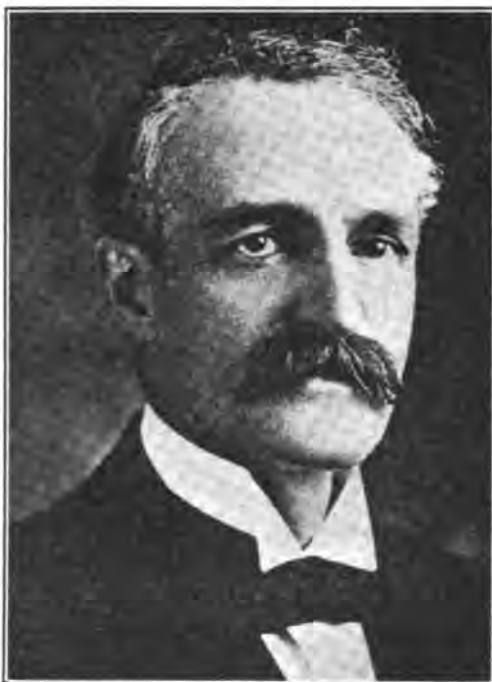
RICHARD BALLINGER AND GIFFORD PINCHOT.

Considerable controversy has been printed in the public press of late on the work of two prominent men whose pictures show great differences of temperament and of characteristics.

Richard Ballinger, as will be seen by his portrait, has a Mental-Vital Temperament, and possesses a rather evenly developed organization. He has resolution and executive force, but he is not erratic in the expenditure of his energy. In other words, he keeps his powder dry, and acts after



RICHARD BALLINGER.



GIFFORD PINCHOT.

(Photos Courtesy of "New York World.")

taking a deliberate view of things rather than on the spur of the moment. He has a keenly developed perceptive intellect, and is able to work in harness much better than many who desire to carry out their own way of doing things. He has also constructive ability, is resourceful, cautious and far-sighted. He is also comparative in his way of reasoning, and comes to conclusions largely through his inductive method of thought. He appears to have a well-balanced mind and a full development of energy, force and executive ability.

The Temperament of Gifford Pinchot is the Mental-Motive type, and shows features that are clearcut and a high and full forehead. He therefore sees things in a direct way, is drastic in his criticisms, forceful in his views and sincere in his way of looking at things. He has very little caution, respect for public opinion or suavity. He is a hard worker, and if he has a difficult task to do, he will do it if he dies in the attempt. He was admirably fitted for the work to which he was called in 1898, but he is criticised for precipitating his own cause.

When comparing Pinchot and Ballinger, Pinchot can work better alone, for he has individual views of things; while Ballinger can work better in consort with other people. Pinchot is quick in arriving at his conclusions; Ballinger takes time to decide on matters of importance. Pinchot is honest and straightforward in his intentions; Ballinger, while honest and sincere, is more conservative and diplomatic in his way of carrying out his principles. Pinchot is like a restive horse that wants to be going all the time and hates delays or interferences; Ballinger likes time to consider what he is going to do, and does not want to make a mistake in his fundamental work.

DR. ANNA HOWARD SHAW,

President of the National Woman's Suffrage Association.

That some people are specially ordained by God to commence their work for Him at an early period of their lives seems proved beyond a doubt in the case of the Rev. Anna Howard Shaw, D. D., who began her ministerial work in 1872, and has been before the public ever since.

She has shown her remarkable sustaining power during the last thirty-eight years through her argumentative ability, her ready wit, her analyzing power, her strong sympathies, her regard for truth as she sees it, her tremendous force of character, her eloquence in pleading what she holds to be right, her remarkable endurance, her wonderful versatility of mind, her fearlessness in attacking the evils of society, and her tremendous perseverance.

Other women have stood the brunt of public criticism in days gone by, namely Huldah, in biblical times, as we learn by reading II Kings, 13th Chapter, who was one of the greatest characters among women mentioned in the Old Testament, and although few people know about her, she was a great prophetess residing in the College at Jerusalem, and the present day is rich with examples of women who have rendered service in the enlightenment of subjects ecclesiastical and legal.

The Rev. Anna Shaw, the Rev. Phoebe Hanaford, the Rev. Antoinette

Brown Blackwell, Mrs. Livermore, and others, have all done special work in the ministry and have devoted their time to philanthropic efforts. But even in this enlightened age prejudice still remains concerning the work of women in high positions, and therefore Dr. Shaw, who was a member of the Methodist Episcopal Church, found her opportunities and environments much restricted and curtailed. She longed for a wider scope, a larger pulpit than the one provided for her—and so she relinquished her ministerial duties for the Suffrage Cause. By so doing she felt she was not limiting her efforts for doing good, but rather broadening her sphere. She could in this work reach a much larger field of usefulness, speak before large audiences, and through traveling in all parts of the country convert a larger number of people to her way of looking at things.



REV. ANNA HOWARD SHAW.

Her head indicates several strong characteristics, and these are to be found through the following brain centers. As the accompanying photo shows, her forehead is broad and high, rather than narrow and low, hence she has sterling qualities of intellect, such as logical ability; scientific capacity to collect facts; ready language to express her thoughts; Wit to see the ludicrous side of subjects, and Human Nature to weigh and consider individual differences among people. Further than this, the height of her head indicates that she is drastic and positive in her way of expressing

her ideas. Her Conscientiousness and Firmness must have always been powerful allies in stimulating her moral character. They incline her to use the surgeon's knife, as she is anxious to eradicate the roots of any evil that is causing moral suffering, even if she has to cause some pain to get rid of the evil.

Her sympathies are also very strongly represented; hence she will never be able to work in a narrow or restricted way. Her desire is to take care of humanity and have the world on her shoulders, or work in a large way rather than in a contracted one. She has the ambition and strength of a man, combined with the spiritual insight, sympathy and maternal love of a woman. She has the true force, energy, and executive ability of a man, with the inspiration, the intuitive insight, and the perception of a woman. In short, she has a unique mind and a powerful character which lead her to stand out in bold relief when compared with the emotional and sentimental woman described by William A. Prendergast, who says that women are not suited to undertake the duties of municipal government because they are "too extravagant," that they would be "rushing off to a matinee when they ought to be attending to other duties," that at the first sign of rain they would "rush to cover for fear their new hats might be spoiled," that "bargain sales would be a greater attraction than an opportunity to effect a saving of thousands in city bonds." This is how some men sum up all womankind and do an injustice to women of Dr. Anna Shaw's type of intellect.

When Dr. Shaw was a child her father took quite a deep interest in Phrenology, and during our interview with his daughter she indicated how her interest in the Science had been started years ago, and she believed that it could be of immense help in the education of children.

By the Editor.

O. S. FOWLER A FRIEND OF HUMANITY.

By JOHN NAYLER,

President of the British Phrenological Society, London.

The student of human nature is not long in arriving at the conclusion that the art of giving expression to shades of character is not shared by all phrenologists alike. Undoubtedly, great advantage accrues from the study of human Physiology, a practical knowledge of the brain and its membranes, of the skull and its landmarks, of temperament and its manifestations, of the mental faculties, their location, and their action and reaction upon each other.

Indeed, no phrenologist can hope to succeed in his work without the above knowledge. But, above and beyond all this, there must be a power in the delineator to put into effective use all the facts which science can supply. When a man has this power it would be a thousand pities for him not to exercise it.

Parents and teachers unite in trying to make a child a pattern of all the virtues, but often they fail. Young men and women, forced to earn a living, find a difficulty sometimes in using to the best advantage the powers they possess. Husbands and wives fail to understand each other, and live unhappily. Church members suffer in their conscious feelings, because they recognize their own shortcomings and fear that in spite of all their devotional exercises they are falling from grace.

To all such there are helpers to be found in those who properly understand human nature, the hidden springs of power or passion, and the innate but unrecognized qualities which dwell in every human soul.

But where shall such helpers be found? In many cases the consolations of religion and the strength of brotherly sympathy fail to touch the spot, to locate the centre of the soul's disturbance, to point out the natural and scientific way in which each person may get the most wholesome delights from his life and circumstances. Prayer is good. "More things are wrought by prayer than this world dreams of." Spiritual exercises are beneficial and uplifting; but, alas! many persons feel an awful drop when brought from religious exaltation to close grips with the world and their own physical conditions.

It is under these circumstances that the really capable phrenologist comes forward like an inspired being to point out the differences in human minds and to indicate the path for each that leads to happier conditions. A good rule of life for one may be a very bad rule for another. The Church has one remedy for all mental and moral disorders. The phrenologist sees, as no one else sees, the actual man before him, and the phrenologist can suggest, guide, instruct, enlighten, strengthen and help him in a way that parent, teacher, friend, pastor or brother cannot hope to emulate.

Such a phrenologist was O. S. Fowler, whose centenary occurs as these lines are being written. His writings prove his sympathetic nature, his keen insight into human actions and motives, and the good advice he was able to give on thousands of occasions. His memory is held in high regard by all who have pursued similar studies and by those who have benefited from his teachings and their practice. No greater blessing could come to the Science of Phrenology than that many more exponents and delineators, gifted in the same degree, should arise in our cities and towns to give sound practical advice and bring before people a fuller knowledge of the mental powers they possess. O. S. Fowler was indeed a friend of humanity.

Science of Health.

ON CHOICE OF FOOD.

DR. SHEPARD THINKS RIGHT LIVING WOULD MAKE AVERAGE OF LIFE OVER 100 YEARS.

Never before has the subject of living been as much thought of and discussed as at the present time. Already it has assumed national attention and investigation. Some of the suggestions offered and ideas exploited are of evanescent importance, simply temporary expedients. If the discussion leads to the right and best way of living, a great good will be accomplished. Right living is concentrated in the Simple Life, or Righteous Living. With the mass of the people there is a fearful sacrifice of the life period. The average should be at least one hundred years. Men are now counted old soon after they pass fifty, when by right living they would be in their prime. The truth is, that as a rule we are intensely gluttonous, our people are overfed—food-drunk, as Edison said. That it is that shortens and brings so much misery into life.

Animals in their natural state eat their appropriate food, and are abounding in good health. Man and the hog are the only animals that eat whatever is placed before them. A Montclair, N. J., man very forcibly says that, "When we learn to eat less like the hog, the prices of food will come down."

The high cost of food is undoubtedly from the growing demand in the face of a diminished supply. The cry of "Back to the Land" is becoming, as it should, more and more insistent. Secondary to this is the high tariff, reaching down through the trusts and monopolies. But the question to be solved is, How best to meet the situation? How to alleviate the distress caused by such unwise legislation?

First, it would be well to study the manner of living. Too little thought has been given to this branch of the subject by the mass of the people.

The study of and obedience to the laws of vitality will bring about a new order of society, and thus be of immense advantage to the community. We do not begin to realize the wonderful things that are possible, and it would be an easy matter to secure the best if the people only realized it, and then worked in unison. Perhaps the Co-operative Commonwealth may be achieved, something like what they have in England. A study of the nutritive value of foods would show that in many instances there are numerous mistakes made in securing those foods that contain the most desirable elements for building and sustaining the body.

There is an important economy to be secured in right cooking and the

fireless cooker aids in that direction. The cheaper and more nourishing cuts, when intelligently cooked, may be used with great advantage to the body and the pocket. At the table another economy can be secured by thorough mastication. Horace Fletcher claims that 20 per cent. is gained by that process. The food is made more digestible and easily appropriated; also there is less liability to overeat. The greatest economy, however, is to be attained by a wise selection of foods. Those that contribute to the body's highest welfare are by no means the most expensive. Meat, in regard to its nutritive value, is among the most expensive foods, while it is by no means essential to the highest condition of health; but our people are not yet prepared to dispense with it. It is wise, however, to limit the amount, and never use it more than once a day. Fruits may well be considered the choicest of foods, for they contain some of the most important elements needed by the body, and the more nearly they are in their natural condition the better. Bananas are a most delightful variety, high in nutritive value, and the most reasonable in price of all our foreign fruits. There is a long list of dried fruits that are most desirable, such as prunes, apples, peaches, etc. They should not be cooked with sugar, but washed and soaked a few hours in warm water. With this treatment they swell to their natural state. All the pulses are reasonable in price and mark high in nutritive value. Vegetables also may well be included in the list. Potatoes rank high in food value and the choicest way to cook them is by baking. Simple salads are also desirable, and the less dressing the more advantageous they are. The cereals also have a decided value. Rice, especially the unpolished form, may be considered the first in order, less in cost and greater in nutrition, and useful in many combinations. A dish of well boiled rice, with a small amount of milk, and a dish of prunes, will make a nutritious and inexpensive meal. Think of the native Irishman, living on potatoes and buttermilk, and the Scotchman on oatmeal. Wheat comes only second to rice. It is utilized in various forms, but the most undesirable form is that of white flour, wherein the most nutritious part is abstracted. It is impossible to build a sound body on any food that is composed mainly of one element of nutrition, whether it be starch, oil or sugar. Nature requires a balance in the provision. Milk is well balanced, and that makes it a choice food for infants. Rye and other grains are very much in use in European countries, but none is superior to rice or wheat. Corn is an economical food, and much used in the South. The colored people flourish on it without many extras. Nuts make a very agreeable and nutritious variety. Even the lowly peanuts have been reported as sustaining a Western professor exclusively during an entire month. If the people would study food values and apply the knowledge to themselves as well as to their horses and cows, an immense advantage would be gained in the way of living and economy in the cost.

CHARLES H. SHEPARD, M. D.

FASTING FOR THE CURE OF DISEASE.

A book under the above name was published in 1908, written by Dr. Linda Burfield Hazzard, of Seattle, Washington, that is of inestimable value to every invalid, and also to those who are not invalids. It is a book of 179 pages, which is sold for \$1.00, and which teaches all persons who are sick how to obtain Perfect Health, and all those who are not sick how to prevent their ever being sick. It teaches the causes of disease and how to avoid them, and how to cure disease without drugs or poisons of any kind.

The causes of nearly all diseases are poisons and impurities taken into the body in what we eat and drink and breathe. These poisons accumulate in the blood and tissues, and increase to such an extent that they block up the capillary blood vessels, which causes congestion of blood, and by pressure upon the nerves causes pain, with inflammation, and, in many cases, suppuration.

To cure disease, purify the blood, not by poisonous drugs, but by the use of water, the great purifying agent of the world. Hydropathy is the most important of all the 'pathies. Allopathy prescribes some of the most killing poisons to be found, and hence more people are killed by drugs than would die without medicine. Homeopathy dilutes the amount of poison used, and hence is more successful in curing disease than is Allopathy. Hydropathy discards all drugs and successfully uses water inside and outside, and thus purifies not only the blood, but the tissues of the body as well. With pure blood and pure brain and tissues, Perfect Health can be obtained.

Diseases may also be caused by eating too much of food that does not contain poison. If we eat more food than our digestive organs can digest and assimilate, the digestive organs are over taxed and the undigested food ferments and generates poisonous gases that will destroy health. It is believed by many that nine-tenths of the people eat from one-quarter to one-half more food than is required to carry on the vital organs and maintain health.

One of the first and most important things for a sick person to do is to stop eating all solid food until the digestive organs have had a chance to rest and the excretory organs have had time to remove the impure matter that either food poison or over eating have produced.

E. P. MILLER, M. D.

Work a little, sing a little, whistle and be gay,
Read a little, play a little, busy all the day ;
Talk a little, laugh a little, don't forget to pray,
Be a bit of merry sunshine, all the blessed day.

THE SCIENTIFIC CHRISTIAN ASSOCIATION.

The Scientific Christian Association, or Society of Right Living, has been organized to teach the Laws of Perfect Health and Happiness.

Its OBJECT is to unite in promulgating all the best ideas concerning the teachings of Science, the Bible, Hygiene, Vocation, and Phrenopsychology.

The AIMS of the Association are to enlighten mankind concerning How to Live; How to Think, and How and What to Eat.

The METHODS to be adopted are founded on, first, Scientific Principles tested by (a) Observation, and (b) Experiment, as mapped out in the Bible in connection with proper diet. Second, Scientific Principles on Health and Disease, or how to sustain the former and cut out the latter. Third, Scientific Principles on the selection of a Vocation and the right use of one's talents.

A Civic Department, for the education of young and old in economic problems, is being started in connection with the Scientific Christian Association.

The text-books to be used are O. S. Fowler's "PHYSIOLOGY, ANIMAL AND MENTAL," and "EDUCATION COMPLETE," also the PHRENOLOGICAL JOURNAL AND SCIENCE OF HEALTH.

For full particulars, write to the Scientific Christian Association Department, THE PHRENOLOGICAL JOURNAL, 18 East Twenty-second Street, New York City.

THE HEN.

Cut, Cut, Cut, Cer-da-cert!

It is the province of the lower to feed and serve the higher, and for the higher to care for and make comfortable the lower. And looked upon in the light of usefulness to man, where is the equal of the good, old-fashioned, broad-bottomed, American style of Hen? All things have their uses, but the Poultry crop, together with all its products, exceeds in value that of any other crop grown, or known of, in the world. The Hen is industrious. She is a bright and shining light of industry; and idleness, that curse of Man, is to Her unknown. Idleness shows lack of intelligence to direct, for the World is in evolution, and an inviting field for the work of millions of men for millions of years yet to come. A thing that is of no use, is N. G., only fit, though the thing wear broadcloth and a high silk hat, to be thrown

into the ash-barrel. But the Hen—its use is paramount, its absence would be a death-blow to chefs and the death knell of the dinner bell. Think of it, Man, sometimes called the Lord of Creation, is dependent upon the cluck of the Hen in barnyard and woodshed environments. We are not speaking of broiled chicken, that has its uses, nor of chicken potpie, nor yet of Thanksgiving dinners—but simply of the meritorious exudation of innumerable eggs, from the hidden recesses of the fuss and feathers of the Motherly Hen. The late poultry show in Madison Square Garden was but a faint acknowledgment of her worth. In fact, there was a disposition to cavil at fifty cents per dozen for Eggs, which was the price at the time of the Show, as being too high. Then, too, the struggle, especially on the part of the white top-knot Poland Fowls, to keep up with the plumes and feathers of their lady admirers, was something fierce—and in the end the Hens went clucking off to their homes, and said that Woman's hats were too much for them; it couldn't be done. They couldn't keep up to the present style of those hats.

“That great preacher, the late Henry Ward Beecher,
Said to the Hen, ‘You are a lovely creature,’
And the Hen did for that, lay two Eggs in his hat,
And thus did the Hen reward Beecher.”

Puns are vulgar, but then this is a henious article from the *Old Roadmaster*.—D. W. L.

The above soliloquy about the hen is here given to show that often the insignificant things of life are very important. Small heads are of use to large heads; small things are of benefit to large enterprises; weak objects are of service to those that are strong, and even the poor are of great assistance to those who are rich.—EDITOR PHRENOLOGICAL JOURNAL.

The American Institute of Phrenology.

The American Institute of Phrenology held its sixth meeting of the season on Tuesday evening, March 1st, when Miss J. A. Fowler, Vice-President, and Mr. J. E. Halsted gave addresses on “Success Through Self-Knowledge; or, Traits That Make for Success, and How to Acquire Them.” The members and friends present said at the close that it was one of the most interesting and profitable lectures they had enjoyed at the Institute.

The Secretary read a valuable communication from the President, Dr. Charles H. Shepard, who said that the principles of Phrenology were of great aid to both men and women; that he had used the Science as long as he could remember in his professional and business life, and that it had helped him to understand human character better than any other form of Mental Philosophy.

(Continued on Page 130.)



THE
Phrenological Journal
 and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)

NEW YORK AND LONDON. APRIL. 1910

In the achievements of Science there is not only beauty and wonder, but also beneficence and power.—Archdeacon Farrar.

THE LATE THOMAS COLLIER PLATT. During the past month, the late Thomas C. Platt, the once political leader and financier, passed out from public and private life after a long illness. He was a self-made man, and early became a leader of men. He jumped from Yale College into business, and then into politics, and possessed the natural qualities of a leader. All who stop to study the career of Thomas C. Platt with fairness will be willing to admit that it taught many lessons both to encourage and to warn. It had its strength as well as its weakness, its failures as well as its successes, and even the shadows that somewhat darkened its closing years, as a contemporary has truly said, could not wholly obscure the fact that at its zenith it disclosed a robust example of the self-made man.

As has been truly said of him, Mr. Platt possessed in an extraordinary degree the conquering qualities of patience, industry, and intuitive knowledge of and sympathy with human nature. Both in business and in politics he could be diplomatic, affable, persuasive, or imperious, as the occasion required. He had a passion for work; he was a hater of indolence, and he could be an "easy boss," or a relentless taskmaster, to suit the demands of the hour.

His head was a faithful interpreter of his many-sided character. For a full delineation of his character we refer our readers to the April number of the PHRENOLOGICAL JOURNAL, for 1895.

WOMEN AS MUNICIPAL OFFICERS. Mr. William A. Prendergast has evidently not been brought up in the society of those women who have been able to "do things," and the women of his acquaintance are evidently those who have not inspired him with confidence in their ability to attend to matters pertaining to the Treasury or to Municipal Government. We wonder if Mr. Prendergast has always found that members of his own sex have made good treasurers for the people, and if he would like to have back again in office William Tweed, Richard Croker, Van Wyck, McCurdy, and numerous others who, while they did not spend their time in thinking of bargain sales, thought a great deal more of how they could line their own pockets by clever speculations. If man is the natural wage earner, woman is the natural wage saver, and if women were at the helm in government affairs they would not save a few thousand dollars by cutting off labor in Washington and putting the work upon New York clerks in the Sub-Treasury and other places, and squander the money in other directions.

Do not the very men whom Mr. Prendergast wishes to see in office often fool the public part of the time by working with their alcoholic stimulated brains, and with their smoke besotted blood most of the time, and in between hours are thinking of what they will eat and drink for lunch.

Women of the executive type, who would be likely to be voted into power, would not be liable to ill use their brains in these foolish ways.

WM. C.

THE AMERICAN INSTITUTE OF PHRENOLOGY.

(Continued from Page 128.)

Miss Fowler explained the various traits of character that helped a business man to succeed, and pointed out the location of the same in some human crania. She explained the distinct use of each to the business man in selecting labor and preparing his own character to become more efficient.

Mr. Halsted spoke of Phrenology as being an exact science, and explained what benefactors Drs. Gall and Spurzheim had been to the human race through propounding their useful Science. He spoke of his own experience during the past thirty-five years, as he was once a salesman and therefore knew just what salesmen were "up against." He spoke of the

usefulness of Phrenology to business men, and urged all who were engaged in business to embrace its principles, study its logic, and use it every day of their lives.

Miss Fowler then examined the heads of several persons selected from the audience, to the expressed satisfaction of the gentlemen themselves.

An interesting discussion followed, and the meeting was brought to a close by the Secretary, M. H. Piercy, who announced that the next meeting would be held on Tuesday evening, April 5th, at eight o'clock, when Mrs. Rose A. G. Fraser and Miss Marie Gorges would discuss the ladies' side of Phrenology as applied to Business in aiding the Saleswoman, while Mr. Adler, Mr. Lerman and Mr. Davis would take up the subject as applied to Salesmen.

New Subscribers.

CHARACTER SKETCHES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Co., New York, or L. N. Fowler & Co., London.*

No. 879.—J. M., Fort Lee, N. J.—This little boy has quite a thoughtful mind, and he takes quite a serious view of life. His forehead is well developed, especially in those regions that give thought and premeditation. He wants to know the reason for things, and when he cannot get satisfaction he works the thing out himself and generally comes to correct conclusions. His classification of things is good; in fact, he likes to compare and analyze everything that comes his way. He must be given a good chance to grow strong physically, and not be pressed too much with studies. He will be able to make up later on what he does not know before he is ten years of age, and he will have more health, strength and vitality to grapple with studies if he is not pressed too hard before that period. His neck is rather short and small, and there does not appear to be a perfectly free course for his blood to pass readily from his brain to his feet. He has a great deal of energy, and likes to keep busy. He will make an excellent Physician, an Editor of a paper, or a Painter of large pictures, the canvas he will use being of exceptional proportions.

No. 880.—A. H., Denver, Colo.—You have an adaptable nature and one that can suit itself to many conditions. In fact, you are not easily upset when you are called upon to do the work of another man in any business capacity. You can suitably wait on customers and fill the place of a manager, and persons will take to you right away, because you will always be able to sense their wants. Your verbal memory is poor, and this may have prevented you from thinking about studying for a profession. We would advise you to cultivate your Eventuality and make yourself master of details, by going over the groundwork of each day before you retire at night. You could succeed in light mechanical work, or in design. Practice public speaking, and cultivate your voice for debate. Read out loud continually, and get acquainted with your own voice, and we believe that you could succeed well in this direction.

No. 881.—C. B., Cauthron, Ark.—Your photographs indicate that you have a predominance of the Motive Temperament, which shows in your height and muscular framework. As you grow older you will probably thicken up a little and put on more flesh. You should be athletic, and could succeed, through your large Perceptive Faculties, in handling outdoor sports and in taking advantage of men who are heavy and clumsy when running or working on the field. You are nimble and quick in your movements; hence can do even more than can a stronger man who is not so pliable in his movements. But it will not do for you to get overheated, or work with those who are rough and careless; though you could become a champion runner. You have good capacity for business, and will make money as a Salesman; but you must learn the art of saving money as well as of making it. You would also make a good Real Estate Agent, or Forester. Cultivate more Acquisitiveness; conserve your energy, and husband your resources, and you will make your mark in the world.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

Dr. C. W. Withinshaw, whose name and reputation are widely known, gave a most instructive lecture on "The Faculty and Organ of Veneration," on Tuesday, February 10th, in London. Mr. John Nayler, President of the Society, occupied the Chair, and Mr. William Cox gave a phrenological description of the head of a gentleman from the audience.

In an able discourse Dr. Withinshaw related some of his own experiences and observations confirming the location of the organ and the functions it serves. An interesting discussion took place, and Dr. Withinshaw replied to a number of questions. The meeting closed with a hearty vote of thanks to the lecturer.

THE FOWLER INSTITUTE, LONDON, ENG.

The Fowler Institute, under the direction of Mr. D. T. Elliott, still continues its work at No. 4 Imperial Building. Examinations are made daily, and interesting meetings are held once a month when papers are read and phrenological topics are discussed.

Field Notes.

Prof. George Morris writes from Portland, Oregon, that he still lectures and makes Phrenological Delineations, and is as much interested in the subject of Phrenology as ever. He had a call the other day from Prof. B. F. Pratt, who he says is still growing, being now six feet three and weighing two hundred and fifty pounds. Professor Morris closes his letter by saying: "Phrenology has been a great blessing to me, mentally, physically, financially and socially. Fowler & Wells Company have helped me."

J. M. Fitzgerald, M. D., of Chicago, writes that he has been spending four days at the Ferris Business Institute, Michigan. His first lecture was given before five hundred people (who paid admittance). Dr. Fitzgerald says that Professor Ferris is one of Nature's noblemen, a mixture of Horace Mann and Andrew Jackson, a real leader of the people and an ardent student of Phrenology, and he has a wonderful influence in inspiring young men into action. He is pre-eminently the educator of Michigan, a natural executive type of man, and makes his presence felt wherever he is. Mrs. Ferris is, from all reports, as remarkable as her husband, being beautiful in features as well as possessed of sterling character and a harmonious disposition. Professor Ferris is a graduate of the American Institute of Phrenology, and says that he was inspired to do his present work by the late O. S. Fowler.

Prof. George Cozens has just given his sixteenth annual series of lectures in Crookston, Minn., eleven of the series being given in the Crookston College, to audiences composed of several hundred young people. He also lectured in the National Business College in the same city. Professor Cozens has also lectured in the towns of Erskine, Climax, Shelley and Perley, as well as in Aakers College, Grand Forks, N. D. He reports that it is the thinking people who are the most interested in the subject of Phrenology.

The members of the Anthropological Club, of Detroit, are as follows: President, Mrs. J. E. Bolles; Vice-President, Mrs. Geo. King; Secretary, Mrs. J. S. Crandell; Treasurer, Mrs. A. P. Wideman; Corresponding Secretary, Mrs. Dr. Henry Cadieux; Director, Mrs. M. H. Pettit; Members, Mrs. R. M. Grosman, Mrs. Henry Wineman, Mrs. N. Wineman, Mrs. H. H. Boggs, Mrs. W. B. Knapp, Mrs. Geo. H. Crandall, Mrs. Richard Owen, Mrs. C. Thomas, Mrs. Edward Wilson, Mrs. Jane Boden, Mrs. E. T. Ives,

Mrs. L. O. Keil, Mrs. E. W. Gregory, Mrs. Emil Stroh, Mrs. Margaret Bobian, Mrs. Sarah Tilden and Miss Minnie Boden. The Director reports that all are doing good work, and the interest in the subject is increasing. We hope to hear of other clubs doing similar work.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

M. M., New York.—You ask what are the conditions of mind or mental habits which have the strongest tendency to preserve the original color of the hair until late in life. We have found that those qualities that go with the Motive Temperament have a tendency to preserve the natural color of the hair the longest. Generally speaking, people who have the Vital and Mental Temperaments lose their hair, both as regards color and quantity, before any other type. There are exceptions, but as a rule courage, energy, and executiveness are generally actively developed in those who are able to preserve the original color of their hair. While the æsthetic faculties and the anxious qualities seem to tend to destroy or burn up the nourishment at the roots of the hair.

L. F. M., Wichita, Kans.—We are glad to know that your father is one of the oldest subscribers to the PHRENOLOGICAL JOURNAL (he being now eighty-six years of age), and that he has subscribed for it since he was a young man.

THE LATE JAMES P. KNOWLES.

We regret to note that Mr. James Purdie Knowles, of Smyrna, N. Y., has passed away, at the age of seventy-five. He had subscribed for the PHRENOLOGICAL JOURNAL for over fifty years. Mr. Knowles was in New York in December last, and attended our monthly meeting; he made a few remarks, and advocated the work of the Scientific Christian Association which was outlined at the meeting. He did much good work where he lived, and was constantly making other people happy. He recently helped a neighbor to rebuild his house because labor was hard to obtain.

While yet in his teens Mr. Knowles was attacked by a nervous trouble, and in search for help his attention was called to the Health Reform Move-

ment, and he carefully read the works of the best writers on the subject, and upon Phrenology and Mental Science. He became a vegetarian in 1884, as well as a prohibitionist, and used his influence at home and abroad on all reform subjects. Educated as a Friend, he believed in the guidance of the Holy Spirit in all things.

WEDNESDAY MORNING TALKS.

FEBRUARY TALKS.

During February the Talks were upon the following popular topics, and attracted large audiences each week: "The Laws That Most Affect Women;" "Thought Transference;" "Personal Magnetism," and "Mental Healing." Discussions at the close of the Talks showed the amount of interest that was taken in the subjects.

The first, on "The Laws That Most Affect Women," called out a reference to the inheritance laws, property laws, marriage laws, and also the laws pertaining to personal happiness and hygiene.

The second pertained to the transference of thought from person to person; space had little influence to disturb the mental wireless telegraphy from being established.

The third, on "Personal Magnetism," referred to the great universal laws that prevail everywhere; that every form of life possessed it in one way or another; animals showed it, and the spider and the fly illustrated this point. We could do very little effective work without personal magnetism. It sprang from intense interest in one's work, and exercised the organs of Benevolence, Human Nature, Spirituality and Conscientiousness. This subject, along with thought transference, established circles of interest which could do a great amount of good. Personal magnetism was the intellectual pulse that helped every good cause, if it was rightly managed.

Mental Healing was a great factor in the Faith Cures of modern times. Mind had a great influence over the body, and every one ought to be aware of its power and use it accordingly. The miracles of olden times were largely done by the power of the mind over bodily weakness, and Christ said: "Greater things than these shall ye do." Every age has had its apostles. A short time ago Dowie came to New York to save the city, but he was altogether too mercenary and spoiled his influence, although he had some good ideas.

MARCH TALKS.

During March the Talks were upon "Law as a Profession for Women;"

"The Acid and Alkali Types as Applied to Character;" "The Useful Vibrations of Color in Relation to Character;" "The Magnetic Influence of the Human Voice," and "How to Increase Our Oratorical Power."

Law as an occupation for women was becoming much more lucrative than ever before, and women were winning the confidence of the public in this direction, just as Huldah did in the olden days, to whom Josiah sent the people to have the book of the Law interpreted.

"The Acid and Alkali Types as Applied to Character," were not new, as Dr. J. B. Dods lectured on this subject over fifty years ago, and he afterwards published his lectures at Washington in a volume called "Electrical Psychology." We were chemically made, therefore it was necessary for us to possess both acid and alkali conditions, which were to be found in the Motive and Vital Temperaments. Colors had much to do with each type, as the acid corresponded with the light complexion or Vital Temperament, the alkali with the dark complexion or Motive Temperament. Some interesting examinations of character were made after each lecture.

On one occasion, Mr. D. W. Lewis was examined, and at the close he referred to the time when O. S. Fowler went to Falmouth and was entertained by his father. At that time the minister of the church refused to hold the meeting in his place of worship, so the town hall was engaged and a larger audience assembled than would have been the case had the minister allowed his church to be used.

On another occasion a fine business lady was examined, and at another time a little baby's character was diagnosed.

TALKS FOR APRIL.

The topic for April will be "Practical Psychology," and the subjects selected under this heading will be as follows: April 6th: "Will Power and How to Develop it;" April 13th: "Emotion and How to Control It;" April 20th: "Imagination and How to Cultivate It;" April 27th: "Thought Power and How to Increase It." The meetings are open to ladies and gentlemen. and begin at eleven o'clock.

During February the guests of honor included Mrs. O. A. Gage, Miss Anna Clark, Mrs. K. Mersheimer, Miss A. S. Boxall, Miss Anna Dayley, Mrs. M. MacLeod, Mrs. M. E. Alexander, Miss M. Miller, Mrs. H. A. LeVey, Miss R. Wirth, Miss E. A. Macguire, Miss H. B. Sutton, Miss Helen C. Hoops, Mrs. B. F. Wills, Mrs. A. Zinnser, Jr., Miss J. F. Malone, Miss Esther Palliser, Miss Cecelia Frank, Miss H. Kopp, Mrs. Anita C. Brooks, Mr. Louis W. Fehr, Mr. E. T. Liefeld, Mr. G. Frank, Mrs. H. G. Hallenberg, Mrs. K. Brooks, Mrs. E. A. Dunning, and Mrs. Alfred E. Smith, among others.

FOWLER & WELLS CO.

On February 29, 1884, the **FOWLER & WELLS CO.** was incorporated under the laws of the State of New York as a Joint Stock Company, for the prosecution of the business heretofore carried on by the firm of **Fowler & Wells.**

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

FOWLER & WELLS CO.

THE SUBSCRIPTION PRICE of the **PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE** is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders, Drafts on New York, or Registered Letters. All Postmasters are required to Register Letters whenever requested to do so.

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

POSTAGE-STAMPS will be received for fractional parts of a dollar. The larger stamps are preferred; they should never be stuck to the letters, and should always be sent in sheets—that is, not torn apart.

CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to **FOWLER & WELLS Co.**, and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the **PHRENOLOGICAL JOURNAL** and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

Human Life, New York.—The present number contains an article on "Mr. Stubbs of Kansas," who was pitchforked into political reform and made Governor of Kansas. It also contains notes and portraits of celebrities of the day, including Louis Tussaud, Mrs. William A. Clark, William J. Burns, and others.

The American Educational Review, Chicago, Ill.—This magazine has increased its proportions. It contains one article on "The Work of the College," by Dr. J. W. Lee; another, "Around the Campus"; a third, "Among the Faculty," besides many other interesting articles of value to the college graduate.

Nautilus, Holyoke, Mass.—One article is on "Music and Health"; another on "Forest Conservation—Everybody's Business." The latter is an article that every one who is interested in Forestry should read.

The Phrenological Era, Bowerston, O.—This magazine is full of interesting matter of quite a varied kind. Mr. Tope, its editor, is a bright, genial writer, and has much to say upon Phrenological matters. The February number contains a tribute to Prof. O. S. Fowler, with portrait of Professor Fowler. There is also an account of Mr. Tope's Western trip to Columbia City, Indiana, where he gave a series of lectures in the schoolhouse in this city. We wish him every success.

Publishers' Department.

REVIEWS.

Scientific Living for Prolonging the Term of Human Life. The New Domestic Science, Cooking to Simplify Living and Retain the Life Elements in Food. By Laura Nettleton Brown. 284 pp. 12mo., extra cloth. Price \$1.00. Published by The Health-Culture Company, 1133 Broadway, New York.

No one who is interested in the all-important question of scientific living can afford to be without this book. It treats of the chemistry of food in a way that is easily understood and made practical. Exact methods of scientific cooking are explained, and the author undertakes to show that in the ordinary processes of cooking the organic elements become inorganic and food values are destroyed. This is a most important idea, and it is claimed by the author that when generally known and made practical it will restore the racial vigor as nothing else can, free woman from the slavery of the cook stove, and become a large factor in the solution of the servant problem. The book is a thoroughly sensible, practical and helpful one. It contains numerous food tables, recipes and menus which will prove exceedingly helpful not only to busy housekeepers, but also to all persons who desire to get the greatest benefit and the fullest enjoyment from the daily meals. The book will be found of interest to teachers and students of domestic longevity. The nutritious value of different kinds of food, and how foods should be cooked in order to retain their nutriment, are subjects that ought to interest every practical housekeeper. The concluding chapter of the book deals with "Associate Influences," and gives sound advice upon other health factors than diet.

The Biology of Sex. A Study of the Sex Problems according to the Latest Facts disclosed by Biology and Evolution. By Gideon Dietrich. Published by Samuel A. Bloch, 1322 North Oakley Avenue, Chicago, Ill. Price, cloth, 50 cents.

This book is a logical interpretation of the sex problem according to the latest scientific facts disclosed by Biology and Evolution. In his introduction, the author says: "No more important social problems are pressing for immediate solution than that group of questions we classify under the term, 'sex problems.' Every day the record of events furnishes us with numerous tragedies resulting from the struggling individuals trying to harmonize their inner natures with the conventional teachings and artificial code of sex ethics." While many books have been written on this subject, yet most of these have followed along some conventional groove, each author advocating remedies which will harmonize with a pet theory of ethics or

philosophical cult, without trying to find the scientific factors involved in the problems themselves. The author of this book believes that if we are ever to accomplish any substantial sex reforms they must be brought about in a systematic manner and along scientific lines, and he explains that in no field of investigation have there been more important scientific facts revealed in regard to the nature of this phenomenon that we call sex than that of Biology. The object of this book, therefore, is to briefly present some of the most important scientific discoveries related to this subject, pointing out their correct interpretation and formulating the facts in a logical order, so as to form a scientific basis for the discussion and solution of sex problems.

Science and Key of Life. Planetary Influences. Vol. VI. By Henry Clay Hodges. Published by the Astro Publishing Company, Hodges Building, Detroit, Mich. Price, cloth, \$2.00.

The writer explains "The Sacredness of Life," "The seven principles associated with the One Central Spirit of the Solar System," "Objective and Subjective Concentration," "The Aura of the Human Form," and in the latter chapter he describes the different auras and the effects of thoughts and emotions visible to the clairvoyant. He further says that aura begins to clear as the soul is awakened and the mind begins to think along the lines of Spiritual things. The writer is imbued with the thought that the book contains added truth of incalculable value in the solution of the problem of Human Existence.

SWEDISH BOOKS.

"Frenologiska Frågadan." (The Phrenological Question Box.) A sixteen-page booklet. Price 15 cents.

This booklet contains fifty questions in the phrenological science answered explicitly and to the point. Anti-Phrenology representatives will in the above book find some very hard nuts to crack.

"Frenoljuset" (Phrenolight). A forty-eight-page publication. Price 25 cents.

This book chiefly contains Professor Youngquist's controversy with some so-called learned persons of the city of Eskilstuna, Sweden. It also contains several valuable extracts from the Phrenological publications in the English language, especially the PHRENOLOGICAL JOURNAL. It furthermore contains the likeness of Professor Tope, of the Bowerston, Ohio, *Phrenological Era*, as well as an extract from the latter.

"The Wonderful Century." Translation of the Sixteenth Chapter of Sir Alfred Russell Wallace's valuable book. Dr. Wallace in a concise manner treats of the Phrenological Science. A thirty-page booklet. Price 20 cents.

I consider this little book a very valuable addition to the Phrenological literature in the Swedish language. This publication has as a frontispiece a photograph of Dr. Alfred Russell Wallace, F. R. S., O. M., and, furthermore, the photographs of Dr. Andrew Combe, Dr. Bernard Hollander, Sir J. Crichton Browne, the three latter gentlemen of London, England; Miss Jessie A. Fowler, Editor of THE PHRENOLOGICAL JOURNAL, of New York, and Hjalmar Helleday, M. D., of Ostersund, Sweden.

Any or all of the above books, as well as other phrenological publications in the Swedish language, may be had by addressing the author, Prof. William E. Youngquist, F. A. I. P., Tunnelgatan No. 1, Stockholm, Sweden, or can be ordered through Fowler and Wells Company.

Reviewed by J. O. Viking, Ishpeming, Mich.

WHAT THEY SAY.

"Please send the old friend, the Phrenological Journal, for 1910. I began to take the Journal in July 1863, and have every number now. Great changes have been made in it, and 'many men of many minds' surely are manifest in this publication."

A. B. J., No. Dansville, N. H.

Fowler & Wells Co.

Gentlemen,—I received the book published by you, entitled "Horses, their Feed and their Feet," by C. E. Page. It is the best work on Horse Hygiene that I ever read. Dr. Page seems to have an understanding of things to the very point.

Respectfully,

H. J. M., Bethel, Pa.

I received the Student's Set yesterday. I am well satisfied with my purchase.

Yours, very truly,

A. W., Richmond, Va.

THE WORKS OF DIO LEWIS.—Continued.

Our Digestion;

Or. My Jolly Friend's Secret. One vol. 12 mo., 407 pp. \$1.50.



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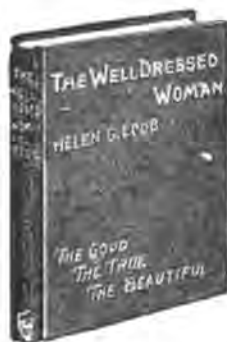
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WHOLE NO. 854

The Natural Language of the Faculties.

BY CRANIUM.

THE SELFISH SENTIMENTS.

The Selfish Sentiments are faculties which hold a higher position among the qualities of the mind than those we call Propensities. The former, or Sentiments, are thoughts prompted by feeling and a state of mind in view of some object or subject, a feeling toward or respecting some person or thing, and a disposition prompting to action or expression. A Sentiment, then, is a decision of the mind formed by deliberation or reasoning, thought, opinion, notion, or judgment; while a Propensity is a disposition to do a thing, a bias, bent, or tendency of the mind, a proclivity or proneness to one thing rather than to another. Thus it will be seen that a Sentiment is governed by reason, judgment and thought, which places it higher in the scale of mental values than a Propensity.

We possess three selfish sentiments: namely, Cautiousness, Approbativeness, and Self-Esteem.

CAUTIOUSNESS.

To properly understand the term Cautiousness, we must realize that it comes from the Latin "*cautus*," and expresses the function of prudence, watchfulness, carefulness, and provision against danger. It is one of the restraining faculties of the mind, and prevents a person from plunging into reckless expenditure, speculation or danger. Persons possessing this faculty

in a highly developed state of cultivation generally are on their guard, and examine closely every new undertaking that is presented to them, see all possible danger, and remain in an undecided state of mind concerning it. They are liable to see the many misfortunes which may arise rather than the possible success that will greet their efforts. Persons possessing this faculty can climb mountains without falling, can walk on the tight-rope without accident, and can work with sharp tools without cutting themselves. It is a faculty that is much in demand in saving the other qualities from meeting with mishaps. This faculty also shows solicitude, anxiety, and apprehension concerning the welfare of friends, relatives, and business



LARGE CAUTIOUSNESS.



SMALL CAUTIOUSNESS.

(Photos by Rockwood)

affairs. It is constantly making provision for the future, and is the faculty that is always on the watch-tower. It often leads to timidity, procrastination, indecision, as well as panic, fright, and irresolution.

The organ of Cautiousness corresponds to that portion of the brain where Ferrier has localized the center for Fright affecting the muscles of the mouth, in the angular gyrus, the center for the platysma myoides muscles of fright, bordering on the supermarginal convolution, beneath the middle of the parietal bone, on the upper, lateral and posterior part of the head. When large, the head is very broad at this point. To find the organ of Cautiousness on the living head, take the back part of the ear as the starting point and draw a perpendicular line upward, and where the head begins to round off to form the top the location of the organ is to be found.

Dr. Gall considered that it was requisite that men and animals should be endowed with a faculty that would enable them to foresee certain events, to give them a presentiment of certain circumstances, and to prompt them

to provide against danger. Without such a disposition their attention would have been occupied only with the present, and they would have been incapable of taking any measures with reference to the future. He thus describes the faculty which prompts to these actions as if it comprised something intellectual, and he called it *circumspection, foresight*. Dr. Spurzheim does not believe that this faculty foresees. It is, in his opinion, blind, without reflection, though it may excite the reflective faculties. George Combe coincides with Spurzheim's view concerning this faculty, and says that a full development of this organ is essential to a prudent character. The later Phrenologists recognize that the lower portion of Conscientiousness gives *circumspection*, while Human Nature supplies the element of *foresight*.

The Organ of Cautiousness is divided into three parts. The back portion gives a sense of fear, danger, and adds indecision to the character, hence is called *Timidity*. The central portion gives anxiety as to results, a watchfulness and a care-taking spirit, and is called *Solicitude*. The front portion gives discretion, guardedness and forethought, and is called *Prudence*.

Persons having this faculty largely developed often show the element of stagnation, irresolution and wavering, and when abnormally developed it may lead to absolute incapacity for any decisive and vigorous action, especially when the organ of Hope is only moderately developed and Mirthfulness is small and inactive. Children who are managed by fear do not turn out satisfactory. The elements of self-respect and love are often lost sight of, and fear is substituted in their place. In order to restrain this faculty Causality and Firmness should be brought into action, as well as Combative-ness and Destructiveness, for Causality will incline a person to see the ill effect of the excess or over stimulation of Cautiousness; Firmness will make one resolute and help to change the irresolution of Cautiousness; while Combative-ness and Destructiveness will promote a more daring and energetic spirit.

If the faculty is deficient in anyone, many disastrous results and acts of indiscretion, carelessness and rashness accrue and the person is often reckless and becomes a spendthrift unless restrained by Acquisitiveness and Conscientiousness. A person with this faculty small should not work on high buildings or with electric apparatus. Many have done so and found out too late that their lack of Cautiousness has been the ruin of their health and sometimes the cause of their death. When the faculty is deficient it should be cultivated, especially in children, and they should be shown the dangers of climbing into cherry-trees and leaning out too far on branches that are brittle; they should be warned against jumping on slippery rocks that are used as stepping stones over rapid streams of water; and they should be cautioned against running along the roofs of houses or holding on to the tin gutters which are insecure and may let them down any minute. Children

who have this faculty small cannot be corrected for a fault by appealing to their sense of fear or danger; and adults who have this faculty but indifferently developed should think twice before they act, and should consult persons of careful deliberation and judgment and be governed by their opinion.

This organ was strongly developed in Dr. Dowling, an Englishman by birth, a Pastor of a Baptist Church in New York, and author of a work on "The Christian Martyrs." Dr. Andrew Combe examined a number of suicides in the morgue in Paris, and found in them Hope generally small, with Cautiousness and Destructiveness generally large. This faculty is generally larger in the Germans, English and Scotch than in the Celtic, French



LARGE APPROBATIVENESS.



SMALL APPROBATIVENESS.

(Photos by Rockwood)

or Irish. It was small in the Rev. J. G. Bartholomew, a Universalist preacher in Brooklyn, N. Y., of marked talent, and much respected and esteemed by all who knew him, while Dr. Gall examined many persons in whom the organ was deficient and who committed many crimes.

APPROBATIVENESS.

Approbativeness is one of the stimulative group of faculties that is most essential to the well-being of one's character. The word Approbativeness comes from the Latin "Approbare—to approve," and gives a sense of honor, affability, politeness, ambition, and a desire to excel in whatever one undertakes to do. It loves to display, show and parade, and craves for popularity.

It is located on the upper and back part of the top side head, and produces a squareness at the outer angles of the crown of the head. On the

skull it is found about half an inch above the lambdoidal suture. When Dr. Gall was occupied in making observations on the organ of Self-esteem, he met with a woman in a lunatic asylum who considered herself to be the Queen of France. He expected to find the organ of that sentiment largely developed, but there was only a small degree of activity in the center where Self-esteem was considered to be located; while a considerable prominence presented itself on either side. This circumstance at first caused him considerable embarrassment. He soon perceived, however, that the character of this woman's insanity differed materially from that of men and women alienated through pride. The latter were grave, calm, imperious and arrogant, and bore the impression of the sentiment of domination which they imagined themselves to exercise over others. In the patients insane through vanity, on the other hand, the whole manner was different. There was a restless frivolity, an inexhaustible talkativeness and most affected forwardness; eagerness to announce high birth and boundless riches, promise of favor and honor; in a word, a mixture of affectation and absurdity. From that time Dr. Gall perceived the difference between the sentiment of Self-esteem and that of Approbativeness.

The organ of Approbativeness is divided into three portions. The lower portion gives ambition and emulation, a desire to excel and be victorious and do something worthy of reputation, and is called *Ambition*. The central portion gives sensitiveness of mind, name, honor, reputation and position in society, and is called *Sense of Character*. The upper portion gives a sense of personal appearance, a regard for etiquette and fashion, politeness of manner, general affability of mind, and a desire to attract attention and gain notoriety, and is called *Display*.

When this faculty is largely represented it is liable to lead to self-praise, vanity and egotism, and to avoid this one must have less fear of "Mrs. Grundy," and control too great a sensitiveness to praise and blame by allowing reason to show how little either is generally worth. Self-esteem and Conscientiousness should also be cultivated. Approbativeness is generally more active in woman than in man, and is shown in her greater love for display, fashion, and ambition for her husband and family.

When this faculty is deficient a person is inclined to be careless of reputation and of the opinions of his fellow men. He does not observe the etiquette of social intercourse, or care to cultivate refined manners, nor is he careful over his appearance. Such a person should cultivate more Causality, Agreeableness and Friendship, as well as Approbativeness, in order to be more mindful of the opinions of others.

The French are remarkable examples of this faculty, while the English are more noted for Self-esteem. The influence of Approbativeness shows itself in the manners, institutions, and daily literature of France, and the French are known for their politeness the world over. It is said that com-

pliments and praises are the current coin of conversation, and glory the condiment of the feast of life. Napoleon Bonaparte had an insatiable ambition to conquer and go on conquering; so had Alexander the Great, and both men were endowed with a large degree of Approbativeness. Americans generally have a large development of this faculty; in fact, it has helped them to develop the wonderful resources of their country.

SELF-ESTEEM.

Manliness, self-love, self-respect, dignity, independence, and a desire to command and take responsibilities all manifest themselves through the faculty of Self-esteem. The word Esteem comes from the Latin "aestimare—to value, estimate," and Self-esteem applies to self-valuation. The natural



LARGE SELF-ESTEEM.



SMALL SELF-ESTEEM.

(Photos by Rockwood)

language of this faculty throws the head back and gives a dignified and upright carriage to the body.

It is located in the crown of the head, in the superior parietal convolution, beneath the parietal bone, where the sagittal suture begins to decline toward the back head, and a little above the posterior angle of the parietal bones. When the organ of Self-esteem is large the head rises upward and backward from the ear.

Dr. Gall was attracted to this center by a beggar who drew his attention by his extraordinary manners. The form of the head of the beggar confirmed his opinion concerning the causes which, independently of an absolutely vicious conformation or of misfortunes, could reduce a man to mendicity, and at the same time make him believe that he did not need to

work. Strange as it may appear, the man always reverted to his pride and seriously stated that he could not resolve to follow any kind of labor, even when appealed to by Dr. Gall on the subject. In many other cases that Dr. Gall examined he found that this faculty was abnormally developed where persons were too proud of their family name to apply themselves to any kind of work.

The faculty of Self-esteem is divided into three portions. The lower part gives a keen love of liberty, independence and personal rights, and is called *Independence*. The central portion gives a person a feeling of self-valuation, self-appreciation, and a willingness to value one's own thought and work rather than that of others, and is called *Self-love*. The upper part gives true manliness, nobleness, and pride of character, and makes one desirous to be at the head, take responsibilities, and lead others, and is called *Dignity*.

The true function of this faculty is to inspire confidence, self-reliance, magnanimity, and an aspiring, ruling and governing disposition. Its proper expression creates respect in others by first communicating a feeling of self-respect from the individual himself to the outside world. It frequently aids the moral sentiments in resisting temptation, and persons have admitted that they believe their better principles might have yielded to a temptation had it not been for the support afforded them by the instinctive impulse of Self-esteem.

Persons who have this faculty largely developed think themselves superior to their neighbors and friends, and often express insupportable pride, haughtiness and forwardness, and an insatiable love of power. In order to restrain this excessive self-confidence, overbearing and dominating spirit, a person should cultivate the moral sentiments, especially Veneration, and correct too high estimates of himself by the exercise of reasoning.

If the faculty is deficient in anyone, such a person shows a disposition to excessive humility and a painful lack of self-confidence. A person thus constituted has no reliance upon himself. Inferior talents combined with a strong endowment of Self-esteem are often crowned with far higher success than more splendid abilities joined with this sentiment in a feeble degree. In order to cultivate this faculty a person should not place too low a valuation on his own abilities. Firmness, Destructiveness and Combateness will be found to greatly aid a person in overcoming any deficiency of Self-esteem.

This faculty is generally large in our Generals, Admirals, Bank Presidents, and those who assume personal responsibilities. The lower portion of the organ is largely developed in the American character, which makes an American very independent, while the upper portion is largely developed in the English, which makes them more dignified. In India, where there is a good deal of caste, this faculty is often carried to an extreme. It is also represented in the Chinese and Hindoos.

Personality in Business.

BY J. ALLEN FOWLER.

HOW TO ANALYZE AND PLACE BUSINESS MEN BY THE NEW METHOD OF CHARACTER READING.

HINTS FOR THE EMPLOYER.

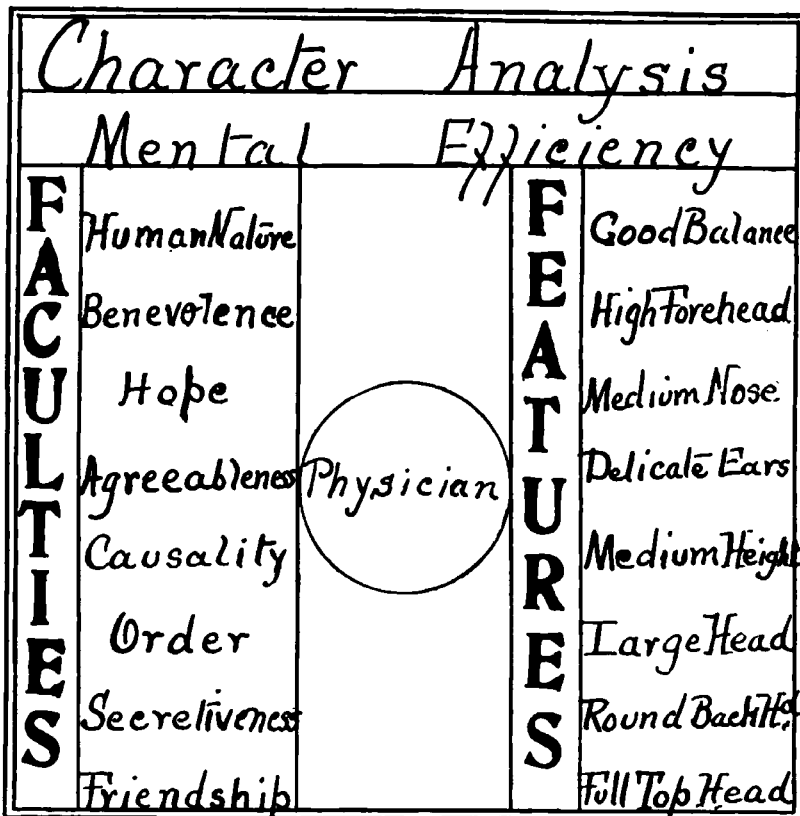
It has been truly stated that man is the one neglected factor in business. Machines have been devised, based on the science of mechanics, that quadruple business output. But, astonishing as it may seem, development of the efficiency of the individual worker has remained stationary. We believe that the reason for this lies in the fact that a man lacks real knowledge of his fellows and the working of their minds, their habits, instincts and feelings. In order to understand the elements that rule men's efficiency it is necessary to get hold of these in a practical democratic way. Mechanics is the science of the actions and functions of machinery, while Phrenology is the science of the action of the mind. The principles of Phrenology may be applied as practically to the development of man's business efficiency as the principles of Mechanics are applied to the science of mechanical efficiency. The productivity of business men is a subject that is puzzling the business man more than ever to-day. Man has been working upon every kind of material until he has succeeded in transforming business methods, and the wastes of yesterday have been converted into thousands of industries to-day. But in comparison with what has been done in the line of machinery, the increase in human efficiency and the knowledge pertaining to man's productivity is insignificant.

The true Science of the Mind is the chief source by which an Employer is able to handle his men adequately, and the more closely he studies the possibilities and the general make-up of his Employees the higher will be his standard of maximum results.

In the present article we wish to explain how a Business Man can select the following professional men to aid him in the carrying on of his work: A Business Physician or Specialist; a Surgeon or Dentist; an Osteopath or Masseur; a Lawyer or Judge; an Architect or Designer; a Civil Engineer or Electrician; a Teacher or Lecturer; and an Artist or Photographer.

A Business Physician or Specialist.—As a Business Man has often to select a Physician to attend to his employees, as a Throat, Eye or Nose Specialist, it may be well for him to know what characteristics such a person should possess. He should select one who has a Vital-Mental Temperament, for this will give him good judgment, adaptability and geniality of mind,

and will show in rotundity of form and a well-developed brain; one who has also a large development of (1) Human Nature, which will give him fullness in the top of the forehead along the median line, and enable him to diagnose disease intuitively and suit his treatment to every individual case; (2) Benevolence, which will give him height in the middle of the fore part of the top head, and will make him sympathetic with his patients; (3) Hope, which will give him height on the side of the top head, on a perpendicular line drawn upward from the fore part of the ear, and will enable

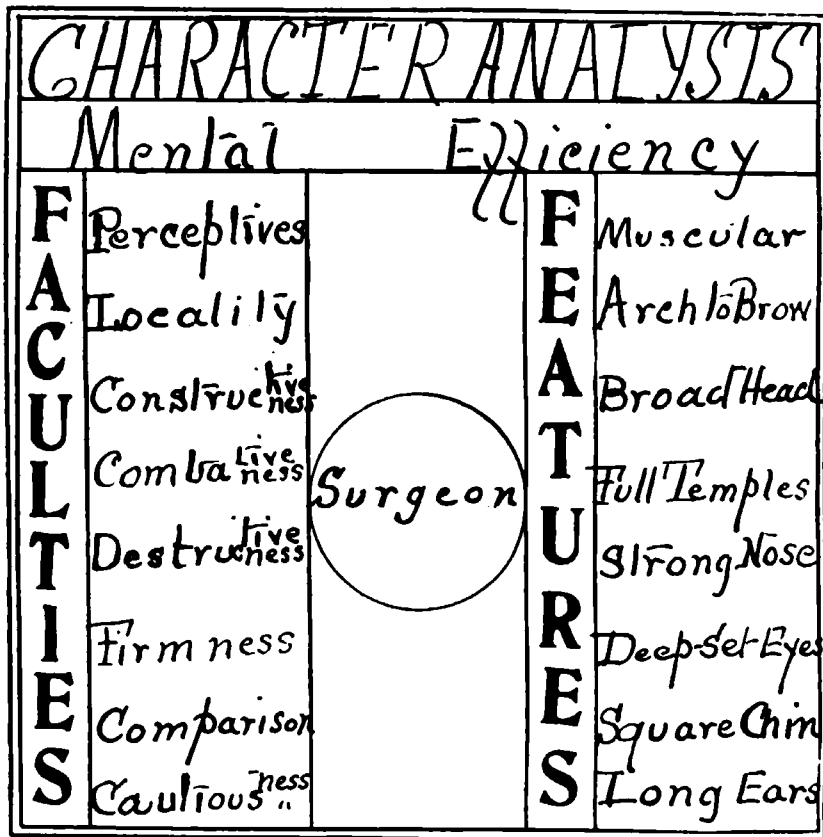


him to inspire confidence, cheerfulness and buoyancy of mind in regard to his patient's recovery; (4) Agreeableness, which will give him fullness on the upper edge of the forehead, over the inner angle of the eye, and will make him acceptable as an advisor and persuasive in manner; (5) Causality, which will give him breadth in the upper part of the forehead, and make him thoughtful and original in his work; (6) Order, which will give him breadth over the outer corner of the eye, and make him methodical in all the details of his practice; (7) Secretiveness, which will give him breadth of the lower and middle portion of the side head, and will make him tactful and able to hold the confidence of his patients; and (8) Friendship, which will give breadth at the posterior edge of the parietal bone, or across the

back of the head, and will make him friendly instead of austere in manner.

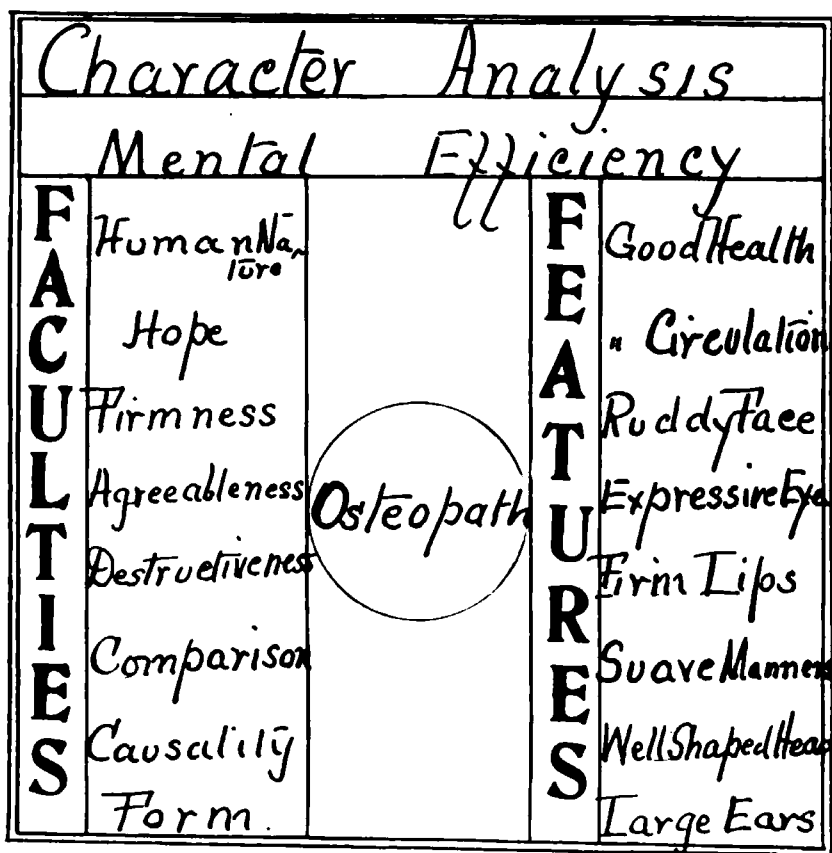
The general appearance of the Business Physician or Specialist shows itself in his polished manners, well-balanced features, height of forehead, dignity of bearing, full top head, and round back head. With his Vital-Mental Temperament he will have brown or blue eyes, a medium sized nose, and delicately shaped ears.

A Surgeon or Dentist.—In choosing a Surgeon or Dentist, a person should select one who has a Motive-Mental Temperament, which will give



him solidity of muscles and strength of mind. He should also have a large development of (1) the Perceptive Faculties, which will give him prominence of the brow, just above the eyes, and will make him a keen observer of the location of muscles and nerves; (2) Locality, which will give him fullness over the inner corner of the eyebrows, and make him conversant with the full anatomy of the human form, and especially of the mouth in the case of Dentistry; (3) Constructiveness, which will give breadth of the head above the zygomatic arch, and will make him ingenious in the use of instruments; (4) Combateness, which will give breadth of the back part of the side head, and make him forceful, courageous and resolute; (5) Destructiveness, which will give breadth just above and around the ears,

and make him executive, thorough and energetic; (6) Firmness, which will give fullness at the back part of the coronal region, on the median line, and make him fixed in his purpose, persevering when difficulties arise, and tenacious in carrying out his work; (7) Comparison, which will give fullness in the upper part of the forehead on the middle line, and make him able to draw conclusions, take circumstances into account, and compare one case with another; and (8) a full development of Cautiousness, which will give breadth in the upper lateral and posterior part of the head, and

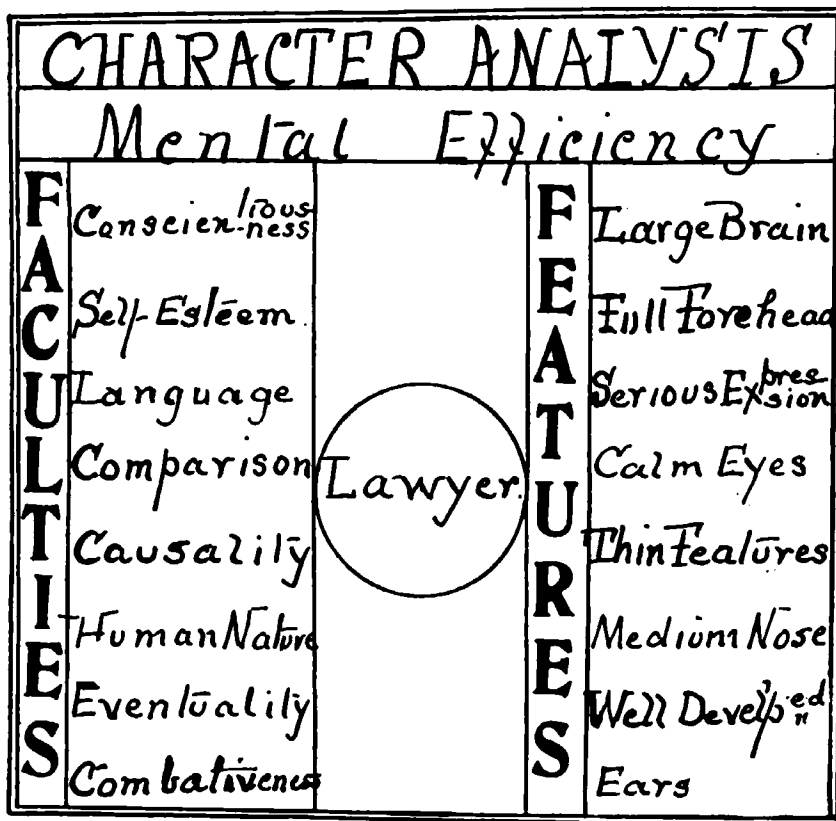


make him careful without showing undue anxiety or hesitancy.

The general appearance of a Surgeon or Dentist shows itself in his strong muscular and bony framework; his keen eyes, well trained to perceive details; the fine arch to his brow; considerable breadth to the base of his head; full temples, and strong positive nose.

An Osteopath or Masseur.—In choosing an Osteopath or Masseur, a person should select one who has a Vital-Motive Temperament, which will give him a suitable combination of strong vitality and muscular power; also a large development of (1) Human Nature, which will give him prominence along the median line of the upper forehead, and make him receive the right impressions when diagnosing each case; (2) Hope, which will

give fullness on the side of the top head, and make him cheerful, buoyant and sanguine in mind concerning the success of his work; (3) Firmness, which will give fullness in the back part of the top head, and make him determined, tenacious, and thoroughly convinced that he is right in his treatment; (4) Agreeableness, which will give breadth on the upper edge of the forehead, and make him entertaining, pliable and persuasive in manner; (5) Destructiveness, which will give fullness just above the ears, and

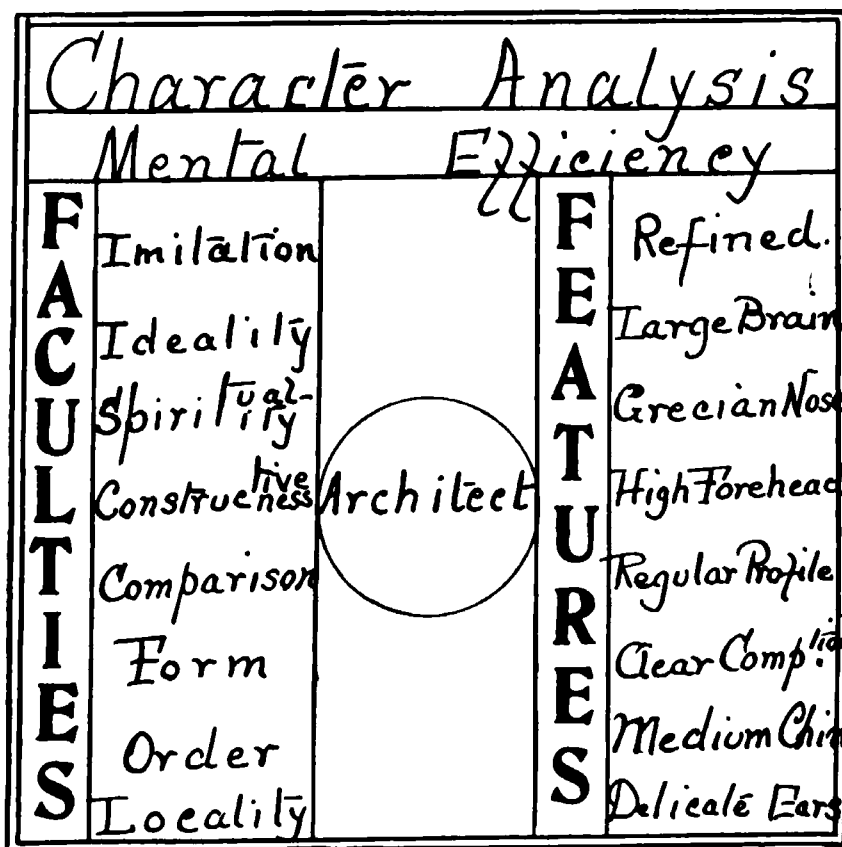


make him sufficiently energetic, forceful and severe to avoid effeminacy or procrastination; (6) Comparison, which will give fullness in the upper part of the forehead on the middle line, and enable him to apply his knowledge in a critical way; (7) Causality, which will give breadth in the upper part of the forehead an inch from the center line, and enable him to show soundness of judgment in considering how much treatment each patient requires; and (8) Form, which will give breadth in the internal orbit of the angle of the eye, and enable him to commit to memory the shape, configuration and outline of the normal and abnormal development of any part of the body.

The general appearance of an Osteopath or Masseuse is one of strength and perfect health; good circulation; ruddy countenance; pleasing expres-

sion of the eyes; agreeable manner; firm upper lip, and well-proportioned head.

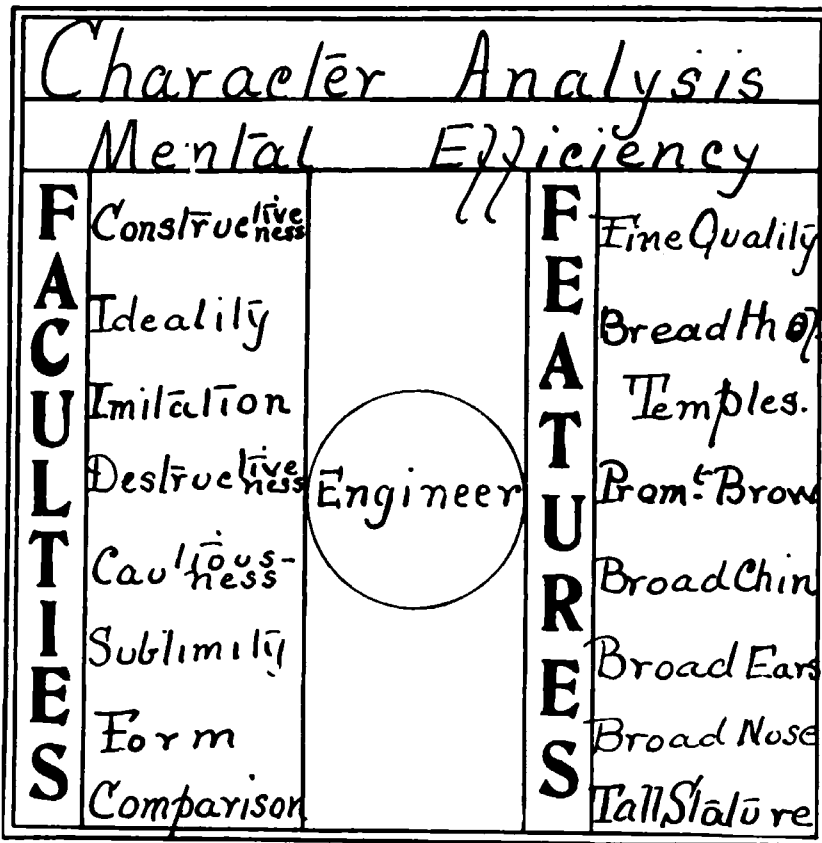
A Lawyer or Judge.—When selecting a Lawyer or Judge, choose a person with a Mental-Motive Temperament, to give activity of body and mind; he should also have a large development of (1) Conscientiousness, which will give squareness to the upper back region of the top head, and make him faithful, consistent and circumspect in carrying out the true letter of the law; (2) Self-esteem, which will give fullness in the crown of



the head, and will enable him to take command of a case and show dignity and independence of thought; (3) Language, which will give general prominence of the eyes and fullness just under them, and make him fluent in expressing what he knows, eloquent in speech and expressive in mind; (4) Comparison, which will give fullness in the central part of the upper forehead, and enable him to compare former cases that have been tried with the one that is engaging his attention at the present time; (5) Causality, which will give fullness in the upper part of the forehead an inch on each side of Comparison, and enable him to think out the best plan to adopt in any business circumstance, and also to adopt means by which evidence may be obtained; (6) Human Nature, which will give height to the upper por-

tion of the forehead along the median line, and enable him to predict what is likely to take place, and say the right word at the right time and in the right way; (7) Eventuality, which will give fullness in the lower central portion of the forehead, and enable him to show consciousness of what is going on, and memory of facts, events and faces; and (8) Combative-ness, which will give breadth behind and slightly above the ears, and enable him to debate well and show courage, boldness and resolution.

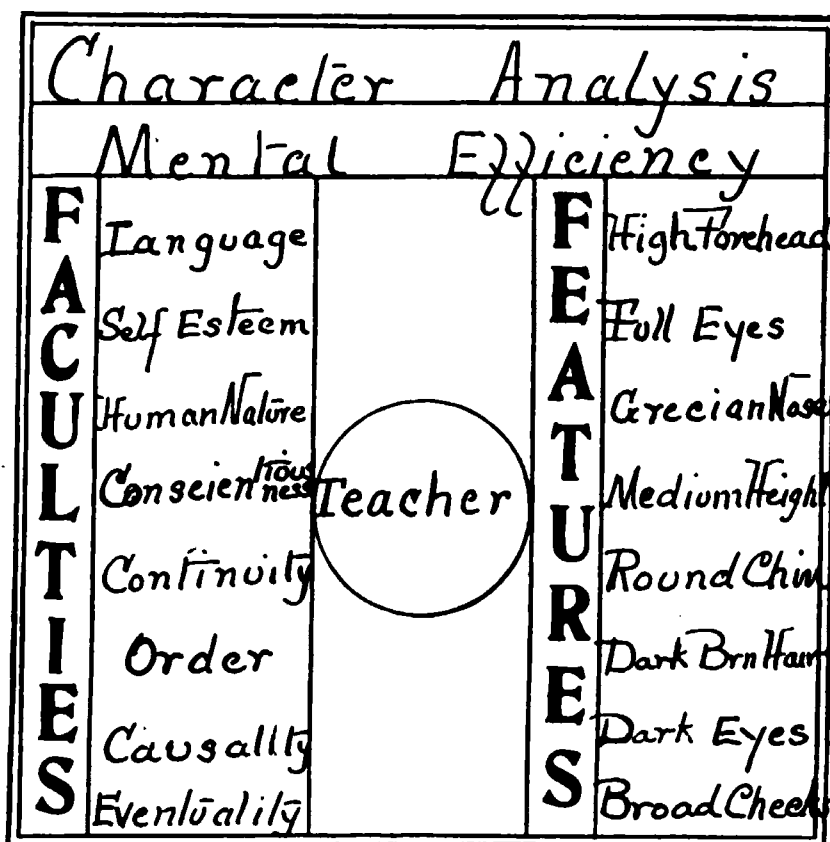
The general appearance of a Lawyer or Judge shows an overshadowing development of brain over body; fullness of forehead in the upper



region; a thoughtful expression; calm and critical eyes; thin features; medium-sized nose; and well-developed chin.

An Architect or Designer.—In selecting an Architect or Designer choose a person with the Mental-Vital Temperament, which will enable him to enjoy sitting at his desk all day instead of knocking about. He should also possess large (1) Imitation, which will give him fullness on the anterior part of the top side head, and enable him to follow a pattern or copy what he sees; (2) Ideality, which will give fullness just above the temples on the side head, and make him love art and enjoy painting, drawing and designing; (3) Spirituality, which will give fullness in the lateral

part of the anterior region of the top head, and make him show impressibility of mind and inspiration in bringing out new designs; (4) Constructiveness; which will give breadth in the temples behind and above the outer angle of the orbit, and make him show ingenuity, contrivance and dexterity, as well as versatility of talent in business art; (5) Comparison, which will give fullness in the upper forehead on the middle line, and enable him to compare one form of art with another and make new combinations for all kinds of business purposes; (6) Form, which will give fullness between the eyes, and make him conscious of the shape and configuration of houses



as well as of designs for wall-papers, carpets, etc.; (7) Order, which will give breadth across the outer corner of the eyes, and make him lay out his work according to rule, and desire to adapt means to ends, so that he can make the most of the room at his disposal; and (8) Locality, which will give prominence above the inner corner of the eyebrows, and make him cognizant of place and desire to make the most of the room at his disposal.

The general appearance of the Architect or Designer is seen in his refinement; predominance of brain over body; fullness in the temples; high forehead; straight or Grecian nose; regular features; clear complexion; well-shaped chin; and delicate ears.

A Civil Engineer or Electrician.—In selecting a Civil Engineer or Electrician, choose a person with a Mental-Motive Temperament, so that he may be able to plan his work well and at the same time be tough and strong in organization; one who has also a large development of (1) Constructiveness, which will give breadth of the temples, and make him skillful in mechanical work of a light and refined character, especially in drawing and design; (2) Ideality, which will give fullness just above the temples, on the side head, and enable him to show delicacy, refinement and polish in his work; (3) Imitation, which will give fullness on the side of the top head toward the front, and enable him to adapt himself to different lines of achievement and spheres of life, and work over old ideas by blending with them new ones, or, in other words, to take a pattern and adapt parts of it to a new device; (4) Destructiveness, which will give breadth of head between the ears, and make him an effective, thorough and energetic worker; (5) Cautiousness, which will give breadth in the upper side head, directly between the ears and the crown of the head, and will make him conscious of danger when using sharp tools or insufficiently protected electric wires, and preserve himself from personal injury; (6) Sublimity, which will give breadth on the side head directly above the ears, just in front of Cautiousness, and will make him interested in powerful machinery and the working out of large plans for bridges and water-works; (7) Form, which will give fullness to the inner angle of the eye, and enable him to carry in his mind's eye the shape and configuration of the object upon which he is working; and (8) Comparison, which will give fullness in the center of the upper part of the forehead, and enable him to analyze drawings and plans submitted to him for his criticism.

The general appearance of a Civil Engineer or Electrician is seen in his quality of organization; breadth of temples; high forehead; prominent brow; broad chin; height of stature; broad nose; and large ears.

A Teacher or Lecturer.—A Business Man often needs to select a Teacher to train his Salesmen in their duties. Such a person should have a well-balanced temperament so that he may be able to adapt himself to all types of business men and women. He should also have a large development of (1) Human Nature, which will give him prominence along the central line of the upper part of the forehead, and make him understand the needs and characteristics of each client, student or salesman; (2) Language, which will give fullness under the eyes, and enable him to explain himself in copious and suitable words and make his meaning clear to others; (3) Self-esteem, which will give him prominence in the crown of the head, and make him call out the respect of his students; (4) Conscientiousness, which will give breadth in the upper region of the back head, and make him mindful of his obligations; (5) Continuity, which will give him prominence

on the slope of the crown of the back head, and make him concentrate his attention on Salesmanship, Logic, and Phreno-Psychology; (6) Order, which will give him breadth on the outer corner of the eye, and make him systematic and able to classify his knowledge in practical ways; (7) Causality, which will give him breadth across the upper section of the forehead, and make him thoughtful, original, and able to reflect and show judgment when presenting his subjects; and (8) Eventuality, which will give him fullness in the center of the lower region of the forehead, and enable him to remember names, events and coincidences relative to his previous lessons.

The general appearance of the Teacher or Lecturer shows itself in his strong intellectual bias; full eyes; Grecian nose; broad cheek-bones; well-rounded chin; medium stature; dark brown hair; and dark blue or brown eyes.

Questions on SELECTING BUSINESS MEN.

- 1.—Why should Business Men study the efficiency of their employees?
- 2.—How can Phrenology help the Business Man?
- 3.—What is the true Science of the Mind?
- 4.—How can a Physician help a Business Man?
- 5.—What Faculties predominate in a Medical Specialist?
- 6.—What is the general appearance of a Surgeon?
- 7.—What Temperament should an Osteopath possess?
- 8.—What Faculties should a Lawyer possess?
- 9.—How does an Architect differ from a Judge?
- 10.—What characteristics should a Teacher possess?

CHARACTER STUDY FOR MAY.

Do you want to build yourself up in body and mind? Then study the science of personal development.

Do you want to learn how to increase your personal power? Then have a phrenological reading.

Do you want the key that unlocks business success? Then take a special course in the "Science of Commercial Success," at the American Institute of Phrenology.

A new course begins on Friday, May 6th, at 4 o'clock. Evening classes by arrangement.

Do not forget our special mail course. Write for particulars.

Secretary, M. H. Piercy, 18 East Twenty-second Street, New York.

In the Public Eye.

GOVERNOR W. R. STUBBS, OF KANSAS.

The world is made up of every kind of combination of character, and for over seventy years the PHRENOLOGICAL JOURNAL has pointed out the wonderful combinations of talents, abilities, weaknesses and idiosyncrasies



GOVERNOR W. R. STUBBS, OF KANSAS.

of men and women located in all parts of the world and belonging to nearly every race under the sun.

In selecting Governor W. R. Stubbs for our Man of the Hour in our present number, we have done so because his personality is certainly unique. His originality, versatility and piquancy of character are points that stand out boldly in his horizon, and in order to account for some of these strong characteristics it is our particular pleasure at the present moment to point out the why and the wherefore of his unique organization.

He is strongly built, has a powerful chest which gives him the working power to generate vitality and arterial circulation to his large and roomy brain. He has a good foundation for his mental work in his bodily equipment. He therefore does not need to show much anxiety upon the question of health, and hence he can use his vitality with prodigality. His brain is built on the square, which is noticeable in the breadth of his basilar region, and which accounts for his tremendous energy, forceful utterances and pugnacious language. His heavy brow enables him to gather facts and master details, in fact, to see the importance of utilizing every opportunity of clearing away useless rubbish and placing in its stead common sense and practical material that will produce useful results.

His forehead is high, but he is not content to browse over books in his study, for his perceptive faculties and executive brain will not allow him to keep still and bury his thoughts within the confines of his own mind. His Mirthfulness, Comparison, Language and Combaticiveness tend to make him a drastic speaker, a fearless opponent, a born fighter, and a powerful agitator.

His face is a most fascinating one. From his eyes we seem to get the lustre of all the planets; his nose is a broad and cogitative one; his upper lip is short and shows great versatility of mind as well as adaptability of talent; his lower lip shows unrest and the spirit of a plodder or one who will not yield until every lion in his path has been killed or vanquished; his chin is the completion of a powerful face and shows strength of character blended with hospitality and sociability. But it will be easily noticed that the architectural or central part of his face, including the nose, the upper cheekbones and eyes, is more prominently developed than the space from the tip of the nose to the point of the chin; thus he is constructive in his arguments and is perfectly willing to pull down an old and useless building even if it is historical in order to erect something that is substantial and useful.

His chief asset is his fearless pertinacity of mind, while his greatest weakness shows itself in his lack of Secretiveness which is not always overshadowed or controlled by his intuitive judgment.

He speaks with fervor, intensity, and impassioned eloquence, not so much with the polished oratory of Webster, Clay and Bryan, but more after the order of Calhoun, Cleveland and Lincoln.

All his aggressive faculties appear to be wide awake, while the restraining ones are not in much favor. He works with the object of reforming, and enjoys rather than avoids a political encounter. He contrasts well with McKinley's quiet and dignified manner. But if wit, sarcasm, hyperbole, and repartee can arouse public attention, he is certainly the man to use them, and is the dean of agitators.

PRESIDENTS OF WOMEN'S CLUBS.

MRS. ELMER BLAIR,

President of New York State Federation of Women's Clubs.

It is not always the case that because a person is in a high official position he or she is placed there by the judicial judgment of many minds, but very often a person holds the ribbons through favor, title, wealth, or social preferment.

It was with great satisfaction to me as a scientist and as an observer into human efficiency that I had the pleasure a short time ago of meeting Mrs. Elmer Blair, who is the President of the New York State Federation of Women's Clubs. I could not help being struck with the wonderful appropriateness of her efficiency to the work that she is expected to do. Would that we could say the same of the President of every Club in New York City, Boston, Philadelphia, Chicago, etc.

Among the qualities which we reckoned as her mental capital in stock, or stock in trade, were Executiveness, Foresight, Intuition, Persuasiveness, Sympathy, Versatility, Method, Analytical Power, and Wiriness of Constitution. These are the backbone of a character that is necessary to make for success along proper lines in any large organization where the interests of the many have to be considered by a few responsible individuals. When the right persons are elected to such offices, good results may be looked for; but when office-seekers only are successful in turning the scales of the elections, then woe betide the results.

In Mrs. Blair we have a character which has many of the elements of the old Puritan stock, and we are glad to note that we are not wrong in our supposition that back in her family tree there have been those who were counted among the early settlers of this wonderful country.

With wiriness and recuperative power, Mrs. Blair shows that wonderful endurance which enables her to overcome fatigue and readily fit herself for the large responsibilities that she has taken upon her shoulders. It is no slight task to visit every Union in the State, and to add to the membership of the general organization. This work calls for special endowment of a mental kind, and we congratulate the members of the New York State Federation upon the selection of a President who is so well equipped for the work of organization.

One point of efficiency in Mrs. Blair's organization shows itself in her Motive-Mental Temperament. This combined and united Temperament gives her just the activity that is necessary to carry on the work of a wide, far-reaching club.

Added to her fitness from a physical point of view, she shows the following characteristics:

First, foresight in seeing the needs of the large number of persons under her care. She is in the watch-tower all the time, and does not allow any opportunities to escape her attention, and uses every advantage to win success for her cause.

Second, she has intuitional judgment, and is a quick reader of character. She knows the strength and weakness of each person who takes any official part in her work, and therefore when she requires any executive work to be done she is able to call out the right aid, and is seldom, if ever, mistaken in her suppositions.



MRS. ELMER BLAIR.

(Photo by Lorey, Albany, N. Y.)

Third, her executiveness allows her to take the lead and show her captains what to do, just as Napoleon did years ago. The latter's army was always ready to follow when the "Little Corporal" was in the vanguard. And so Mrs. Blair must find very little difficulty in getting persons to stand guard over her work and enter with spirit into her propaganda.

Fourth, versatility is another very important factor in the character of Mrs. Blair, and we believe that this element of her character is really second

to none in the great cementing process that is going on in her stupendous work. In other words, adaptability of mind is necessary to a President of a large Organization, and Mrs. Blair shows this rare gift, as well as tact to handle difficult problems.

Fifth, we notice that the organ of Order is appreciably developed, so much so that she is able to classify facts, collect data, and understand the effectiveness of reports and statistics to which she must bend her mind with great consideration.

Sixth, among the governing qualities of Mrs. Blair's character, Conscientiousness appears to be one of the ruling elements. She adheres closely to a strict line of duty, and is not easily moved from a position that she believes to be right and just.

She speaks to the point, does not weary her listeners, and her subjects are all worked out in a clear and concise way.

With the above characteristics we can readily realize that we have a *multum in parvo* in the brain areas of Mrs. Blair's mental make-up. While the riddle of personality is written on the features of some people, we find that in her case there is impressed upon her face the genuineness of a thorough leader.

It is interesting to note that her father obtained a Reading of his mental characteristics from Mr. Fowler some years ago, and ever since she has treasured an appreciation of those lines of truth that are so forcibly expressed by Emerson, namely, that "every individual has a bias which he must obey, and it is only as he feels and obeys this that he attains his legitimate power."

Science of Health.

CONSERVATIVE COOKING.

There is any amount of literature published about the cooking of food, but little of it tells how to make the food most conducive to the building up of a perfect man. We are told how to devil crabs and how to play the devil with many otherwise desirable foods. It is actually dangerous to partake of foods indiscriminately as they are sometimes cooked. More damage to the health of the people is brought about by wrong foods and over-eating than by wrong beverages. The common way of cooking vegetables is to boil them until all the desirable nutritive salts are soaked out of them and then the remaining water is thrown away and the refuse is served up as though that emasculated substance was the real thing. This is the height of

culinary extravagance, whether it be for the rich man's table or the poor man's fare. Vegetables should be cooked in as little water as possible. Steam cooking is one of the most favorable forms. Now a new era has been ushered in by the introduction of the Fireless Cooker, which makes a complete revolution in the art of cooking. Where before was waste, there is now economy, with a much higher grade of nutrition, and the food is rendered more palatable and easy of digestion. The choicest way to cook a potato is to bake it, for that conserves all the elements of the vegetable and renders it an important form of nutrition. The ordinary way of treating potatoes by peeling off the outside and then cooking what is left of the inside and throwing away the most nutritious part, the peelings, is a ruinous practice. They should be cooked "with their jackets on." The best part of the potato is that nearest the thin outside skin, same as it is with the apple. Many times it has been stated that potatoes and butter-milk are the staple article of diet for a large part of our friends in Ireland, and the specimens that have shown themselves in this country amply justify that custom.

There is scarcely a necessity of giving minute details, but general principles may be stated. All vegetables that need boiling should be placed in as little water as possible, then slowly cooked, and the water in which they are boiled never thrown away, but may well be utilized in soups, etc. No condiments can be allowed in conservative cooking.

Here is a recipe for the best kind of bread that can be made: Take three cups of entire wheat flour, not too finely ground; mix with pure cold water to the consistency of thick cream, enough to fill two gem pans. Stir briskly to thoroughly incorporate cold air and cold water. Have the pans hot and place them at once in a very hot oven. They will bake in from twenty to thirty minutes, and will be as light as any bread need be. A variety can be made by using one-fourth of corn meal, or all corn. A few seedless raisins in the batter would make another variety. This unleavened bread, with choice fruit, all properly masticated, will maintain health and strength indefinitely; not only that, but if there is any disease in the system it will be eradicated by perseverance in such a regimen.

There is a long list of choice foods that are thoroughly cooked by the sun, and need no condiments to make them delicious to the taste. On the contrary, condiments detract from the usefulness of the food, and all cooking kills the living cells. The predominant idea should be to conserve and develop the elements of nutrition in all foods cooked by artificial heat. At the same time, the most desirable foods are those that have been cooked by the sun, because their use in that form utilizes all the essential elements of nutrition that they contain. The living cells are more easily appropriated and furnish better material for pure blood than any food that has been cooked by artificial heat.

CHARLES H. SHEPARD, M. D.

HIGH BEEF PRICES CAUSE THREE-HUNDRED FAILURES.

SMALL BUTCHERS ARE UNABLE TO MAKE PROFITS UNDER THE TRUST
ADVANCES.

Under the above heading we find in a recent issue of *The New York American* the following statement in regard to the high price of beef:

"The heavy increase in the wholesale cost of meat in the last year has resulted in the failure of at least three-hundred small retail butchers in this city unable to stand the loss which their business entailed. These statistics were gathered by one of the largest wholesalers in the city, who frankly admitted that the margin of profit to the butcher selling inferior meats is practically nothing."

In our opinion, it would be one of the greatest blessings to the masses of the people if the price of beef should go up so high that none but millionaires could afford to use it. The masses of the people who could not afford to buy it would all soon enjoy better health, live longer, and enjoy life far more, by living on fruits, nuts, cereals, and vegetables, than they would on the very best of beef that could be found; to say nothing of putrid flesh many of them are now eating. There is far more and better nutriment in vegetables and fruits than there is in flesh of any kind. The appetite for flesh is like that for alcoholic liquor and tobacco, it is a stimulant to the nervous system which is as hard to do without, and on that account more people die early from the use of flesh than from other forms of stimulants.

E. P. MILLER, M. D.

THE SCIENTIFIC CHRISTIAN ASSOCIATION.

At Chatauqua, N. Y., last summer, one week was devoted to Health lectures, and designated "Health and Efficiency Week."

At this time men of note in the World of Science endeavored to point out to the thousands of people assembled different ways whereby the greatest health and efficiency might be obtained.

Among those who delivered lectures during the week were Rev. W. T. McElveen, D.D.; Dr. Henry B. Favill; Prof. Irving Fisher; Rt. Rev. Samuel Fallows; Rev. J. H. Buckley, D.D.; Horace Fletcher and Dr. J. H. Kellogg.

As many of the remarks of the above gentlemen are right along the line blocked out by the Scientific Christian Association, we therefore quote some points from their speeches that will be interesting to our readers, and show how nearly they correspond.

Dr. McElveen said the Christian Church as a whole has been talking

altogether too much about self-abandonment and self-effacement. Christianity insists that Sickness is abnormal. It is as much your duty to be well as it is to be honest.

There are some diseases that you and I ought to be ashamed to have. God put health in the glad sunshine, in the bracing air, in the toning sea. God put health in your body and in my body, making it so the bones knit when they break, and tissue is woven when the skin is bruised and cut. God put renovation in sleep and rest in change of work.

"The digestion of food is practically determined by the mental attitude of the eater. Skepticism and worry are followed by indigestion. Faith and optimism aid in the proper assimilation of food. Worry doubles our burdens and halves our strength. We do not live even, well-poised, ever-radiant lives. To-day we are way up in the heights; the next day way down in the valley.

"As much depends upon your thinking as upon your praying. You are what you think, not what you think you are. New thought is new thought in this sense, that it creates us anew, it makes us new again. A new thought will remake this world and remake you.

"The ancient Jew believed that sanitation was a part of salvation, and that hygiene was related to holiness. Inwrought in our physical constitution is a force which ever makes for repair and cure. The body is full of self-healing provisions. And within us there is just as wonderful and as beautiful a power for the healing of one's mind and spirit."

The above is what the Scientific Christian Association believes.

THE AMERICAN INSTITUTE OF PHRENOLOGY.

The American Institute of Phrenology held its seventh meeting of the season on Tuesday evening, April 5th. A large and enthusiastic audience assembled, and the meeting proved to be a very interesting one.

The following message was received and read from the President, Dr. Charles H. Shepard:

"Dear Friends and Fellow Members:

"It is a pleasure to get together in the pursuit of knowledge. We are nothing alone, nor do we begin to realize the full measure of progress that is dawning upon us. While as yet none live up to their highest ideals, there seems to be no limit to what man may achieve by the full use of his brain, and here is where Phrenology comes to our aid and directs us into the most useful channel of development and simplifies the course according to the needs of the individual.

"There is a beautiful fact right here, that by the proper use of the powers of the mind we at the same time increase its efficiency, the same as with the muscular system. The man who has a well trained mind is able to take a higher stand in whatever he may undertake, whether it be in the commercial world, or any other channel of work. No cultivated man would for a moment think of going into the candy or tobacco business, or any other line that would work for the harm of his fellow man; on the contrary he would seek for that which would tend to uplift or at least provide them with the necessities of life.

"It is readily seen how this branches out into the intricacies of living and helps toward the uplifting of mankind, and happy is he who takes pleasure in cultivating the Lord's Vineyard, for it is a business that pays an hundredfold and more, while there is room for everybody."

Letters of regret were read from Mr. J. W. Lerman and Miss Marie Gorges, who were unable to be present.

The Chairman explained that the meeting had been thrown open to business ladies to enable them to express their experiences in regard to the use of Phrenology in connection with business life, and Mrs. Rose A. G. Fraser gave her own experience of fifteen years in the business world, and said that she had always found Phrenology to be of great aid and assistance to her in sizing up men and women in business life. Mrs. Fraser is chief Buyer for the New York Infantile House, and few women have been more successful in the business world than herself.

Mr. Harold H. Davis, who is an expert in the Electrical line of business, gave an address on the Philosophic Side of Business. He remarked that the philosopher was necessary to a practical business man, and spoke of the faculties which a Phrenologist was able to point out as useful in this capacity.

The Chairman then called upon Mr. Arthur A. Adler, of the American Multigraph Company, who gave a very practical talk on the usefulness of Phrenology in sizing up men and women by the aid of Phrenology. He said that at one time he traveled with Miss Fowler's father, in the early days of Phrenology in this country, and learned considerable concerning the Science at that time, and had followed it up since. He remarked that one should never engage a narrow-headed man for business, nor a heavy-built individual, with large hands, for a stenographer. He spoke of the mental type, with a high forehead; the man of feeling, who possesses a round head, full in the posterior region, and a short neck; and the man of action, with a heavy brow and broad head above the ears. These men could be easily picked out, he said, by the aid of Phrenology, and he advised every man

(Continued on Page 168.)

THE
Phrenological Journal
and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)



NEW YORK AND LONDON, MAY, 1910

Remember that when you are in the right, you can afford to keep your temper, and when you're in the wrong, you can't afford to lose it.

—G. H. Lorimer.

BUSINESS MEN'S EFFICIENCY. Every business man is looking out for opportunities that will increase the efficiency of his business and enlarge his profits. How many business men think of doing so at the right end, by examining the mental equipment of their employees? Thousands of dollars might be saved in sales of goods that did not close, by putting the right man on the right job.

For instance, a Floor-Walker in a large Department Store needs to possess affability, geniality and adaptability of mind in order to ingratiate himself into the good opinion of his would-be customers. He has to make suggestions when escorting a customer through his store that certain goods are up to date and compare well with those that are now discarded. He has to practically find out what his customer is looking for and intuitively select the right kind of Salesmen to wait on the customer, and in this way endeavor to gratify the whims and fancies and appeal to the idiosyncrasies of the visitors to his store. It takes brains to sell goods; it takes particular kinds of faculties to sell certain goods, and the more a Manager knows

about the selling capacity of each Salesman he employs the greater will be his returns.

Business is largely like a game of chess, for it could be likened to the various men upon the chess-board. The king, queen, pawn, castle and knight have all their representatives in the various employees of a business. Each department can sell its goods better if it employs men or women whose character and talents are adapted to the particular lines of work they have to conduct. For instance, a Silk Merchant or Salesman needs a *refined*, delicate organization, quite different from a Lumber Salesman, who should have a strong, heavy and executive organization.

Will our readers think of these things, and then apply them?

DAME FASHION AND

THE SHAPE OF THE HEAD. Dame Fashion has decreed that we are this year to see the shape of a woman's head. In a recent editorial, in a contemporary evening paper, we read with some degree of interest that from Paris comes the authentic news that the late mode of wearing the hair is no longer to prevail. This is "good news for the human race, for the feeble pocketbook of the working girl, good news for common sense, for the overheated, tired head, and for all those who believe that Nature can make something in the way of a head that does not need to be improved upon by artificial hair." This is something to be elated over, and we trust that the fashion has come to stay.

The editorial referred to goes on to say, "There is nothing more beautiful in Nature than the well-dressed head of an intelligent woman. Bright eyes, pink cheeks and lips, and shining teeth change and fade, but a beautifully shaped skull of intelligence and long ages of development endures as long as life."

We are glad that for once Nature is truly appreciated, and that it is thought she does not need ornamenting or improving. We are also glad to note the advice that accompanies the article, namely, that "a woman with a good forehead should comb her hair straight back, and if she has not a good forehead she should show all that she has, anyhow." This is very sensible talk, and we quote it here for the benefit of those who may not have had the opportunity of seeing it elsewhere.

One other thought is worthy of repetition, namely, that "a woman with a well rounded skull, a receptacle for brains that has been slowly developing for more than a hundred thousand years, should be proud of that and arrange her hair in a small knot at the nape of the neck, combing the hair down smooth to show her skull's shape. It is better to let the outline of her head prove her intelligence than to make her poor skull a dumping ground for artificial hair."

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

K. F. B., Kansas City, Mo.—You ask how it is that a person can be generous at times and at other times exceedingly close or stingy.

This is possible, for generosity may be marked by large Benevolence, and such a person may take great pleasure in giving things away. At another time in the same person's experience he may be dominated by his large Acquisitiveness and show meanness in little as well as large things. Such persons do not like to see anything wasted, and they look upon the expenditure of money for things that are not practical commodities as useless. Our faculties are so diversified that we may be quite a contradiction and show up differently at various times. Make a study of the human mind and its component elements, and you will then be able to account for many of the idiosyncrasies of people.

P. L., Plymouth, Mass.—You ask what is to be done with a child who has so much Mirthfulness that he hardly knows what to do with his fun-loving faculties.

We would advise you to keep the boy actively engaged in play or work, so that he may have a chance to ventilate his energy and not conjure up things that will tease and annoy others. This is not an easy matter, we know, but you must either give the faculty of Mirthfulness some work to do, or else keep the other faculties busy and make Mirthfulness take a back seat. It might be a good plan to explain to a teacher this peculiarity that your boy possesses, and ask her to be lenient with its expression during school hours.

NOTICE.

In the March issue of the PHRENOLOGICAL JOURNAL the portrait of Mayor William J. Gaynor was used on the outside cover as well as on page 85. On the latter page credit was given to Pach Brothers, who possess the copyright of this photograph, but we regret to say that credit was omitted on the outside cover of the JOURNAL. Pach Brothers are always very courteous and accommodating in allowing their photographs to be used for illustrative purposes, and therefore we regret that this omission occurred.

New Subscribers.

CHARACTER SKETCHES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 882.—S. M., Mansfield, O.—The photographs of this lady show that she has a combination of the Vital and Motive Temperaments, and there is equality between the activity of her brain and body. The chin indicates the Motive Temperament; the nose the Vital; the brow the Mental. Consequently she will be in her element when she is doing executive work, either in a home that has a number of members in the household, or else in a business where she has to superintend the buying in of the stock and the hiring of the employees, and also where she has to give general directions concerning the work she takes in hand. One point she should bear in mind when she is engaged in business, namely, she must always endeavor to see the bright side of her work, and cheer and encourage herself in every possible way. She has a good practical intellect; does not waste her time; and knows how to conserve her energy in those channels that will be the most beneficial for her in the end. But she needs to enlarge her scope of work and take new responsibilities upon herself in order that she may be able to do herself justice.

No. 883.—J. E. T., Minneapolis, Minn.—You have a predominance of the Motive-Mental Temperament, and in order to increase your vitality you ought to be out in the open air as much as possible. It will not do for you to be a Tailor, or to sit still all day over your work, or a Book-keeper where you would be in an office bending over accounts. But you had better become a Traveling Salesman. Exercise your body, and you will then energize your brain. You have not been living under quite the right conditions to appear at your best, but you have considerable ambition to excel, and are conscientious in carrying out your obligations. Increase your Hope and Mirthfulness by exercising these faculties, and restrain your Cautiousness, and you will begin to put on flesh and double your chances in life.

Field Notes.

Mr. William E. Youngquist, of Stockholm, Sweden, recently made a very successful lecture tour through several large cities and towns in that vicinity, and reports that he found the people most enthusiastic over the subject of Phrenology. He sends us several clippings from the Swedish newspapers containing favorable reports of his lectures. One lecture was before a hundred and fifty patients and nurses at a sanitarium for consumptives, near Solleftea. We wish him continued success in his good work.

Miss Adena C. E. Minott gave a lecture and demonstration on the Science of Practical Phrenology at the Varrick Church, Philadelphia, on March 25th. The lecture was given under the auspices of Mrs. Anna Blackwell of that city. Miss Minott succeeded well in pleasing her audience and convincing them that Phrenology is a science and not mere fortunetelling.

Prof. M. Tope, of Bowerston, Ohio, Editor of the *Phrenological Era*, has decided, with others, to circulate a petition to be eventually presented to the members of the House and Senate of the State of Ohio, asking for the incorporation of the Science of Phrenology as a branch of study for Teachers and High Schools. The *Harrison County Democrat* says, in connection with this petition, that "while it is generally conceded that the curriculums of our schools are already well loaded down with studies, it might be an excellent move to dismiss some of the impractical for the practical, and therefore we would suggest the study of Phrenology as one of the practical numbers." We wish that every State would follow this example and start a similar petition to every Legislature in the United States.

MAY MEETING OF THE INSTITUTE.

The May meeting of the American Institute of Phrenology will be held on Tuesday evening, May 3d, at 18 East Twenty-second Street, when an address will be given by Mr. Clowry Chapman, on "Creating Mental Images in Business." Mr. Eugene Smith and Mr. Charles E. Brouillet will have charge of the question box. Miss J. A. Fowler will make a feature of examining some ladies' heads. All are invited to attend.

THE FOWLER INSTITUTE, LONDON, ENG.

The Fowler Institute, under the direction of Mr. D. T. Elliott, still continues its work at No. 4 Imperial Building. Examinations are made daily, and interesting meetings are held once a month, when papers are read and phrenological topics are discussed.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

On May 3d Mr. J. Millott Severn, of Brighton, will lecture on "Some Difficult Faculties." On May 7th, Scotland Yard Criminal Museum will be visited by the members of the Society. On March 8th, the Annual Business Meeting was held when the following persons were elected to the Council of the Society: Mr. W. Cox, Mr. D. J. Davis, Mrs. Hollinrake, Miss Holmes, and Mrs. Nayler. On Tuesday, April 12th, a Phrenological Conversazione was held at Shearn's Restaurant, when the President spoke on "Brain Quantity versus Quality."

The American Institute of Phrenology.

(Continued from Page 162.)

and woman engaged in business to so study the Science when engaging employees or meeting customers that no mistakes need be made.

Miss Fowler then examined blindfolded a number of gentlemen selected from the audience, and succeeded in showing the usefulness of being able to gauge the character from the shape of the head and its relative proportions. She also made a couple of examinations without being blindfolded, and remarked that one gentleman should allow his wife to take care of his money for him as he would never have any money of his own if left to himself.

The meeting was then opened to discussion, and several interesting questions were asked concerning the correspondence between the development of man and animals. Mr. J. E. Halsted, a graduate of the Institute, replied to these questions, and remarked that Phrenology was a practical science which every business man should make use of in his every-day work.

Miss Adena E. C. Minott, another graduate of the Institute, spoke of the usefulness of Phrenology in handling business types, and answered a question that a gentleman asked concerning the posture of the head, as to its relative meaning when it was bowed forward or held upright. She explained the usefulness of knowing the action of each of the faculties of the mind.

The Chairman remarked in conclusion that it had been truly said that everything else in life had been studied from A to Z, but that Man seemed to be an unexplored territory. But she rejoiced that business men were awakening to the need of examining the efficiency of employees in order that they might select the right kind of help, as Salesmen or Buyers.

A vote of thanks was given to the speakers of the evening, and it was announced that Mr. Chapman, of the National Sales Managers Association, would speak at the next meeting, to be held May 3d, on "Creating Mental Images."

NATIONAL VOCATION BUREAU.

The following applications for positions are on the books of our National Vocation Bureau:

A lady who has had some business experience as a Traveling Saleswoman desires a position as a Real Estate Agent, or would not object to work as a Traveling Saleswoman for a Drygoods House. She is a hustler.

A gentleman desires a position as a Writer of Advertisements, or would take a position in a Promoting Business, in working out ideas.

A young lady wants position as assistant in an office to do clerical work. Bright and intelligent.

Another client desires a position as Modeler or Sculptor.

A young man who is now a Book-keeper desires to secure a position as Traveling Salesman.

A young colored man desires a position in the Real Estate Business where he will have some active outdoor work to do.

A young colored man desires the position of Messenger in some Bank.

The above are reliable people, and can be trusted with responsibility in the positions they seek.

WEDNESDAY MORNING TALKS..

MARCH TALKS.

On March 16th the subject of Miss Fowler's Wednesday Morning Talk was "The Useful Vibrations of Color in Relation to Character." The speaker said that every person possessed the vibratory influence of one or two colors, and everyone should understand their temperaments so minutely as to benefit by the influence that dominated their particular type. She was glad that a good deal more attention was given at the present time to the choice of colors for different types of temperament, even to the selection of a gentleman's tie. Thus the question is often asked, What colors should the brunette and the blonde wear? The former should be governed by her motive temperament, dark hair and complexion; the blonde should be governed by her vital temperament, rosy complexion, blue eyes and light hair. Furthermore, these temperaments represent different mental qualities which correspond with the temperaments.

Miss Fowler drew a head on the blackboard and outlined the colors appropriate for the following mental faculties: Causality, Benevolence, Veneration, Approbativeness, Hope, Spirituality, Ideality, Sublimity, Destructiveness, Conjugality, Amativeness, etc., all of which ideas will be embodied in a pamphlet which will shortly be published.

She analyzed the people present and told the ladies and gentlemen what color dresses and ties would harmonize with their organizations, which made the meeting most interesting and one long to be remembered. At the meeting the following week several persons indicated that they had made the beneficial changes in their dresses and the gentlemen in their ties, which everyone present could see was a change for the better.

On March 23d the subject was "The Magnetic Influence of the Human Voice." In this lecture Miss Fowler spoke of the vibratory influence of the human voice and how persons ought to understand sufficiently about their own voices to modify, balance and control them appropriately. She mentioned the desirability of studying the effect of voices upon children, and pointed out how necessary it was for teachers and parents, particularly mothers, to cultivate a proper tone of voice in addressing the children. She also spoke of the various kinds of voices that interest us throughout Nature, and how character is inexpressibly shown through the human voice. Space will not allow us to give more at present of this interesting and useful talk.

On March 30th the Talk was upon "How to Increase Our Oratorical Power." Miss Fowler showed on the blackboard how we could improve our usefulness in private, in public, and in business circles. She pointed out the importance of articulation, modulation, pitch, stress, emphasis, expression, and personality or soul, and tested the carrying power and pitch of persons present in the audience.

APRIL TALKS.

During April the Talks were upon the following subjects: "Will Power and How to Cultivate It;" "Emotion and How to Control It;" "Imagination and How to Develop It;" and "Thought Power and How to Increase It." A further report of these meetings will be given in a future number of the JOURNAL.

MAY TALKS.

The Morning Talks during May will be on the following subjects: 4th, "The Art of Concentration"; 11th, "New Thought Ideas and What They Stand for"; 18th, "The Usefulness of Mental Electricity"; 25th, "How to Cultivate Attention."

Among those present during March were Mrs. M. Schofield, Mrs. E. Robbins, Mrs. M. B. Guilford, Mrs. B. S. Samuels, Miss K. M. Petrie, Mrs. K. Brooks, Miss Ida Anderson, Miss A. L. Gunst, Mr. D. W. Lewis, Mr. G. Frank, Miss A. Hasann, Miss B. L. Vredenburg, Mrs. R. W. Smith, Mrs. M. J. Woodhull, Miss Mary Stokes, Mrs. Adelsdorfer, Mrs. W. C. Payne, Mrs. E. W. Davidson, Mrs. M. I. Cox, and Miss R. E. Hill

FOWLER & WELLS CO.

On February 29, 1884, the FOWLER & WELLS CO. was incorporated under the laws of the State of New York as a Joint Stock Company. for the prosecution of the business heretofore carried on by the firm of Fowler & Wells.

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

FOWLER & WELLS CO.

THE SUBSCRIPTION PRICE of the PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders, Drafts on New York, or Registered Letters. All Postmasters are required to Register Letters whenever requested to do so.

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

POSTAGE-STAMPS will be received for fractional parts of a dollar. The larger stamps are preferred; they should never be stuck to the letters, and should always be sent in sheets—that is, not torn apart.

CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to FOWLER & WELLS Co., and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

"The Phrenological Era," Bowerston, O.—This magazine is edited by Mr. M. Tope, who is an enthusiastic believer in Phrenology. The March number contains a portrait of Ex-President Roosevelt and his speech to the Officers and Men of the United States Flagship West Virginia, at Sea. It also contains an article on "Phrenology and Its Use to Young Women," which was a paper forwarded to the Ohio Phrenological Convention by Miss Jessie Allen Fowler.

The Orange Judd Farmer, New York.—Contains as a frontispiece a picture of a calf. One article is on "Preventing Smut in Oats and Wheat"; another is on "Wheat in Big Bend Country." It is an interesting magazine, particularly for farmers.

Wee Wisdom, Kansas City, Mo.—This little magazine contains a lot of interesting matter for children, and also a number of pictures of little ones. One article is on "All's Well That Ends Well," and this article, together with others in story form, are calculated to interest our little friends in a most delightful way. Children have only to see it to want it.

The Phrenologist, London, England.—The current issue contains the report of a lecture by Dr. Withinshaw on "Veneration," which proved to be very interesting.

The Woman Voter, New York.—This paper's headquarters are at No. 212 Metropolitan Tower, East Twenty-third Street. It contains much valuable information concerning the Suffrage Movement and what is going on in the Manhattan Borough.

New Thought, Chicago, Ill.—This magazine, as its name implies, deals with the New Thought Topics of the day. The current number contains several interesting articles by well-known writers, among which are: "Hypnotism; Its Uses and Abuses," by Hereward Carrington; "Life Viewed by the Old and New Thought," by Ella Wheeler Wilcox; "Co-operation," by Sidney A. Weltmer; "The Science and Art of Salesmanship—Acquiring the Power of Concentration," by Henry Frank, among others.

Good Health, Battle Creek, Mich.—"The Health Habits of Our Public Men," by Waldon Fawcett, is one very interesting article in the March number of this magazine. It is profusely illustrated with pictures of President Taft, Vice-President Sherman, Governor Hughes, and other well known men. "Ice Sailing and Yachting in Germany," is an article in the same number that will interest all who are fond of outdoor sports. A number of very helpful exercises for the proper development of the body are given in this magazine every month.

Publishers' Department.

REVIEWS.

The Life of Horace Mann, Educator, Patriot, Reformer. By George Allen Hubbell, Ph. D. Published by William F. Fell Company, Philadelphia, Pa. Price, cloth, 12mo., \$1.50.

This book is certainly a study of the struggles of a man who gave up much for his conscience. He not only crippled his resources, but he lost many opportunities to gain this world's encomiums and line his pockets with the gold that perishes. But he gained a far richer reward as an educator, patriarch and reformer, by striking out on broad lines, and he won the esteem of men of education throughout Europe and America through his bold reformatory measures on the side of Education. He was a student of Brown University, a student of Law, a Member of the Legislature, Secretary of the Massachusetts Board of Education, Member of Congress, President of Antioch College, and the book that is now before us is a story of Horace Mann's life and of his struggles to bring about reformatory measures. In one short life he achieved what it would have taken many men to accomplish unless they had had his sterling characteristics. He possessed personal magnetism which made itself felt wherever he was. The book is

well worth reading, and should be in the hands of all our readers before the year is out. Orders can be received for this book along with other books, at Fowler & Wells Company, 18 East Twenty-second Street, New York.

Personal Information for Young Women. By Ernest Edwards. Published by R. F. Fenno & Co., 18 East Seventeenth Street, New York. Price, cloth, 50 cents.

This is an excellent work for young women which has been brought out among other Personal Purity Publications. It is attractively printed on good paper, and the type is excellent. The topics introduced are just what young people need to know about. The chapter on "Good and Bad Health" is worth the price of the book, and we confidently recommend it to mothers that they may place it in the hands of their daughters.

The Dore Lectures. The Edinburgh Lecture Series. By T. Troward. Published by Roger Brothers, New York, and by Stead, Danby & Co., London, England. Price, paper, including postage, 54 cents.

The addresses contained in this volume were delivered by the author at the Dore Gallery, London, and have been published in the present volume at the request of many of the hearers. Hence they are called the Dore Lectures. The subjects of the Lectures are on the following topics: "Individuality;" "The New Thought and the New Order;" "Christ in the Fulfilling of the Law;" and "Alpha and Omega," among others.

Planetary Guide for All, 1910. By Llewellyn George, Instructor of the Portland School of Astrology. Issued annually by the Bulletin Publishing Company, Portland, Ore. Price, paper, 50 cents.

The idea of looking up auspicious days is by no means a new one, but heretofore such lists of days have been expressed in astrological symbols which rendered them unintelligible to all except experienced students in the science, or on the other hand, they have been too general in their application and have not designated specifically with whom or on what the influence for any day would act. Then, again, they have been published in some places in Europe and the difference in time between here and there is great. All these former difficulties and objections have been eliminated in the following pages by an entirely new arrangement in the method of preparing and presenting the list for public use. Another important feature is that "The Planetary Daily Guide" does not refer to everybody alike on any certain day, but instead shows how certain classes of individuals will be affected, and each class is designated separately.

Power. Published by the Nunc Licet Press, 2702 Humbolt Avenue, Minneapolis, Minn., the headquarters of the Swedenborg Publishing

Association.

This pamphlet contains the thirty-seventh annual report of the Board of Managers of the Swedenborg Publishing Association for the year ending December, 1909.

The Leaven of Life; or, Nature's Secret of Happiness Revealed. By Edmund Auclair, Oakland, Calif. Price, paper, 25 cents.

This is an essay treating on what everybody should know concerning Love's phenomena. Its first chapter deals with "Instinct as Found in Man." Other chapters are on "Functions of the Vital Fluid;" "Some of the Advantages Derived from the Spirit of Good;" "The Expression of the Spirit of Good;" "How Restraint is Rewarded with Emancipation;" "A Word to Married Lovers." This is a brochure of thirty-four pages, and is carefully written with the object of reaching some readers who need just this kind of philosophy. We trust it will go on its mission and do the desired work.

Care of the Body by Right Living. By Charles H. Shepard, M. D. Price 10 cents.

This little booklet is a compilation of a number of valuable articles on the Health question, and embraces such subjects as Adenoids, Sleep, Pure Air, the Food Question, the Treatment of Colds, Water a Remedy, and Fasting. All of these topics are treated in a convincing style, and should be read by everyone. Dr. Shepard is a physician who has had forty years' experience in giving hygienic advice to his patients, and has just celebrated the forty-sixth anniversary of his establishment in Columbia Heights, which was the first Turkish Bath to be established in America.. These Baths are a boon to the community and are so beneficial that anyone who once realizes their health value will not want to give them up. The pamphlet can be obtained from Fowler & Wells Company, 18 East 22d Street, New York, and should certainly be in every household.

WHAT THEY SAY.

Fowler & Wells Company, New York, N. Y.:

I received the Phrenological Reading of myself from photos. I am very much pleased, and realize that everything that you have said of me is true. For my intuitive insight into character, which you mention as being strongly represented, I am indebted to Fowler & Wells Company, as the faculty of Human Nature has been developed by my study of Phrenology.

Respectfully,

W. S. B.

The Phrenological Chart

This is a handsome lithograph of a symbolical head. The relative location of each of the organs being shown by special designs illustrating the function of each in the human mind. These sketches are not simply outlines, but many of them are little gems of artistic design and coloring in themselves, and will help the student to locate the faculties and to impress his mind with a correct idea of their prime functions. For instance, Combativeness is represented by a scene in a lawyer's office, where a disagreement has led to an angry dispute; Secretiveness is shown by a picture of the cunning fox attempting to visit a hen-roost by the light of the moon; a bank represents Acquisitiveness; the familiar scene of the "Good Samaritan" exhibits the influence of Benevolence.

The head is embossed and handsomely lithographed in six colors. Size, 14 x 20 inches. Being printed on metal, will not tear.

It is an excellent chart to hang up in the school-room for children to study; or in the business man's office, to serve him as a guide in selecting his clerks.

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HOW THE LESSONS ARE SENT OUT

The lessons are sent out once a week, and it is expected that the students will return them, answered, on a certain day of the following week, when they will be corrected and returned. Thus the routine work will be carried out and a systematic examination of each subject given. This, it will be readily seen, is an advantage to students far ahead of usual courses by mail, which are simply written out in typewritten form, without any personal supervision.

THE WORK OF PHRENOLOGY IN EDUCATION

"Oh, if I had only known twenty years ago what I have learned to-day concerning myself," said a man to us the other day, "how many disappointments and sorrows I should have been saved." He had just begun to look squarely into himself, to discern intelligently the tone and quality of his mind, and the direction in which he might apply his faculties and powers with good hope of success. Now here is where the science of Phrenology enters into the work of education, and until its principles are incorporated into school systems we must expect the same course of turning out ill-balanced and aimless youth to go on.

The primary object of education is to make our young people competent to fill some useful station in life and be self-supporting. Does it need argument that he or she who would do good, effective work as a teacher should first understand his or her own organization and next, to be able to read and understand the character of a child after a few hours of the close association of the school-room? And should it not be within the ability of every teacher to give a well-founded opinion to each pupil concerning the sphere in which he will be likely to act with the best effect?

M. H. PIERCY, Secretary
Care of Fowler & Wells Co.

18 East Twenty-second Street
NEW YORK

SOMETHING ENTIRELY NEW.

The old idea of living in any old way until sickness came and then to rush away to the doctor or be taken away by the undertaker is entirely out of date. The new way is to join the International Health League and get posted regarding the way to *keep well*.

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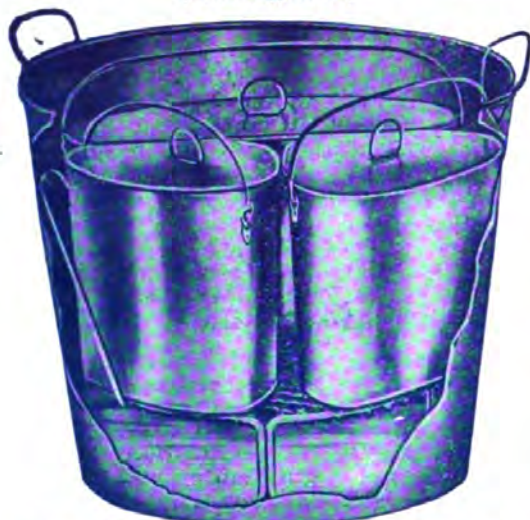
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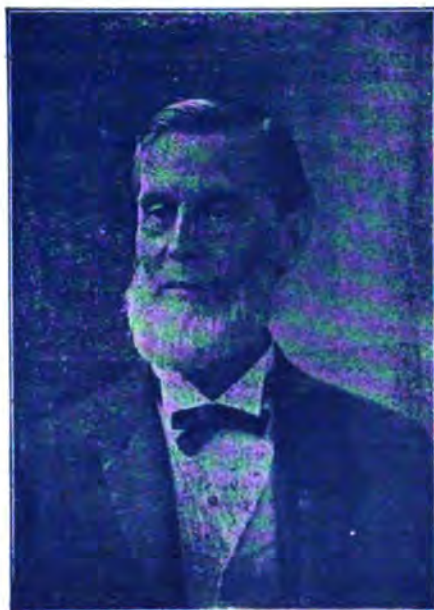
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JUNE, 1910

WHOLE NO. 855

The Natural Language of the Faculties.

BY CRANIUM.

THE MORAL AND RELIGIOUS SENTIMENTS.

The Moral and Religious Sentiments consist of the organs of Firmness, Conscientiousness, Hope, Spirituality, Veneration and Benevolence. They are located in the most exalted position of the brain, as though they had been given the seat of honor, and render a person a moral and accountable being. They certainly humanize, elevate and adorn his nature, and do more to connect him with the moral nature of things than any of the faculties we have already discussed. They create his higher and nobler faculties, and beget aspirations after goodness, virtue, piety, and moral principle, and ally him to God and His angels.

In our former chapters we have considered man as an animal. But, beside the organs and faculties already spoken of, common to him and the brutes, man is endowed with a variety of moral sentiments which constitute the peculiarly human character. The lower animals appear to be less endowed with these faculties than man, but we do not quite agree with George Combe, who says that "the lower animals appear to be destitute of Veneration, Hope and Conscientiousness," for we find that an animal shows a devotion, a sentiment of honor, and considerable optimism, though all of these elements of mind may be expressed in a very crude way. The organs of Benevolence and Imitation, however, George Combe believes are located as in the human brain in the superior region of the head.

FIRMNESS.

This faculty takes its name from the Latin word "firmare—to make firm," and expresses the function of perseverance, fixedness of purpose, and tenacity of mind. It prevents a person from being easily disturbed or excited, and expresses itself in the following ways, namely: a firm tread, a firm countenance, a staunch friendship, and a resolute belief.

Firmness is one of the faculties that helps to steady the other faculties of the mind. Without it a person is like a ship without a rudder at sea, or a train without a brake, or a skyscraper without a cellar.

The organ of Firmness corresponds with that portion of the brain that is recognized as the "Leg Centre" by modern physiologists. It is situated in the posterior part of the coronal region of the head, close upon the middle line, in the superior parietal convolution. Dr. Gall observes that persons of a firm and constant character have this part of the brain much



LARGE FIRMNESS.



SMALL FIRMNESS.

(Photos by Rockwood.)

developed, and Lavater had previously distinguished the same configuration in concomitance with that kind of disposition. The top and crown of the head is prominent in persons endowed with Firmness, while it is level or depressed in the feeble or irresolute. We may further remark that Dr. Gall found this sentiment of Firmness was located just in front of the central fissure, close to the median line, in a part of the brain now known as the paracentral lobule. He says that such persons plant the legs firmly on the ground. When expressing firmness we hold the leg stiff and put the foot down with decision. Children when obstinate extend their legs and kick with their feet against the floor. Dr. Luys, of Paris, has described the case of a man fifty-three years of age who had exercised great authority and indomitable will all through his life, and on post-mortem examination the right paracentral lobule was found enormously developed. Dr. Luys further adds that he has found men with a poorly developed paracentral lobule to be possessed of little energy, who were submissive and obedient, with a want of

independence; whereas he has seen women energetic and self-asserting with this lobule highly developed. Dr. Spurzheim has said that it gives fortitude, constancy, perseverance, determination, and when too energetic produces obstinacy, stubbornness and infatuation. Its organ will be found large in stubborn and untractable children.

Its language will be found to express itself in connection with other faculties. Thus with Veneration it gives sustained devotion, and with Conscientiousness inflexible integrity. It gives perseverance, however, in acting on the other faculties which are possessed in an available degree.

The natural language of this faculty shows itself in a peculiar hardness of manner, a stiffness and uprightness of the gait, with a forcible and emphatic tone to the voice.

The organ of Firmness is divided into three portions. The back or lower portion gives ability to decide quickly, and expresses a desire to have one's own way. It gives positiveness, and is called *Power of Will*. The central portion gives fixedness of purpose and settledness of opinion, and is called *Stability*. The front portion gives tenacity of mind and the desire to finish a plan or purpose, and is called *Perseverance*.

Persons having this faculty largely developed have excessive will power and perseverance; are disposed to be obstinate and stubborn; are not easily persuaded; can never be driven; are tenacious and unyielding, and show mulishness and unreasonableness. In order to restrain this faculty a person must subject it to the influence of reason and the other moral sentiments; at least, listen to advice, and, if good, try to profit by it.

If the faculty is deficient in anyone he will show fickleness and indecision, and lack determination of mind and a persevering spirit, but he will be more yielding and willing to take advice than the person who is afflicted with a large development of the organ. In order to increase its activity a person should be more determined, decided and persevering, and not allow himself to be governed by circumstances alone. When the faculty is deficient in children it should be cultivated, and they should be shown the right use of it.

The organ of Firmness is much larger in some nations than in others. For instance, the English have it much more fully developed than the French. Napoleon knew well the weakness of the French character in this point, and frequently complained of it. The French are impetuous, but if repulsed their ardor abates; while the English are less impetuous, but hold steadily to their purpose. Americans of the Northern States resemble the English in this respect, though they unite with this persevering steadfastness some of the impetuosity of the French. People of the South show less firmness and persistency, acting more under the influence of Self-Esteem and Approbativeness. The organ was very large in King Robert Bruce, and he was distinguished for his unshaken firmness in circumstances in which an ordinary mind would be overwhelmed by despair. The organ

is usually large in the heads of generals of an army and admirals of a fleet, as well as persistent business men.

CONSCIENTIOUSNESS.

Conscientiousness is one of the ruling powers of the mind, and the term comes from "conscire—to know." In other words, it gives a knowledge of one's thoughts or actions. It is the faculty, power, or inward principle which decides as to the character of one's own actions, purposes and affections, and warns against and condemns that which is wrong, while it approves and prompts to that which is right. It is the moral faculty passing judgment on one's self. Shakespeare has truly said: "My conscience hath a thousand several tongues, and every tongue brings in a several tale, and every tale condemns me for a villain." As science means knowledge, con-science etymologically means self-knowledge. But the English word implies a moral stand-



LARGE CONSCIENTIOUSNESS



SMALL CONSCIENTIOUSNESS.

(Photos by Rockwood.)

ard of action in the mind as well as a consciousness of our own actions. It imparts a perception and a love of right, an innate sense of accountability and a disposition to fulfill promises, speak the truth, and strive for purity and moral excellence. It is a regulator of all the other faculties, and gives a sense of guilt, repentance, and a desire to reform.

In Dr. Gall's diagrams the function of the part is marked as unascertained, and the merit of the discovery and establishment of the organ is due to Dr. Spurzheim.

Among the many writers on moral philosophy, we find that Cudworth, Hutcheson, Reid, Kames, Stewart and Brown contend most eagerly and eloquently for the existence of an original sentiment or emotion of justice in the mind to be found in a particular faculty which distinguishes truth from falsehood and right from wrong.

The organ of Conscientiousness is located in the posterior and lateral parts of the coronal region of the brain, under the upper and forward part of the parietal bone, about three inches above the opening of the ear.

The faculty is divided into three portions. The lower portion gives

consistency of conduct, recognizes a sense of propriety and uniformity of life, and is called *Circumspection*. The middle part gives truthfulness and reliability in keeping all engagements, and is called *Integrity*. The upper part gives a keen appreciation of moral obligation, sense of guilt, and a desire to be just and honest, and is called *Justice*.

When this faculty is largely represented its function imparts an innate sense of accountability, a disposition to fulfill promises, speak the truth, and strive for moral excellence. A person is therefore disposed to regulate his conduct by the purest sentiments of justice. The faculty can be restrained, when morbidly active, by avoiding the tendency to magnify guilt or unworthiness in one's self or in others, and by preventing one's self from being too exacting or faultfinding.

When there is a deficiency of the faculty in a person, such an one is inclined to leave the propensities without adequate control, and the mind does not furnish reasons to oppose the influence of baser inclinations. In order to cultivate this faculty a constant effort should be made to keep a sense of right and wrong uppermost in the mind and to induce activity and development in the organ. The motto of such persons should be: "Let justice be done though the heavens fall."

In national types the English judges have found that the sentiment of truth is low in the Africans and the aboriginal Americans, and that such individuals are not received as witnesses in the Colonial courts. It is a fact that a defect in the organ of Conscientiousness is a reigning feature in the skulls of these nations.

In looking at a person from the anterior or front view, when the faculty is large, it gives a squareness to the upper portion of the head; when it is small, the head slopes down from the center or median line. Its natural language is love of truth, equity and justice.

HOPE.

The organ of Hope shows as its natural language the spirit of optimism. "It is, indeed, necessary to the happiness of mankind in almost any situation," said Spurzheim. It often produces more satisfaction than even the success of our projects.

It expresses itself in the face by elevating the corners of the eyebrows, opening the eyes wide, turning them upward, and giving an open and pleasant expression to the whole countenance.

The word Hope comes from the Anglo-Saxon "hopian," and gives a desire to entertain or indulge hope, to cherish a desire of good or of something welcome, with expectation of obtaining it or belief that it is obtainable.

The function of this faculty is the tendency of the mind to scheme or

build castles in the air. This sentiment does not confine itself to the business of this life, but, passing the limits of the present existence inspires expectations of a future state and a belief, hope and trust in the immortality of the soul.

The organ is located in the ascending parietal convolution, bordering the posterior part of the frontal convolutions, where the elevator muscles are affected, in the lateral parts of the anterior region of the top head, between Conscientiousness and Spirituality, and Veneration and Sublimity, extending under part of the frontal and part of the parietal bones. Dr. Gall considered Hope as belonging to every faculty, but Dr. Spurzheim observed that, although every faculty, being active, produces desire—as Acquisitiveness, desire for property, Approbativeness, desire for praise, yet this is very different from Hope which is a simple emotion *sui generis*, susceptible of being directed in a variety of ways, but not desiring any one



LARGE HOPE.



SMALL HOPE.

(Photos by Rockwood.)

class of things as its peculiar object. Nay, desire is sometimes strong, when Hope is feeble or extinct; a criminal on the scaffold may ardently desire to live when he has no hope of escaping death. Dr. Spurzheim was convinced by analysis that Hope is a distinct primitive sentiment. Numerous observations have since determined the situation of the organ on the sides of Veneration, and it is now admitted by Phrenologists in general as established, as George Combe very clearly states in his "System of Phrenology." Modern scientists have experimented with this centre, which they find, when excited, causes the movement of the elevator muscles, gives the muscular expression of Cheerfulness, and the muscles of the corners of the mouth and eyes are drawn up. This centre is the one which Dr. Ferrier has shown to be the physical expression of the emotion of Joy. Disease attacks this portion of the brain, which is noticeable both in paralysis, through the twitching of the corners of the mouth, and the change of character from a very cheerful disposition to a despondent one. It has been found recently that this disease starts from the posterior region of the frontal brain. In the Journal of the Phrenological Society of Paris, in 1835, one of the greatest authorities on Paralysis and Idiocy reports some observations

made on defective brain developments. He also noticed that persons who are very changeable in their dispositions, very excitable one day and very despondent the next, have generally a diseased state of the brain in the particular region above mentioned. I agree with Sir Creighton Brown, in that he says: "In this malady there is invariably optimism, delusion as to rank, wealth, etc., and insane joyousness," which I myself have also noticed when visiting asylums.

The organ of Hope is divided into three portions. The lower portion gives enterprise, a disposition to run risks with the expectation of success and a willingness to venture along new paths and untried tracks, and is called *Speculation*. The middle portion gives a consciousness of enjoyment and a hope of an immediate success connected with the work of this life, and is called *Hope Present*. The upper part gives a sense of immortality, a consciousness of another life, and anticipation of its conditions, and is called *Hope Future*.

When this faculty is largely developed it induces us to expect things which are unreasonable, not founded on probability, but altogether impossible. It makes the inventor expect great things and enables him to work on against great odds. Persons who have this faculty largely represented have always something in store that is bright for the future. The best time to exercise Hope is when a person is in trouble. In order to restrain this faculty a person should cool it by judgment, always allow it to be guided by reason, and should check excessive speculation. In business, persons in whom Hope is too large or active should adopt and strictly adhere to the cash principle, both in buying and selling, as there is always a great liability to buy too much and sell without sufficient security for the payment.

When the faculty is small or deficient, it is apt to produce lowness of spirits, melancholy, and even despair, and in order to cultivate it lively youthful society should be encouraged, for the companionship of those who are cheerful and buoyant has a tendency to promote hope, cheerfulness, optimism, and inclination to look on the bright side of things. Persons with small Hope should remember that "every cloud has a silver lining," and that though "grief may endure for a night, joy cometh with the morning." Such a person's motto should be *Nil Desperandum*.

Persons who have been known to have the faculty of Hope largely represented are Bessie Inglis, an English authoress and a very popular public reader, Napoleon, and O. S. Fowler, among others. Addison, in his "Spectator," and Cato, in his writings, mentioned the benefits of this faculty; while Pope beautifully expresses the sentiment in his lines that begin:

"Lo, the poor Indian whose untutored mind
Sees God in clouds, or hears Him in the wind."

Personality in Business.

By J. ALLEN FOWLER.

HOW TO ANALYZE AND SELECT BUSINESS MEN BY THE NEW METHOD OF CHARACTER READING.

HINTS FOR THE EMPLOYER.

This subject of Character Analysis in Business helps us to acknowledge our limitations, and every man should decide what his limitations are. Likewise, each man should study his standard of efficiency. He can afterwards compare himself with others. We realize that habit has a great deal to do with the calling out of different powers of the mind in establishing our efficiency. Therefore we need to know what kind of habits to cultivate in order to make ourselves more efficient. Thus one man should form the habit of remembering his customers' faces and names; another should cultivate more concentration of thought; another should form the habit of close observation; while still another should cultivate his talent for invention.

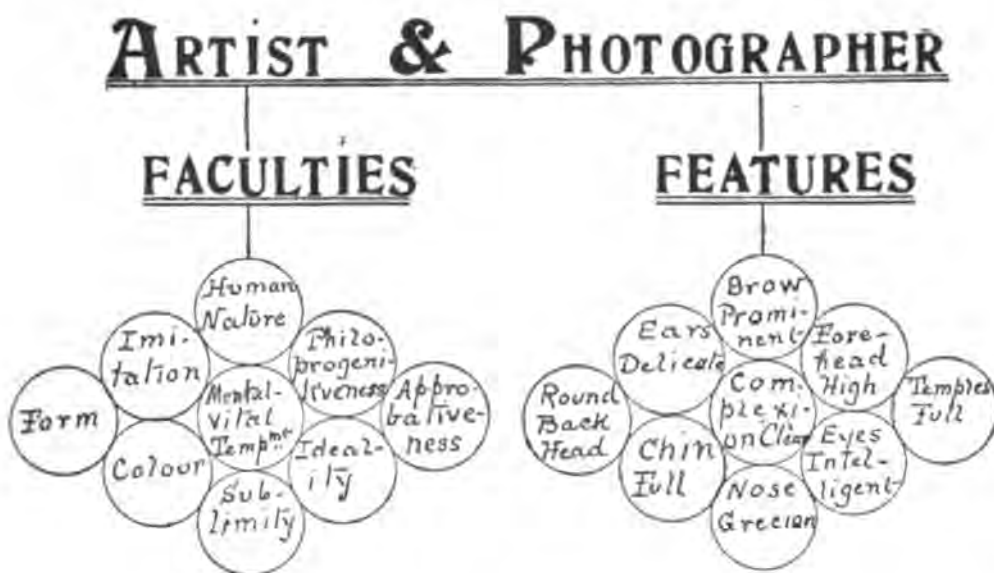
The Science of Phrenology comes to the aid of the business man in enabling him to observe carefully the possibilities and the general appearance of each of his employees, and without making any mistakes he can gauge the individual ability of each person whom he employs so as to know what maximum results to expect.

In the present article we wish to describe how a business man can select the following people to aid him in carrying on his work: An Artist or Photographer; a Musician or Singer; a Librarian or Proof-Reader; a House-Decorator or Painter; a Farmer or Dairyman; a Horticulturist or Apiarist; a Dressmaker or Milliner; and a Cook or Housekeeper.

An Artist or Photographer.—An Artist or Photographer should possess a Mental-Vital Temperament to enable him to use his mental powers largely in a sedentary line of work. With the Motive Temperament he will be on the tramp most of the time. He should also have a large development of (1) Human Nature, which will give him prominence in the center of his forehead, along the middle line, and will make him interested in portraying character upon canvas or paper; (2) Philoprogenitiveness, which will give him fullness in the lower part of the back head, along the central line, and make him fond of children and animals; (3) Approbativeness, which will give breadth across the upper back region of his head on each side of the crown, and make him desire to please his patrons and friends when taking their portraits; (4) Ideality, which will give him breadth in the region just above the temples, in his fore brain, and will make him ideal in

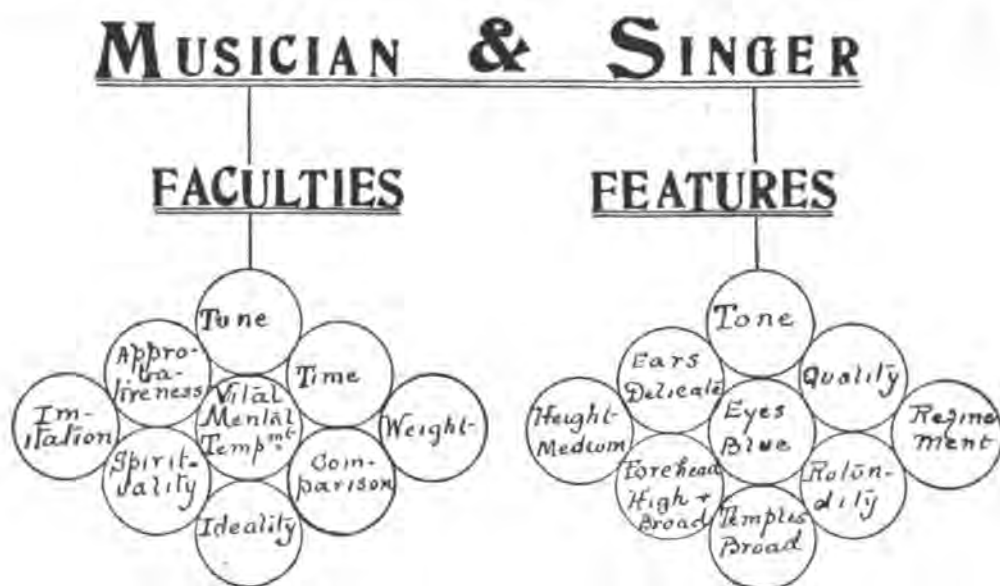
the arrangement of colors and in the combination of his subjects; (5) Sublimity, which will give him breadth in the center of his side head an inch and a half above the ears, and make him appreciate the glories of Nature and anything in Art on a large scale; (6) Color, which will give him fullness in the center of his brow and enable him to combine shades and hues appropriately; (7) Form, which will give him fullness in the inner corner of the eye, and make him appreciate outlines and proportions, so that his work may be accurately done; and (8) Imitation, which will give fullness on the side of the top head in the forward region, each side of Benevolence, and will enable him to copy Nature very closely and adapt new ideas to his artistic designs.

The general appearance of the Artist or Photographer shows itself in his well developed brow; high forehead; full temples; intelligent eyes; Grecian nose; full chin; and round back head.



A Musician or Singer.—As a Business Manager of an Opera House, Church Choir, or Concert Bureau has often to select musicians and singers for his work, it may be well for him to know what characteristics such persons should possess. He should select one who has a Vital-Mental Temperament, which will give both volume and feeling, as well as nerve power to express his musical talent, also refinement and delicacy of organization bordering on rotundity of form. He should also have a large development of (1) Tune, which will give him fullness in the external and lateral portions of the forehead, and enable him to appreciate harmony, melody, sense of tone, sound and modulation; (2) Time, which will give him fullness just above the middle of the eyebrows, and enable him to appreciate measure and rhythm and the duration of a note either in playing or singing; (3) Weight,

which will give him fullness on the inner half of the brow just over the eyes, and make him show a quick perception of the light and shade of musical expression as well as true emphasis to every part of a musical score; (4) Comparison, which will give him fullness in the upper part of the middle line of the forehead, and make him capable of comparing the character of one musical number with another and classifying music in a general way; (5) Ideality, which will give him fullness along the temporal ridge of the frontal bone, just above the temples, and make him capable of expressing refinement, culture, and artistic taste in giving expression and intonation to his musical work; (6) Spirituality, which will give him fullness in the lateral part of the anterior region of the top head, and make him impressible, imaginative, and capable of interpreting the highest phase



of musical conception, as well as assist him in composing music; (7) Imitation, which will give him breadth on the side of the top head in the anterior region, and make him versatile in talent and well able to adapt a style he has heard to his own conception of what his work should be; and (8) Approbativeness, which will give him breadth on the upper and back part of the top side head, and make him ambitious to excel in his art, desirous of winning favor and of standing high in his profession.

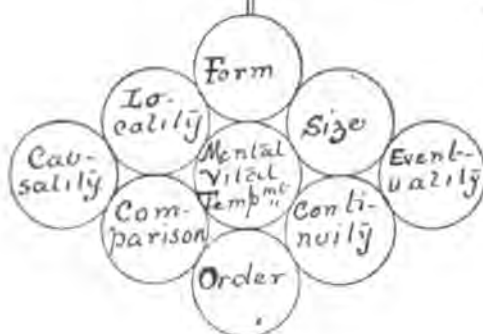
The general appearance of a Musician or Singer shows itself in his refined quality of organization, rotundity of features, breadth of temples, height of forehead, medium height of stature, blue eyes, and delicately shaped ears.

A Librarian or Proof-Reader.—When a Librarian or Proof-Reader are to be selected, it would be well for such persons to possess a Mental-Vital

Temperament, giving them activity of brain and capacity to enjoy sedentary work. They should also have a large development of (1) Form, which will give breadth between the eyes, in the internal angle of the orbit, and enable them to remember the forms of books on the shelves, and also the form of words and how to spell them, as well as to assist them in reading and committing to memory; (2) Size, which will give fullness at the internal extremity of the arch of the eyebrow, next to Form, and make them capable of seeing the fitness and adaptation of books of one class to certain shelves, and also enable them to quickly gauge whether words are correctly spelled in printed matter; (3) Eventuality, which will give fullness in the central part of the lower region of the forehead, and enable them to remem-

LIBRARIAN & PROOF-READER

FACULTIES



FEATURES

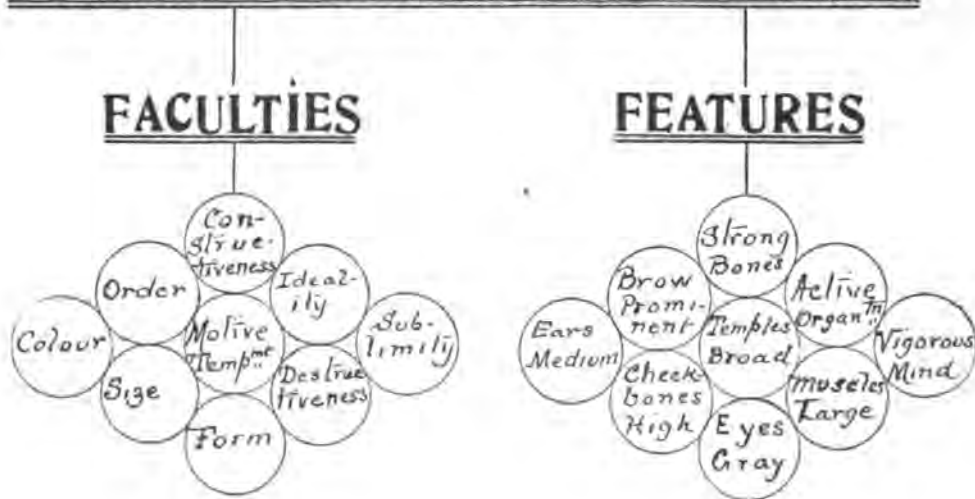


ber the substance of the books they have read, and how to correctly spell words of a difficult and obsolete nature; (4) Continuity, which will give fullness in the slope of the crown of the head, and enable them to fix their minds connectedly upon their work, especially if they are classifying books, translating catalogues into foreign languages, or reading long manuscripts; (5) Order, which will give breadth on the outer corner of the eyes, and will make them desire to have every book in its place and lay out a day's work by rule, and know whether a word is in its right place in a sentence or not; (6) Comparison, which will give a full contour to the central part of the upper forehead, and enable them to analyze quickly all the books placed under their care, and compare one sentence with another when reading proof; (7) Causality, which will give fullness each side of the centre of the upper forehead, and enable them to use soundness of judgment and originality of thought when compiling their work, and to know where to

begin and how to get hold of new ideas when reviewing books, as well as to suggest new words to express the right meaning in the manuscript before them; (8) Locality, which will give fullness over the inner corner of the eyebrow, and enable them to remember the place where they have seen a certain book without going to the catalogue every time it is called for, and also to remember words that have been misapplied in the manuscript they have read.

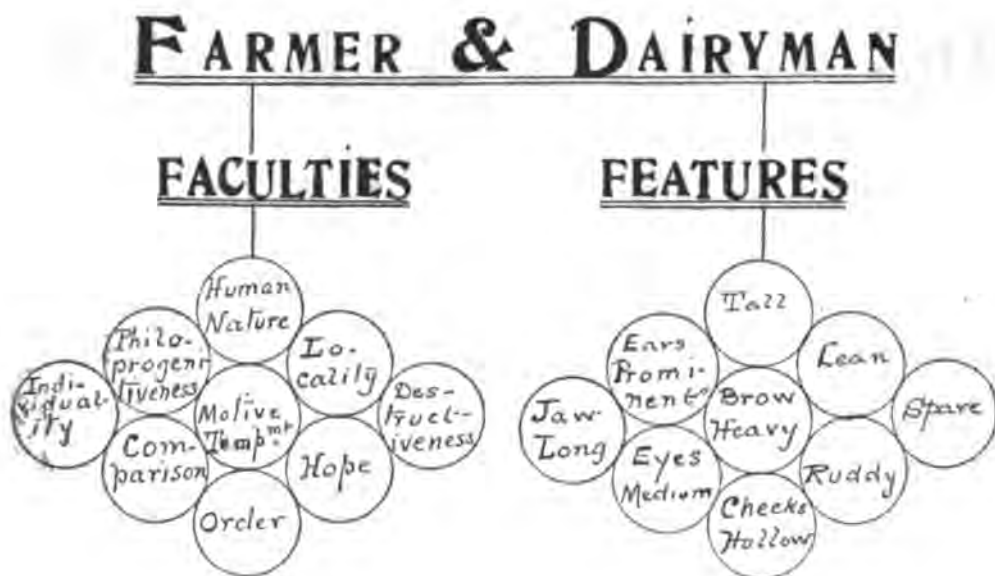
In general appearance the Librarian or Proof-Reader has a good endowment of brain which shows in his high forehead, keen expressive eyes, medium stature, aquiline nose, medium and round chin, small features, and well proportioned ears.

HOUSE-DECORATOR & PAINTER



A House-Decorator or Painter.—A House-Decorator or Painter should possess a Motive Temperament, which will give him a strong, vigorous and active organization, as well as height of stature and strong bones and muscles to work with. He should also possess a large development of (1) Constructiveness, which will give fullness behind and above the outer angle of the orbit, across the temples, and make him capable of showing ingenuity, power of contrivance, and versatility of talent in using his colors for household decoration; (2) Ideality, which will give fullness above the temporal region, along the temporal ridge of the frontal bone, and make him artistic in his designs and quick to perceive color effects in his work. Thus if he is painting a fresco on a ceiling, he will be able, in conjunction with his Constructiveness, to produce an exquisite effect. (3) Sublimity, which will give breadth along the centre of the side head, just behind Ideality, and make him conscious of how to work on a large scale in decorating magnificent

halls or producing large scenic effects on the stage, or imitating Nature in her wild profusion of beauty in house decoration. (4) Destructiveness, which will give breadth above the ears, in the centre of the basilar region of the head, and make him energetic, forcible, and quite executive in his work. (5) Form, which will give fullness between the eyes on their inner angle, and make him able to remember without measuring the shape, configuration and outline of the design he wishes to paint. (6) Size, which will give fullness at the internal extremity of the arch of the eyebrows, and enable him to remember proportions, parallels and distances by the eye and see the adaptation of parts in his work. (7) Color, which will give prominence in the middle of the eyebrow at the most elevated part of the super-



ciliary ridge, and enable him to show judgment in matching and arranging colors, which power is most essential to a painter. (8) Order, which will give him breadth over the outer corner of the eye, next to Color, and enable him to arrange his work with neatness, method and system. But if this faculty is too large it will make him worry over unnecessary details.

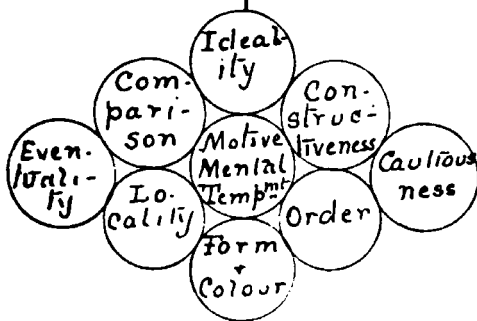
In general appearance the House-Decorator or Painter will be tall, rather muscular, and angular in type; broad in the temples; well developed above the eyes; broad above and across the ears; and will have a large nose, medium sized gray or brown eyes, high cheekbones, and medium ears.

A Farmer or Dairyman.—A Farmer or Dairyman should possess a predominance of the Motive Temperament, to give him executive ability and enable him to enjoy outdoor work, for he will have very little indoor work to do and will seldom sit down in the house. He should also have large (1) Individuality, which will give fullness in the central part of the lower portion

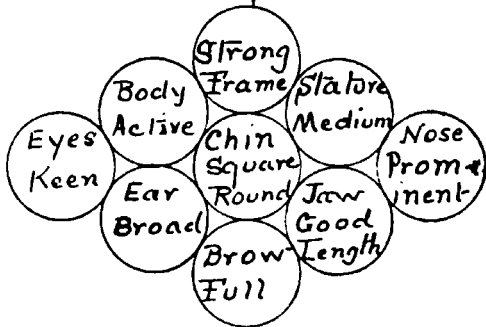
of the forehead, immediately above the top of the nose, and will make him desirous of seeing everything around him and enable him to identify objects in Nature and to study his crops; (2) Philoprogenitiveness, which will give fullness in the middle part of the back head, and will make him attached to animals and inclined to rear them; (3) Human Nature, which will give fullness in the centre of the upper part of the forehead, and will enable him to understand animal life and obtain docility from animals; (4) Locality, which will give prominence above the inner corner of the eyebrows, on each side of the mesial line, and will enable him to remember where he has planted his crops, left his tools, and recognize the best aspect, either north or south, for planting his grain or vegetables; (5) Destructiveness, which will give breadth just above the ears, in the lower region of the

HORTICULTURIST & APIARIST

FACULTIES



FEATURES



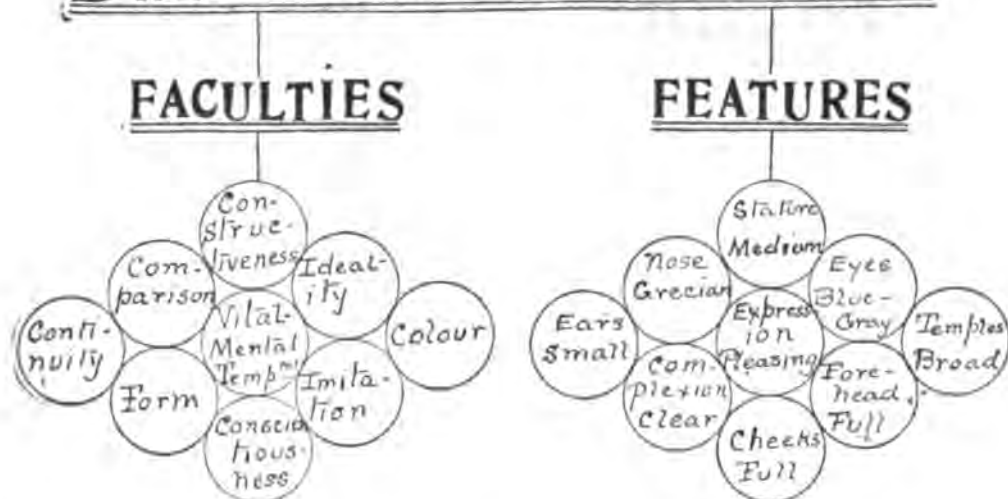
head, and enable him to show power of endurance when difficulties arise, and keep him from procrastination, which is the thief of time; (6) Hope, which will give prominence on the side of the top head, elevate the corner of the eyebrows, open the eyes wide, turn them upward, and give a pleasant expression to his countenance, and will enable him to be cheerful when the weather is not propitious and expect better things in the future even although the odds seem against him; (7) Order, which will give fullness in the outer corner of the eye, and keep him from being slovenly, so that he will have a place for everything on his farm and have his rows of crops straight, which is the pride of every good farmer; and (8) Comparison, which will give fullness in the upper part of the forehead on the middle line, and enable him to compare his crops or fruit trees with those in other states or parts of the country. It will enable him to make new com-

binations from year to year and produce effects which others will take note of.

In general appearance the Farmer or Dairyman is tall, lean and spare; ruddy in complexion; hollow-cheeked; eyes mellow in expression; long jaw; prominent ear; heavy brow; broad head at the base, and prominent nose.

A Horticulturist or Apiarist.—A Horticulturist or Apiarist should possess a predominance of the Motive-Mental Temperament, as they stand a step higher than the ordinary Farmer or Dairyman, and while they have outdoor work to do, yet they are using their brains continually in working out new designs for garden adornment, and new combinations of color and form for their work. Thus the Motive Temperament will give executive ability and the Mental elements nervous energy and planning ability to be

DRESSMAKER & MILLINER

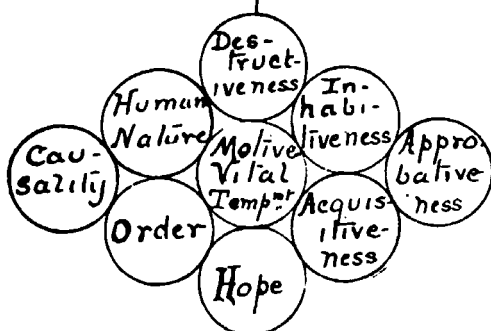


thoroughly up-to-date in all the departments of their work. They should also have a large development of (1) Ideality, which will give breadth in the upper portion of the temples where the forehead slopes back to the side head, and will make them lovers of art in combining colors, shades, and artistic arrangement of flowers for indoor as well as outdoor decoration; (2) Constructiveness, which will give breadth across the temples, and make them ingenious, versatile, and dexterous in handling delicate and perishable flowers, and also enable them to handle bees carefully; (3) Cautiousness, which will give breadth on the upper lateral and posterior part of the head, just where the side head rounds off to the back region, and will make them cautious, watchful and solicitous about the effects of heat, sun, rain and frost, so as to protect flowers from being blighted by the latter or wilted by the noonday heat, and watchful over the necessities of the

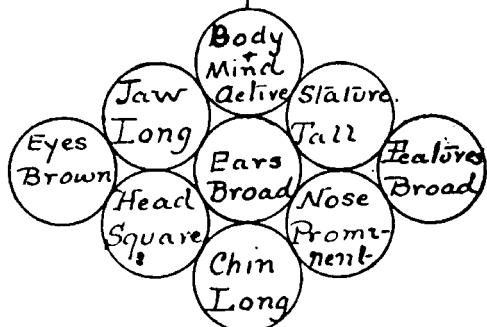
bees; (4) Order, which will give fullness on the outer corner of the eye, and make them orderly, neat and methodical in the arrangement of all the details of their work; (5) Form and Color, which will give fullness between the eyes and over the brow, and make them able to weed out all the imperfectly formed flowers and perceive the shades of color that they want to cultivate, and also be able to judge of the color of different hives of bees, as well as notice the different forms of bees; (6) Locality, which will give prominence over the inner corner of the eyebrows, and make them conscious of the right aspect in which flowers should be planted or

HOUSEKEEPER & JANITOR

FACULTIES



FEATURES



hives placed; (7) Eventuality, which will give fullness in the centre of the lower half of the forehead, and enable them to remember the names of all the trees, flowers and shrubs under their care, and classify them into groups; and (8) Comparison, which will give prominence in the upper part of the middle line of the forehead, and make them quick in inductive reasoning as to why some plants do not thrive in certain localities, or study effects from known causes as to the management of rare plants, climbing shrubs, or hardy annuals.

In general appearance the Horticulturist or Apiarist is medium in stature, with a square-round chin, prominent nose, full brow, broad ear, good length of jaw, and keen eyes.

A Milliner or Dressmaker.—A Milliner or Dressmaker generally possess a Vital-Mental Temperament, for they have indoor work to do which is usually of a sedentary character. They should have a large development of (1) Constructiveness, which will give fullness at the inferior and outer

parts of the frontal bone, across the temples, and make them ingenious in the use of materials and capable of showing power of contrivance in giving a good fit to all customers either young or old; (2) Ideality, which will give fullness along the temporal ridge of the frontal bone, and make them artistic not only in the arrangement of material but also in planning out new designs and in blending colors artistically, and enable them to know where to place a bit of trimming to produce appropriate effects; (3) Color, which will give fullness in the middle of the eyebrows, and enable them to show taste and talent to harmonize tints, shades and hues of color as well as match each color exquisitely; (4) Imitation, which will give fullness on the side of the top head an inch from where the hair is parted in the centre, and will enable them to copy sample dresses and hats from abroad, and carry out a design or individual pattern; (5) Conscientiousness, which will give fullness on the posterior and lateral parts of the coronal region of the head, and make them faithful in carrying out their agreements in having their work done promptly and according to arrangement; (6) Form, which will give fullness in the internal angle of the eye, and enable them to recognize quickly the configuration and shape of any figure or style of dress or hat; (7) Continuity, which will give general fullness in the region just below the crown of the head, and make them connected in mind so as to finish their work with promptness and not begin too many things in one day; and (8) Comparison, which will give prominence in the upper part of the middle of the forehead, and will make them study effects, see blemishes and mistakes, and recognize resemblances or differences that exist in the fit or style of the gown or hat they are working upon.

In general appearance the Dressmaker or Milliner is medium in stature, pleasing in expression, with blue-gray eyes, broad head in the temples, full central forehead, rotund features, clear complexion, and small ears.

A Housekeeper or Janitor.—A Housekeeper or Janitor should possess a Motive-Vital Temperament, which will make them active and at the same time adapted to indoor work. They should have a large development of (1) Destructiveness, which will give breadth to the centre of the basilar region of the head, just above the ears, and will make them executive, thorough, and efficient in attending to the details of housekeeping, for without this faculty they would be procrastinating, lazy and indifferent to the real needs of the household or tenants; (2) Inhabitiveness, which will give fullness in the central part of the back head just below the crown, and will make them attached to one place and disinclined to change their abode; (3) Approbativeness, which will give breadth each side of the crown, on the top head, and make them desirous of pleasing and gratifying the members of their household or their tenants, and do everything in their power to acquiesce with their requirements; (4) Acquisitiveness, which will give fullness just behind the temples, on the side head an inch above the ears, and

make them economical and careful of the property they superintend and anxious to preserve everything in the house over which they preside; (5) Hope, which will give prominence on the side of the top head, about half-way between the anterior angle and the posterior curve of the head, and will enable them to spread around them a hopeful, cheerful and buoyant element and keep in good humor the members of their household; (6) Order, which will give breadth over the outer corners of the eyes, and make them systematic, neat and cleanly in all their arrangements about their property; (7) Causality, which will give breadth in the upper portion of the forehead, and make them thoughtful and capable of expressing judgment concerning the laws pertaining to their household and property; and (8) Human Nature, which will give fullness in the central line of the upper forehead, and enable them to understand each tenant and each member of the family whom they have to serve. They will thus show penetration, sagacity and intuition in saying the right thing at the right time and in the right way.

In general appearance the Housekeeper or Janitor will be somewhat tall and slim, but well proportioned; strong in body and vigorous in mind; with a prominent nose, broad features, long chin, square head, and brown eyes.

Questions on

SELECTING BUSINESS MEN.

- 1.—What subject helps us to understand our limitations?
- 2.—Why should we study our own individual standard of efficiency?
- 3.—How can we make ourselves more efficient?
- 4.—What is the general appearance of the Artist and Photographer?
- 5.—What Temperaments should predominate in a Musician and Singer?
- 6.—How can a manager of an Opera House select a suitable operatic star?
- 7.—What characteristics should a Librarian possess?
- 8.—How should the Farmer differ from the Horticulturist in Temperament?
- 9.—What are the essential characteristics of a Milliner or Dressmaker?
- 10.—What characteristics should one look for in a successful Housekeeper and Janitor?

Make the best of everything;
Think the best of everybody;
Hope the best for yourself.

—George Stephenson.

People of Note.

Unquestionably one of the most popular monarchs in the world has just passed away. Every country of note will feel the loss of his unique personality. As a benefactor of England he showed that rare courage in attacking the greatest affairs of domestic and foreign statesmanship. He possessed a particularly comprehensive knowledge of men and things and excellent judgment of Human Nature. He had rare and triumphant tact, and earned a commanding rank among the practical diplomats of his time.

He was one of the world's leaders in statescraft, and in public work



THE LATE KING EDWARD OF ENGLAND.

THE LATE MARK TWAIN.

showed unflinching fidelity. In political life he manifested great capacity for work. He was a just king and a wise, tactful and kindly ruler, and had great influence in international affairs.

King Edward was unequalled among contemporary monarchs in any part of the world. It was he who made a permanent friendship between England and France possible; it was he who quieted the animosities between England and Russia, and Great Britain and Germany.

In organization he was exceptional, for he combined those rare qualities of mind that make for peace and statesmanship.

Approbativeness, Agreeableness and Human Nature were largely instrumental in enabling him to understand the needs of the different people belonging to his Empire, namely, India, Australia and Canada. Another combination of faculties, namely Benevolence and Conscientiousness, enabled him to show sympathy, equity and justice, and it was his strong practical abilities that enabled him to have such a keen interest in the affairs of his nation.

THE LATE MARK TWAIN (SAMUEL L. CLEMENS).

We shall never forget a privileged interview we had with this veteran writer in April, 1902.

He was a wonderful combination of the elements of seriousness and humor, and told us that he considered his serious works his best productions, and that he only wrote in a humorous way to make people sit up and take notice of what he wanted to tell them, and he knew they would not pay the same attention to him if he was always serious.

His principal characteristics showed themselves through the organs of Mirthfulness, Comparison, Combativeness, Benevolence, and Human Nature. These gave to his mind a marvelous touch of the ridiculous, the logical power to express himself in epigrammatic ways; the ability to understand human life as he found it and afterwards reproduce it in some picturesque story; courage to say true things in a drastic, fun-making fashion; and kindness of disposition which enabled him to get in touch with the whole world and his family.

There is a doubt in the minds of many whether America will ever produce another Mark Twain, though there may be other humorists to partially fill his place in the literary world. Be that as it may, he was certainly a veteran in his knowledge of how to make people happy and optimistic, and whoever succeeds in doing this has succeeded in becoming a benefactor to his race and generation.

SIR JOHN DICKSON-POYNDER, BT., M. P.

By D. T. ELLIOTT.

The appointment of Sir John Dickson-Poynder, Bt., M. P., to the vacant governorship of New Zealand is one that commands the approval and respect of the various political parties.

Sir John Dickson-Poynder has for many years past been a popular member of the British House of Commons and is deservedly esteemed for his intellectual acuteness, affability, and capacity for strenuous labors, both in the House and in the constituencies.

In viewing his photo from the Phrenological standpoint, we first observe that he is endowed with a remarkably active temperament, which is well sustained by every favorable physiological condition; to him hard work will be a pleasure, he can turn it off with quickness of dispatch and with an ease that will surprise his secretaries.

His mental alertness and ready grasp of facts are due to the activity of his perceptive faculties and high endowment of his intuitive sense of the fitness and adaptation of things.

He is not easily balked in his designs, nor nonplussed by an opponent; he sees far ahead and calculates accordingly, and although he will act promptly, it will not be the result of mental hastiness, but because of the keenness of his discriminative abilities and ready powers of analysis.

He is in his element when actively employed, either in work requiring the serious attention of his practical judgment, or in exercises of a more athletic character.



SIR JOHN DICKSON-POYNDR, BT., M. P.

He will never allow others too much latitude, nor will he place unnecessary burdens upon the shoulders of others; his strict attention to duty and active executive powers will incline him to lay hold of big responsibilities and grapple with difficulties in the spirit of courage and patience.

His generous sympathies and frank, open manner will win him much popularity in his new appointment.

He has a strong individuality and a firm, resolute spirit, but not that type of iron will that genders fear in others.

He is distinctly practical, with broad democratic impulses, and is specially qualified by nature for great responsibilities and as a leader among men.

In the important duties he is now taking up he will have the hearty co-operation of his wife, Lady Dickson-Poynder, whose charming personality and hospitable disposition will quickly win the approbation of the people in New Zealand.

Science of Health.

EAST INDIAN COOKING.

A most interesting article from the pen of Saint Nihal Singh is published in the *Nautilus Magazine* for May. It shows that all cooks in our land can learn a valuable lesson from the Hindoos as to the way to cook vegetables. As their religion enjoins them from eating meat, with them it is either vegetarianism or starvation. The American cook, as a rule, boils all the flavor as well as the vitality out of the vegetables and throws it away. The result is that the food has lost much of its nutriment and is useless to build up or sustain the body; at the same time it is rendered more or less insipid in flavor.

The East Indian cook works on the opposite principle. She is taught that the food must be cooked in its own steam or with just enough water to generate steam to cook it, and the moisture must be evaporated before the food is served, unless it is to be served with some sauce. As a usual thing not a drop of water is drained away, as that would be considered wasteful. It is stated that the American cook throws away as useless, every day, what would keep an East Indian family from starvation. This fact was demonstrated when, during a siege, the Indian soldiers requested that the water in which the rice was cooked alone should be issued to them, while the rice itself might be served to the English soldiers. This was done, and the native Sepoys apparently were as well fed as their white brethren.

The India rice is cooked in hundreds of ways, and vegetables are prepared, either simply or combined in a multitude of appetite-coaxing dainties that satisfy the craving for food, please the palate and furnish sufficient nutriment for the system. The vegetable is washed in many waters and cut into quarter or half-inch cubes. Cabbage or greens of all kinds are cut into fine shreds. The article to be cooked is put into the pan dripping wet, covered tightly and placed directly over the flame. The steam as it strikes the lid is cooled and water is quickly generated to cook the vegetable. The seasonings vary according to individual tastes.

It is quite easy to get griddle bread in many parts of India. It is known there as barkana, when made thick, and as chupatic, when rolled out thin. This is simply a wheat and water bread without either chemical or yeast. This bread, with fruit, vegetables, rice and eggs when desired, forms a complete and satisfying diet. Englishmen who obey the laws of health are able to live comfortably and enjoy life in the Indian climate, where so many have been sent home as physical wrecks, caused simply by their ignorant and reckless manner of living. The interesting fact is that he who lives right can enjoy life in almost any climate.

CHARLES H. SHEPARD, M. D.

THE SCIENTIFIC CHRISTIAN LEAGUE.

The object of the Scientific Christian League is to awaken a popular interest in the best methods of right living, and so democratic is the subject that when it is thoroughly understood everyone will want to become a member. We ask our friends to make the aims widely known, and refer our readers to page 127 of the April number of the PHRENOLOGICAL JOURNAL.

CHAUNCEY M. DEPEW A VEGETARIAN.

The Montauk Club, of New York, recently celebrated Chauncey M. Depew's seventy-second birthday. We copy the following from his speech made on that occasion:

"I notice when the newspapers speak of people giving up beef because of the rising price, there is universal ridicule. I date my freedom from almost chronic rheumatism to the day when I stopped eating beef; and sleep, digestion and clarified vision, such as I have never known before, have kept increasing as I dismissed flesh and fowl for the use of vegetables. With nine-tenths of the world the greatest happiness in life is the table piled with things that one loves to eat and drink, and the pleasure of a gorge. But for that, from my experience, the hospitals and the graveyards would be largely out of business. I am sure you will rejoice with me in a new and unexpected distinction recently conferred. There is no greater happiness than to join with friends in joy over their prosperity. Senator La Follette, the brilliant and somewhat imaginative orator from Wisconsin, enlivened and illumined his three days' speech in the Senate by charging that the productive wealth of this country was either owned or controlled by ninety-seven men. He not only included me in that list, but had my name printed in the record in brevier type, while Morgan and Rockefeller and the rest were mingled in the official lettering of the communication of Congress."

Senator La Follette has also the credit of being a vegetarian, and in his speech, a copy of which we have, we find that Senator Depew stood No. 2 in the number of industries in which he was interested. William K. Vanderbilt stands first, with seventy-five different enterprises that he has investments in, and Senator Depew has sixty-three. Chauncey M. Depew is much older than Mr. Vanderbilt.

The experience of Chauncey M. Depew in transacting such heavy enterprises, living on a strictly vegetarian diet, is an evidence that it is not necessary to eat the flesh of dead animals that contains more or less poison, and as Mr. Depew says, he enjoys better health than when he was eating flesh.

THE USE OF TOBACCO.

The newspapers have called attention to the recent death of Mark Twain, the famous writer, and one of the most popular in this country. He was only seventy-five years old, and not more than three or four months ago he was boasting about his ability to use tobacco, both the pipe and cigar, and he was not aware that it ever injured him. He was generally seen with a cigar in his mouth, and the disease of which he died was known as angina pectoris. That is a disease that as a rule is the result of nicotine in the blood that comes from smoking and using tobacco. Many of our great men have died under seventy-five years of age from diseases of this kind.

IS IT POSSIBLE FOR THE HUMAN FAMILY TO BECOME IMMUNE FROM DISEASE?

It is our opinion that it is possible for human beings to become immune from disease of every kind. Among the prominent reasons for thinking this is the success that has been made in ridding some of the large cities in the United States from yellow fever and cholera. It was in our recollection that New Orleans, in Louisiana, and Havana, in Cuba, were almost perpetually having cases of both cholera and yellow fever in nearly every month of the year, and there was seldom a time when those cities were free from such diseases.

During the civil war, when General Butler captured the city of New Orleans, and took his regiment into that city, he found it dangerous on account of the yellow fever and cholera that was prevailing there, and he at once had the authorities set to work to put in new sewerage and clean and wash out the filth that was the cause of the disease, and since that time New Orleans has become almost immune to those diseases. Havana was in like condition, only worse, when the United States forces went in there and ended the war that was being carried on between Spain and Cuba. Havana was in a filthy condition at that time, and the authorities set to work and put in new sewerage and cleansed the city thoroughly, and since then it has been as safe to go to Havana, summer or winter, as any other place.

If large cities can be made immune from such diseases as yellow fever and cholera, why will not the same principle apply to human beings? Undoubtedly, every disease that the human family is subject to is due to impurities in the blood taken in through the food, drink and air, and a large proportion of the diseases are due to eating flesh and drinking wine and other things that carry poison into the blood, and those poisons accumulate in the blood until they begin to block up the small capillary blood vessels, which is the cause of every disease that human beings have.

E. P. MILLER, M. D.

The American Institute of Phrenology.

The American Institute of Phrenology held its eighth meeting of the season on Tuesday evening, May 3d. There was a large attendance and much enthusiasm was expressed.

The President, Dr. Charles H. Shepard, forwarded an address, which was read by Mr. M. H. Piercy, the Secretary, as follows:—

“Once more comes the pleasure and privilege of greeting you as Students of a Science that has been of great help to us in the progress of life. Man is such a complex being, and has so many available points that he is enabled to undertake the solution of any problems that present themselves, for nothing prevents his progress; indeed, he is really the monarch of all that he surveys. Neither earth nor air excludes him from their domains. With high ideals there is no limit to his progress. We are certainly living in a wonderful age. It is not safe to put any limit to what may be accomplished. In dealing with our fellow men it is not necessary at any time to drive a hard bargain. We can give them the best of the trade and beat them out every time. The more we give the more shall we receive. In the pursuit of our daily callings, whether as teachers, physicians, lawyers, or commercial dealers, when our own ideals are of a noble order, we often give others what will be of infinite advantage to them all through life, that not only lead to a higher life, but also to many material advantages which more than a hundredfold offset what little they may pay for it. It is not well to live on the competitive side of life, but rather to reach up to the co-operative plane, and thus help to bring about the good times that are rapidly approaching. This is ours to create, in order that life may be richer, fuller and more abundant. Never was the world brighter, never were our opportunities greater. Life is grandly worth living.”

The Secretary remarked that he wished that people, before denouncing the science, would make a study of it, as it was not fair to the science of Phrenology that prejudice alone should keep persons from believing in its benefits. He referred to the opening meeting of the Institute Session, on Wednesday, September 7th, and trusted that many present would decide to take the Course.

The Vice-President, Miss Jessie Allen Fowler, gave an address on “Creating Mental Images in Business.” She said in part:—

Phrenology is very fruitful in its capacity to paint mental images. In fact, it is full of illustrations which are pertinent to the subject.

“For instance, the intellect gives us our images of people, of travels, of history, or geography, of music, and of paintings.

“Our moral faculties give us visions of heaven, of the world to come, and of things that are wonderful in Nature.

"Our social faculties give us mental visions of home, of our children, animals and pets, and our loved ones wherever they may be.

"Our executive faculties give us visions of business, and enable us often to see a long way ahead where fortunes are to be made, and possibly lost.

"While our literary faculties fill us with images of poetry and prose.

"It is wonderful how the mind stretches and enlarges its outlook to receive new ideas, for business to-day is run on a very different basis from what it was fifty years ago. In the present century personal appeals are made in business, while formerly such a method would not have been thought proper."

At the conclusion of her remarks, the Chairman called upon Mr. George Singleton, of Dover, N. J., to make a few remarks on the topic of the evening. He gave a short, succinct and interesting address, in which he remarked that, according to recent statistics, only three per cent. of men succeed in business to-day. He asked what was the reason for this, and said that if more people would study Phrenology there would be fewer failures; that it was not because the ninety-seven per cent. were lacking in business capacity, but because they made a mistake in not getting into their right grooves. He said that Mark Twain, Edison, and Roosevelt were not failures because they had got into their right grooves, but Mark Twain could not have made an Edison, nor Edison a Roosevelt. A business man should find out in what he was lacking, so that he could prepare himself for the demands of his work, and not expect to fill a niche for which he was not organized.

The Chairman then called upon Mr. John P. Wild, of Boston, who gave a number of interesting endorsements concerning Mental Images that had come before his notice. He spoke of George B. McClellan taking his son to Mr. Fowler for an examination when he was a young man and asked his advice with regard to making him a soldier by sending him to West Point. Mr. Fowler remarked: "You can send him to West Point, as there is no likelihood of there being any war, but he will make a better Engineer than a General of the Army." The young man went to West Point, and succeeded in becoming an excellent Engineer, but he had not the courage to be the first one to cross the bridges that he afterwards built, though he made many of the plans during the Civil War which Grant successfully carried out. Mr. Fowler created a mental image in the mind of McClellan's father as to what he might expect of him, and the mental picture he painted was realized.

(Continued on page 198.)

THE
Phrenological Journal
 and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)



NEW YORK AND LONDON, JUNE, 1910

*Weak though we are, to love is no hard task,
 And love for love is all that Heaven doth ask.*

—Edmund Waller.

CONSCIENTIOUSNESS An interesting paragraph recently appeared in
AND FIRMNESS the *New York Times*, but it must have hurt
 the editor to publish it, owing to his lack of faith or belief in the grand
 old science of Phrenology. The paragraph runs as follows:

"The late Anna Maria Helena, of Hyeres, France, left two-thirds of
 her British property, worth \$65,000, to found an orphanage at Meads East-
 bourne for the daughters of Church of England clergymen. Some of the
 rules are as follows: No competitive examinations; no study before
 breakfast; no study after six p. m.; all lessons to be learned in the morning;
 no girl to work more than four and a half hours daily; no arithmetic, except
 the multiplication table, for children under ten (vide Herbert Spencer); no
 child with curvature of the spine to write more than five minutes a day until
 thirteen; each girl must be certified by two phrenologists as not deficient
 in Conscientiousness and Firmness; no child to be vaccinated; religious
 teaching to be equally far removed from Calvinism and Ritualism."

This set of rules strikes us as being remarkably original, especially as
 indicating this lady's strong belief in the power possessed by a phrenologist
 to predict whether persons possessed these very important characteristics
 of will power and perseverance, and a sense of right.

THE AMERICAN INSTITUTE OF PHRENOLOGY.

(Continued from page 196.)

Mr. J. C. Yoder (the Mark Twain of Phrenology) then made a humorous speech. He said he began taking the PHRENOLOGICAL JOURNAL in 1863, and became so interested in it that he had continued to do so ever since. He remarked that people who did not know anything about it often passed judgment upon it, and that it would be better for them if they would take a course at the American Institute of Phrenology and find out what the science was before they denounced it.

Miss Fowler then made an examination of two persons from the audience who were totally different from each other, one having a reflective intellect, the other a perceptive one. She pointed out that the former could not so readily create the mental images that the latter found it easy to form.

Mr. Eugene Smith, of Brooklyn, then made a short but excellent address on "Creating Business Images," and showed the immense benefit of the study of Phrenology to the Salesman. He said the time had come when business men needed to increase their own efficiency by the study of Phrenology. Mr. Singleton had shown that only three persons in a hundred made a success in business; therefore it was important for the Salesman to get nearer to his customer as well as to know the ground he was working upon. The standards were higher now, he said, than formerly, in business life as well as in professional work; therefore greater vigilance was required and a keener perception of men in order to make business a success.

It was then suggested by the Chairman that a meeting be held in June if a sufficient number of the present audience would be in town and promise to attend. A vote was taken which resulted in favor of holding the meeting, and the following topic was suggested: "How to Read Character from the Head and Face," with numerous illustrations of different types of men and women. A further suggestion was made by the Chairman that during the Summer garden-meetings should be held, or lawn-parties be arranged to further the interests of Phrenology. The Chairman said she would like to have five guaranteed, if possible. A committee was formed to make the necessary arrangements.

New Subscribers.

CHARACTER SKETCHES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a*

stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.

J. J., Oldham England.—Has an active mental temperament, an inquiring mind, and is particularly interested in intellectual studies. He is persistent in his endeavors, cautious, intuitive, and critical, with a vivid imagination. He has constructive and designing ability, a refined mind, is very conscientious, and often too self-conscious. He is keenly interested in whatever makes for culture and self-improvement; he could carry more self-esteem, it would strengthen his personality. Evidently he is a student of human nature, with a broad mental outlook, and is more elaborate in thoughts than words. He should devote his spare time to the study of scientific subjects, also to music.

D. T. E.

H. G., New Clare, England.—Has an active Mental Temperament, and superior abilities for work requiring constructive power, designing talent, and artistic taste. Hence as an Architect, Engineer or Draughtsman he should excel. He has a broad mental outlook, and will be keenly interested in metaphysical studies. He should apply his mind to the study of Phrenology, for it will satisfy his intellectual requirements. He has a kindly disposition, with high moral qualities, and is more self-conscious than self-confident. He could do with more of the latter quality. He is very careful and discreet in his actions, and weighs matters carefully. In a position of responsibility he would be successful, for he is thoughtful, knows how to lay out work to advantage, and is conscientious in carrying out details.

D. T. E.

No. 884.—J. A. L., Michigan City, Ind.—You have an active temperament that calls for outdoor occupation; do not, therefore, go into a bank or store, but be outside. You are practical, observing, and scientific in your way of doing your work, and could work by the eye as a mechanic or practical engineer; or you could succeed in a business like real estate, or in the building line. You appear to have no lack of energy or executive ability, and you should make as much as possible out of your quick perception of men and things, and the size, form and proportion of buildings, land and timber. If you were a timber merchant, you would be able to reckon how much profit and loss you might expect from buying an acre of woodland.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

J. E. H., New York.—In reply to your communication we gladly give quotations from your letter to the Editor of *System* concerning an article which appeared in that magazine by Walter Dill Scott, on "How the Principles of Psychology may be applied to Develop Man's Efficiency in Business," and also quote from the reply you received from the Editor.

In the first place, you say: "I confess that something must be wrong with either my system of analogy or my mode of intellectual calculation. Hence I utterly fail to grasp the idea by which Psychology can develop man's efficiency in business without connecting action to some faculty. If this is done, there must be some organ to which that faculty must be attached in order that there may be a manifestation of capacity to exercise Understanding and Will. Each one has more capacity and a stronger propensity for one pursuit than another. . . . Throughout the article I have vainly searched for some tangible starting point or ending, so that one might learn some specific characteristic that would require a faculty to act in order that there might be some effect arise from a cause, locating an organ in the brain. Unless there is an organization to assist specific faculties, there can be no action. If any faculty is attached to a particular organ, this organ can never be wanting if the faculty manifests itself; which truth is as evident as that which states that no effect can take place without a cause. Psychologists are prone to use the words understanding, perception, memory, imagination, judgment, will, etc., without giving a reason for using such unknown qualities, much less without intimating to ordinary people where such faculties may be located in the brain as the organ of the mind. If the brain is the organ of the mind, as Psychologists claim it to be, why do they not locate the faculties that develop well-known characteristics? Without being able to do the above, the writer fails to understand how Psychology can be applied to develop man's efficiency in business, because without something tangible to grasp hold of, of what use is Psychology to the business man? I believe that every Salesman, Sales-manager, and Proprietor realizes the need of what I am suggesting, and will hail the day when these missing links are supplied.

"As the Editor of *System* invited suggestions from readers of the magazine on this subject, I have written at this length, and believe that your readers will feel interested in developing some system by which the business man may learn to read the characteristics of customers as well as

be able to delineate the characteristics and qualifications of employees, so that an individual may be read at a glance and save the waste of expense and years of trying out theories which prove a disappointment in the end."

The answer which was received from the Editor of *System* states:

"I fully appreciate the position you take, but it is asking too much of the Psychologist to expect him to prepare a chart and compass that will guide each one of us faithfully over the tempestuous seas of commercial life. If the Psychologists could direct everyone in a definite way from starting point to goal, we would all be captains of industry and merchant princes. At the most, all the Psychologist can do is to offer suggestions and point out general principles that seem to be warranted by the investigations which he has made. It must be remembered that the application of Psychology to business problems is of such a recent origin that there has been no time to work out definite principles such as we may hope for in the years to come. We are just beginning to appreciate that success and failure are not a matter of chance, but that there are certain underlying principles governed by definite laws entering into every business transaction."

As Editors of the PHRENOLOGICAL JOURNAL we would like to state that the day has already dawned when definite principles can be applied to the working out of man's efficiency in business, and there is no need for us to wait for years to come for the millennium to appear in Mental Science. If we are blind to see that the millennium has already come in this direction, who is at fault? Let us use the discoveries that have already been made, then we will be prepared for others yet to come.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

On Tuesday, May 3d, a large audience was drawn together to hear Mr. J. Millot Severn's lecture on "Some Difficult Faculties."

Mr. John Naylor, President of the Society, took the chair, and at once called upon Mr. Severn to deliver his lecture.

In some introductory remarks the lecturer said that the subject of the human mind was one which philosophers of all ages had been interested in, but no practical solution or explanation of the mind's working had been found until Phrenology was discovered.

The lecture was mainly devoted to the discussion of the organs of Tune, Human Nature (or Intuition) and Agreeableness, and was listened to throughout with close attention.

The President made a few remarks, and one or two questions were asked and replied to by the lecturer.

On the motion of Mr. William Cox, seconded by Mr. J. Smith (who

was one of the original founders of the British Phrenological Society), and supported by Dr. C. W. Withinshaw, a hearty vote of thanks was accorded to Mr. Severn for his valuable lecture.

MEETINGS FOR JUNE.

The American Institute of Phrenology will hold its last evening meeting of the season on Tuesday, June 7th, at eight o'clock, at 18 East Twenty-second Street, when addresses will be given on "Business Psychology and Character Analysis." Dr. C. O. Sahler, Mr C. Chapman, and Miss Jessie A. Fowler will speak. Practical demonstrations will be given during the evening.

On June 10th, Miss Fowler will speak at Rahway, N. J., at the home of Miss Esterbrook.

On June 17th, an open-air meeting will be held at the home of Mrs. R. W. Smith, Hudson Street, Hackensack, N. J.

On June 22d, an open-air meeting will be held at the home of Mrs. E. Robbins, 3728 Olinville Avenue, near 216th Street, Williamsbridge, N. Y.

On June 24th, an open-air meeting of the Institute will be held at the home of Mrs. Caroline Munch, Cedar Grove, Upper Montclair, N. J.

On June 29th, an open-air meeting will be held at the home of Mrs. E. Perry, Bronx Boulevard, near 216th Street, Williamsbridge, N. Y.

These meetings will be held at 3 p. m., and all members and friends of the Institute are invited to attend. Miss J. A. Fowler, Mr. J. E. Halsted, Mr. J. C. Yoder, Mrs. Rose Fraser, and others, will speak at the different meetings.

Arrangements are being made for other meetings, at Milton, Kingston and Brooklyn. We will be glad to have further offers of gardens where meetings can be held in connection with this Summer campaign.

FIELD NOTES.

Dr. J. M. Fitzgerald, of Chicago, reports that he has had a successful series of lectures at Detroit, Michigan, where the people seemed to be enthusiastic over the science. Dr. Fitzgerald expects to visit Armada, Michigan, during the month of June. In August he will deliver three lectures at the Lithia Spring Chautauqua.

C. W. Tyndall is carrying on phrenological work at Mount Clemens, Michigan.

Mr. William E. Youngquist, of Stockholm, Sweden, continues to make lecture tours through the towns and cities of that country, and sends encouraging reports of the interest that is taken in the science of Phrenology in that far away country. We wish him continued success in his good work.

We regret to note that Mr. M. Tope, Editor of the *Phrenological Era*, has recently lost his father, who passed away at the age of seventy-seven

years. Mr. Tope says of his father: "His life was one of faithfulness to duty and to his friends. He has left a most worthy example of a noble and good life, similar to that of the great Master—one that may well be imitated by all who knew him."

There is considerable talent required to drill a Well cheaply and satisfactorily. Mr. K. Brooks is a specialist in the line of Artesian Wells, and understands thoroughly the science of this work.

Prof. G. Morris has recently given three public lectures in one week, at Portland, Oregon, and made delineations of character at each of them. He is a staunch believer in the Science of Phrenology.

WEDNESDAY MORNING TALKS

APRIL TALKS.

On April 6th Miss Fowler's subject was "Will Power and How to Cultivate It." The speaker said she believed that Will Power was one of the most important topics they had to consider, and yet people did not realize fully how the various faculties were influenced by the organ of Firmness. If they did they surely would cultivate this power of the mind more perseveringly. When asked how to cultivate the will, the speaker had often laid out a program for such persons who appeared to be in the dark on the subject, and her program was made up of affirmations and proclamations as well as encouragement to work steadily upon a subject until it had been completed. She suggested that many people had been benefited by making the following affirmations: I will conquer; I will master; I will overcome; I will be more cheerful; I will leave the past alone. And after these affirmations have been made a number of times, she believed in proclaiming the following thoughts: I am feeling better; I am more cheerful; I am stronger; I am conquering; I have let the past drop out of my sight. As thoughts become things and take on form, it is well to guard one's thoughts, to keep away evil ones, and only encourage those that are good. An interesting discussion followed, in which many present took part.

On April 13th the subject was "Emotion and How to Control It." Miss Fowler compared Emotion with Science, and said: "This is a practical age and there is a decided inclination to bend toward the Objective side of things and leave out the Subjective." She said: "Science is the fact-collecting side of life, Art is the emotional; Science is the real side of life, Art is the sentimental; Science is the substantial side of life, Art is the fringe; Science is the foundation of knowledge, Art the ornament." Several causes of emotion need to be curbed, the speaker said. Namely, Anger (from the activity of large Destructiveness); Stubbornness (from the too active organ of Firmness); Fear (from over Cautiousness); Vanity (from Approbativeness); Fear of Death (from Vitativeness); Fear of

Ghosts (from Spirituality); Pride (from Self-esteem); Passion (from Combativeness); and Tears (from small Hope). In the discussion many good points were brought out.

On April 20th the subject was "Imagination and How to Develop It." The speaker said that Imagination was much more necessary for one's success in life than was generally supposed. A child generally displays Imagination when it plays with paper and strings and makes fortresses of bricks, and imagines that large armies are being kept out from the fortress. An artist shows Imagination when he uses his brush to paint a picture. An inventor shows Imagination when he invents innumerable labor-saving devices. A speaker draws on his Imagination when he illustrates his subject with some fancy incident. The element of Imagination comes from the organs of Spirituality, Sublimity and Ideality. We also find Imagination expressed in the following ways: In the Artist through Ideality; in the Dramatist through Sublimity; in the Writer through Casuality; in the Speaker through Language; in the Inventor through Constructiveness; in the Teacher through Comparison.

Among those present during the month were: W. H. Hill, W. Lee, H. F. Lutz, D. W. Lewis, J. Alfred Miller, A. N. Cooper, Mrs. H. Jennings, Mrs. R. A. G. Fraser, Mrs. N. Samuelson, Mrs. D. T. Whitlock, Mrs. C. Munch, Mrs. E. Perry, Miss F. M. Rueff, S. D. Benohel, Miss E. A. Maguire, Mrs. T. Coffin, W. K. Vanderbilt and G. Frank.

MAY TALKS.

The Talks during May were upon the following subjects: "The Art of Concentration;" "New Thought Ideas and What They Stand for;" "The Usefulness of Mental Electricity," "And How to Cultivate Attention." A report of these meetings will be given in a future number of the JOURNAL.

PHONOGRAPHY.

Phonography is the highest art known to man. It is the latest and best gift, from the Divine to the Human, in this ELECTRIC AGE.

It is the Deistic, the Divine Art, and it partakes of the nature of the infinite; its variations are as multifarious as the Stars, and its practice and knowledge as comprehensive as the Universe.

It has had many noble Apostles, whose names have shed lustre upon its attainment. ISAAC PITMAN was its progenitor; JAMES E. MUNSON its elaborator, and DAVE LEWIS the admirer of them both and of the Art itself. PHINEAS T. BARNUM, the illustrious showman, made it his life's study and espoused its cause.

Its study and acquirement is not Boy's play—being the highest, it is the hardest of all studies; and he who devotes himself to it has a life's work before him, full of pleasure, full of attainment, and full of usefulness in its results.

AN OLD ROADMASTER.

FOWLER & WELLS CO.

On February 29, 1884, the FOWLER & WELLS CO. was incorporated under the laws of the State of New York as a Joint Stock Company. for the prosecution of the business heretofore carried on by the firm of Fowler & Wells.

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

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THE SUBSCRIPTION PRICE of the PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders, Drafts on New York, or Registered Letters. All Postmasters are required to Register Letters whenever requested to do so.

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

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CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to FOWLER & WELLS Co., and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

The Phrenological Era, Bowerston, Ohio.—The current number contains interesting extracts from "Under Foreign Skies," by D. H. Friend, Zoar Station, Ohio, including experiences in China, at Honolulu, and along the Pacific Coast of the United States. The April number contains a sketch of Jackson Tope, the father of the Editor, who passed away on February 22d, at the age of seventy-seven years.

The American Review of Reviews, New York.—This magazine contains the usual up-to-date items of news from all over the world. It is profusely illustrated with many interesting photographs and pictures.

The Balance, Denver, Colo.—Among the interesting articles in the current number are the following: "New Thought—What It Teaches," by Olive A. Killin; "The Creative Breath," by Julia Seton Sears, M. D.; another on "The Spiritual Impulse of Sin," by Laura Campbell Gleaves, all of which are interesting and instructive reading.

The Naturopath, New York City.—This magazine is devoted to the Art of Natural Healing and Natural Living, or the Science of Physical and Mental Regeneration. One good article in the present issue is on "Observations in Treating Diphtheria According to the Methods of Father Kneipp," by Benedict Lust, N. D.; another is on "Science of Right Living; or, Every Man a Potential Centenarian," by Charles H. Shepard, M. D.

The Metropolitan and Rural Home, New York City.—This is a popular monthly magazine which is devoted to agriculture, stock raising, bee culture, and poultry; in fact, everything of interest to the farmer.

The Phrenologist, London, Eng.—This is a quarterly magazine devoted to the interests of the British Phrenological Society, and contains reports of the monthly meetings of this Society.

Publishers' Department.

REVIEWS.

Nervous States, Their Nature and Causes. By Paul Dubois, M. D., author of "The Psychic Treatment of Nervous Disorders," etc., etc. Published by Funk & Wagnalls Company, New York and London. 12mo; cloth; 101 pages; price, 75 cents net.

This is the fourth work by the distinguished Professor of Neuropathology in the University of Berne, which the publishers have been able to offer to the American public through authorized translations. The present work is issued as a companion volume to the "Influence of the Mind on the Body." Dr. Dubois points out that Neurasthenia, contrary to general impression, is not a new disease created entirely by the conditions of modern life. He says that most men and women are subject to various degrees of Neurasthenia, due to the influence of fatigue. The author of this book is evidently a scientific investigator.

The Science of Living; or, The Art of Keeping Well. By William S. Sadler, M. D. Published by A. C. McClurg & Co., Chicago, Ill. Price, cloth, \$1.50 net.

The object of this book is to present to all who are interested in health an outline of modern Hygiene as developed in the great research work of the laboratories of the world. The writer has told the story of health in plain every-day language, and the extent of his work is surprising when one sees how much he has attempted to do in writing the one volume. The book is thoroughly illustrated, and presents forty-two figures all of which are interesting and instructive. He tells the reader about the structure of the human body, and shows him the various kinds of cells to be found in his organism. He also explains methods for the prevention of disease, and gives food-tables which show the relative value of what we eat. All who are interested in the subject of Health and Hygiene would do well to add this book to their libraries.

The Science of Getting Rich. By W. D. Wattles. Published by Elizabeth Towne, Holyoke, Mass. Price, silk cloth, \$1.00, postpaid.

The writer informs us that his book is pragmatical not philosophical; a practical manual, not a treatise upon theories. It is intended for the men and women whose most pressing need is for money; who wish to get rich first and philosophize afterwards. In fact, it is for those who have so far found neither the time nor means to go very deeply into study of metaphysics, but who want results and are willing to take the conclusions of science as a basis for action, without going into all the processes by which those conclusions were reached. On page 37 the writer states: "I have said that men get rich by doing things in a certain way; and in order to do so, men must become able to think in a certain way. A man's way of doing things is the direct result of the way he thinks about things. In order to do things in the way you want to do them, you will have to acquire the ability to think the way you want to think; this is the first step toward getting rich." The book is stimulative, and although the reader may not be able to substantially believe all that is stated in it, he will find much that will encourage him in his daily life and lead him to a fuller attainment of what he wishes to do.

The Art of Expression and the Principles of Discourse. By William Walker Atkinson. Published by The Progress Company, Chicago, Ill., and L. N. Fowler & Co., London, Eng. Price, \$1.00.

The writer has shown us the importance of "Expression," of "Language; Its Beginnings;" "The Evolution of Language;" "Words;" "Building a Vocabulary;" "The Choice of Words;" "Figurative Speech;" "Discursive Expression;" "Argumentative Discourse," and "Language and Proof," among other points, and gives us in a nutshell much that the reader is glad to have presented in such an acceptable form. Many hints are given concerning how thought can be best expressed, or "squeezed out," as the Latin for expression explains. Therefore it should prove a valuable treatise on a subject of great importance to the public speaker.

The Springs of Character. By A. T. Schofield, M. D. Published by Funk & Wagnalls Company, New York. Price, \$1.50.

No subject of the present day is so popular as that of the above named, and the writer, Dr. A. T. Schofield, is one of the few men capable of handling the topic properly. It is both scientific and popular in style. The quotations from other authors are appropriate and timely, and the original part is profound and interesting. The writer calls attention to "Character and the Body," "Character and Ethics," and "Character and Habits," among other equally interesting subjects. He says Character may be defined as the personal shape the mind becomes by use. The book is finely printed in large type, and is sure to attract a wide following of readers.

The Education of the Child. By Ellen Key. Published by G. P. Putnam's Sons, New York and London. Price, 75 cents.

The above named book has been reprinted from the authorized American edition of "The Century of the Child," and contains an introductory note by Edward Bok, Editor of *The Ladies' Home Journal*.

Mr. Bok gives it as his opinion that "nothing finer on the wise education of the child has ever been brought into print." He believes that it points the way straight for every parent, and thinks it ought to find a place in every home in America where there is a child. The writer says that education must be based on the certainty that faults cannot be atoned for, or blotted out, but must always have their consequences. At the same time, there is the other certainty, that through progressive evolution, by slow adaptation to the conditions of environment, they may be transformed. Again she says most truly: "We shall never believe that a characteristic of the soul can be destroyed. There are but two possibilities—either it can be brought into subjection or it can be raised up to a higher plane." The book is full of similar ideas. It reminds me of some of the practical touches of Montaigne, Comenius, Basedow, Pestalozzi, Salzmann, Froebel, Herbart. The book is calculated to have a wide sale.

The Normal Problem of the Children. By Rose Woodallen Chapman. Published by The Mary Wood-Allen Fund Committee, New York. Price, 20 cents.

The moral condition of the children in the public schools is one of the most difficult problems of the present day, and the writer calls the attention of all thinking men and women to this fact through her excellent book of ninety-five pages. Especially does she appeal to the father, the mother, the teacher, the minister, the doctor, and the Sunday School teacher, for all of these have their influence in purifying the thought-influence for the children.

WHAT THEY SAY.

"Please let me know when my subscription expires. I don't want to miss one number. The JOURNAL is growing better with every issue, and should be read by those seeking knowledge that gives strength to mind and tone to character.

Yours very truly,

"W. H., Ephrata, Pa."

The Phrenological Chart

This is a handsome lithograph of a symbolical head. The relative location of each of the organs being shown by special designs illustrating the function of each in the human mind. These sketches are not simply outlines, but many of them are little gems of artistic design and coloring in themselves, and will help the student to locate the faculties and to impress his mind with a correct idea of their prime functions. For instance, Combativeness is represented by a scene in a lawyer's office, where a disagreement has led to an angry dispute; Secretiveness is shown by a picture of the cunning fox attempting to visit a hen-roost by the light of the moon; a bank represents Acquisitiveness; the familiar scene of the "Good Samaritan" exhibits the influence of Benevolence.

The head is embossed and handsomely lithographed in six colors. Size, 14 x 20 inches. Being printed on metal, will not tear.

It is an excellent chart to hang up in the school-room for children to study; or in the business man's office, to serve him as a guide in selecting his clerks.

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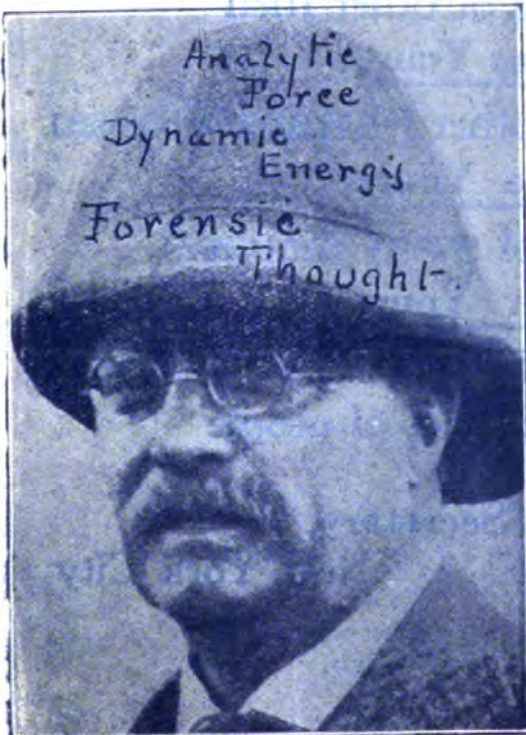
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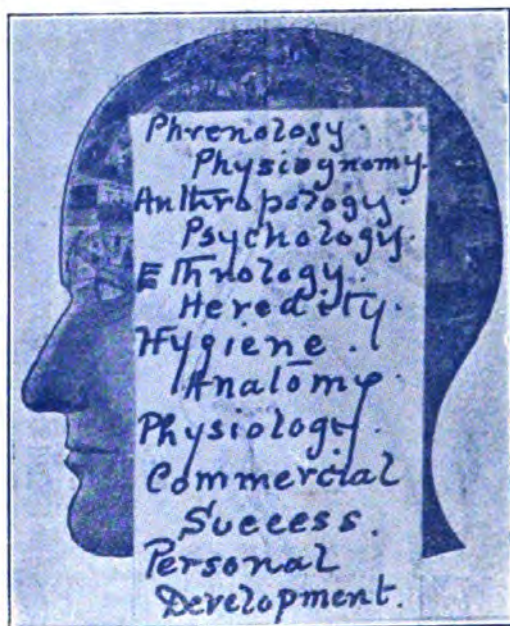
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WHOLE NO. 856

The Natural Language of the Faculties.

BY CRANIUM.

THE MORAL AND RELIGIOUS SENTIMENTS. (Continued.)

The New Thought of the present day has had much to do with increasing and accentuating the upward tendency of the mind. Hence Faith, Trust and Hope in Divine guidance and in partially developed truths have been on the increase, and instead of a belief in superstition our minds have been directed along more practical channels to examine for ourselves truths and principles which underlie all business transactions.

SPIRITUALITY.

This faculty takes its name from the Latin word "spirare—to breathe," and expresses the function of life or living substance considered independently of corporeal existence; an existence conceived of apart from any physical organization or embodiment; vital essence, force or energy as distinct from matter. It is the faculty or state of being spiritual.

Spirituality gives us faith in Providence, a confidence in partially developed truths, a trust in divine impressions, and a love of the new, novel and wonderful. It is the faculty that links us to the next world and gives us a foretaste of what is to come.

The function of this organ was regarded as established by Gall, Spurzheim and Combe, who believed that there existed in man an element which

put him in relation to spiritual beings and spiritual things. Gall observed that some individuals imagined themselves to be visited by apparitions of persons dead or absent, and, he asked, how did it happen that men of considerable intellect often believed in the reality of ghosts and visions? And how were such illusions to be explained, if there were not an organ whose function demonstrated such mental action?

Dr. Spurzheim said there was a sentiment which exerted a very great influence over religious conceptions, and which, in his opinion, contributed more than Veneration to religious faith. This sentiment was to be observed among mankind at large, both among savages and civilized nations, and many persons were disposed to believe in dreams, in magic, in the mystic influence of spirits and angels, in second sight, and in miracles of all sorts. He said its functions were often disordered, constituting one species of insanity. George Combe said his observations on the faculty had been exceedingly numerous. He met with persons excessively fond of news which, if extravagant, were the more acceptable; prone to the expression of



LARGE SPIRITUALITY.



SMALL SPIRITUALITY.

(Photos by Rockwood.)

surprise and astonishment in ordinary discourse; deeply affected by tales of wonder; delighting in the Arabian Nights entertainments and the mysterious incidents abounding in the Waverly novels; and in them he uniformly found the part of the brain in question largely developed.

The organ of Spirituality is located between the organs of Hope and Imitation, in the ascending frontal convolution beneath the parietal bone, in front of the coronal suture. The center for the expression of Wonder has been experimented upon by Dr. Ferrier, and when electrified causes movements of the hands, head and eyes—the latter to open widely, the pupils to dilate, and the head and eyes to turn to the other side. This area gives the physical expression of Wonder, the conception of sudden or new ideas and impressions. Herbert Spencer wrote a number of interesting articles in the *Zoist* on this faculty, in 1844 and 1845, in which he demonstrated his interest and belief in Dr. Gall's system, and later he inculcated many of Gall's ideas in his work on Psychology. Speaking of the faculty of Wonder

or Imagination, he says: "If,* then, the faculty be capable of affecting so much under the influence of its ordinary stimulus, we may reasonably assume that its unnatural actions will be accompanied by a difficulty in distinguishing revived impressions from real perceptions. Numerous cases of mental illusions from a slightly disordered state of the brain might be quoted: similarly may be explained the mental action that gives rise to the seeing of ghosts and apparitions. Persons will, of course, be subject to such illusions in ratio of their *endowment of the faculty of Reviviscence*."

To show that Spencer believed in the radical difference in the shape of heads, we quote what he says concerning this faculty. "Reviviscence creates mental imagery, love of ghost stories and witchcraft, affording scope for imagination. It has been maintained that Reviviscence is the parent of Imagination, that Imagination is but a revival and putting together of impressions previously received by the *perceptive faculties*, and that upon the efficiency of the reviving agent must mainly depend the vividness of ideal images. Poets, therefore, who are in a great measure distinguished by their powers of imagination, may be naturally expected to possess a large endowment of Reviviscence. That such is the fact may be seen by reference to the heads of Milton, Shakespeare, Tasso, etc. *In all of them the organ is large, in some very large.*"

In short, Herbert Spencer sums up his views on this organ in the following words: "The faculty entitled 'Wonder' by the phrenologists has for its ultimate function the revival of all intellectual impressions; it is the chief agency of imagination, and affords a tangible explanation of mental illusions, either when due to disordered states of the brain or to unusual excitement."

It is further interesting to note that Dr. Ferrier confirms Herbert Spencer's views, for the location of the faculty—Wonder or Reviviscence—corresponds with one of his brain-areas, "the excitation of which causes the eyes to open widely, the pupils to dilate, with movements of the eyeballs and head. It gives the appearance of attention and the movements indicated are essential to the revivification of ideas."

This faculty has been more recently called Spirituality, and is divided into three portions. The lower portion gives a disposition to amplify and magnify, a sense of the novel and marvelous, and is called *Wonder*. The middle portion gives a disposition to adopt untried methods or measures, a trust in the unseen, immaterial and impersonal, and is called *Trust*. The upper portion gives a sense of the spiritual existence of things and confidence in partially developed truths, is the medium of inspiration, and is called *Faith*.

Persons having this faculty largely developed will show a singularly elevated expression of countenance; the eyelids will be lifted and the eyes often turned obliquely upward. When this faculty is too actively developed

the restraining organs of Cautiousness, Self-esteem and Firmness must be called to the support of reason and the mind withdrawn from the constant contemplation of the spiritual, and fixed upon the real and tangible things of this life.

If this faculty is deficient in anyone, his attention should be directed to that class of subjects upon which it is legitimately exercised, namely a future existence, premonitions, meditations on divine things, the reading of religious works, of poetry and books that will call out the imagination, and attendance upon religious meetings.

Among the examples of persons having this faculty largely developed, we recall a case which Dr. Gall mentioned of a gentleman whom he met in Paris in the best society there. He asked if he might examine his head, and upon obtaining permission he remarked: "You sometimes see visions and believe in apparitions." The gentleman started from his chair in astonishment, and said that he had frequent visions, but that never up to



LARGE BENEVOLENCE.



SMALL BENEVOLENCE.

(Photos by Rockwood.)

that moment had he spoken on the subject to any human being through fear of being set down as absurdly credulous. The organ of Spirituality was also largely developed in Burns, Scott, Hawthorne, Laura Bridgeman, John Wesley, Swedenborg, Tasso, Cromwell, Ann Lee and Joan of Arc, as well as among people of to-day, such as Bishop Fallows, Dr. Worcester, Rev. Minot Savage, Wm. T. Stead, Dr. Funk, and others.

VENERATION.

Veneration is the uppermost faculty in the head. We find that the word comes from the Latin "venerari—to venerate." It is the faculty that expresses the act of venerating or the state of being venerated; the highest degree of respect and reverence; a feeling of sentiment excited by the dignity, wisdom or superiority of a person, by sacredness of character, by consecration to sacred services, or by hallowed associations. It gives to the mind a sense of aspiration, adoration, holiness, respect for age and antiquity, and a disposition to serve and obey. Those persons who live in this faculty

for only one day in the week lack the full force and beauty of it; it should be exercised every day of one's life. It should be used as a means for understanding the divinity that is in one, and as a person learns to understand himself he will be better able to understand his Maker.

The faculty is located in the ascending frontal convolution beneath the parietal bone. It is the center which Darwin and Mantegazza have referred to as the "*expression of Patience, Submission, and the absence of any inclination to Resist.*" The muscles influenced when excited from this center are those which, according to Dr. Ferrier, cause "the rising of the shoulders, with extension of the arms, the flexion of the thighs and toes, and rotation of the leg," and are influenced through the parietal convolution, which corresponds with Gall's organ of Veneration. Dr. Gall gives the following account of his first attention to the discovery of this organ: His father's family consisted of ten children who all received the same education, but their talents and dispositions were very dissimilar. One of his brothers manifested from infancy a strong inclination toward religion, and was constantly engaged in prayer. His father had intended him for a merchant, but he himself disliked that occupation because, he said, it exposed him to the necessity of lying. At the age of twenty-five he abandoned his business and fled from his father's house and became a hermit. His father at length allowed him to study for the ministry, and at the end of five years he took orders and continued till the period of his death to live in the exercise of devotion and in the practice of penance. His Veneration was large.

The natural language of this faculty carries the head upward in the direction of the organ. The body is generally inclined forward in the attitude of respect, adoration or prayer; while the eyes are instinctively raised above one, as though there existed a visible heaven. As the Good Book says, "I will lift up mine eyes unto the hills from whence cometh my help." The voice of the person who possesses this faculty is generally subdued, soft and adoring. It is quite interesting to note the difference even among our clerical brethren, for the one who possesses a large degree of the organ will soften his voice to a tone of devotion, while the person without this faculty has a cold, formal and unimpressive tone of voice.

The organ of Veneration is divided into three portions. The back portion gives a love of the antique, of old relics, old china, and ruins and conservative forms of thought, and is called *Antiquity*. The central portion gives the love to adore, to venerate, and to worship a supreme being, and is called *Worship*. The front portion gives a regard for superiors, and shows a deferential and respectful bearing toward the aged and those who have had experience or who are authorities on definite knowledge, and is called *Respect*.

When this faculty is largely represented its function imparts a reverential regard for religion, things that are sacred, and an adoration for a su-

preme being. It gives a belief and disposition to pray and observe religious rites, and respect for whatever is regarded to be great and good. This faculty is blind like every other mental quality, and needs the light of reason to check superstition and bigotry. This faculty can be restrained when it runs into the forms of fanaticism and religious monomania by withdrawing the mind from the constant contemplation of subjects upon which the mind is warped, namely religion, relics and constitutional formula, and placing it upon things of a more worldly nature, and business affairs.

When this faculty is small or deficient a person is generally disposed to show but little respect for devotional subjects or reverential topics, and the mind is generally absorbed in everyday affairs. In order to cultivate more respect a person should be willing to speak more reverentially of sacred things and think more highly of the experience of those who are superior in knowledge, and who have a higher moral tone of character. Such a person should avoid joking or trifling with sacred subjects, and endeavor to express more holiness of life.



LARGE VENERATION.



SMALL VENERATION.

(Photos by Rockwood.)

We find that in some nations there is far more superstition than in others, and while many African negroes, American Indians, Hottentots, and even Hindoos have but a moderate amount of intellectual power compared with Europeans, yet they are much more influenced by social customs and prevailing ideas concerning religion than those who have more mental enlightenment. It is not the perversion of the faculty that is recommended, but rather the enlightenment of the mind and the education of the higher moral powers that is desirable. Socrates did not assent, it is said, to the popular religious errors of the Greeks, for he had too high a forehead to allow himself to be influenced simply by superstition or the current views of his day. Pinel said that nothing was more common in the hospitals for the insane in his day than cases of alienation produced by devotional feelings excessively exalted by conscientious scruples carried to prejudicial excesses or by religious terror. Gall said that as this kind of insanity is often present without derangement of the other faculties, physicians ought to have inferred that it is connected with disease of a particular part of the brain, and not the brain as a whole.

BENEVOLENCE.

This faculty is from the Latin word *Benevolens*, or *Bene-well* and *volens*, p. pr. of *volo*—*I will. I wish.* It gives the disposition to do good, and expresses the function of love of mankind, accompanied with a desire to promote their happiness.

It is located in the superior frontal convolution, beneath the posterior portion of the frontal bone and immediately before the anterior fontanelle. Dr. Gall was led to the discovery of this organ through observing the head of a man who was a servant in the family of one of his friends, and who, though not highly educated, always showed a disposition to do good to every one and on every possible occasion, and who possessed a remarkable sweetness of temper. Up to this time Dr. Gall admits that he had not thought it probable that any organ of the brain existed for what is called goodness of heart, and he had never looked for indications of it in the head. Other instances were soon forced upon his attention, causing him to believe that the element of goodness must have a special location in the mind and that there must be an organ in the brain to correspond.

The natural language of this faculty generally relaxes the features and gives an open, genial and pleasing expression to the whole countenance. Imagine that you see before you the liberal-minded philanthropist and the wrinkled, pinched up expression of the miser. The natural language of this faculty in the face shows that the action of the muscular fibres which pass down from the middle of the forehead over the organ of Benevolence and are inserted near the root of the nose, elevates the inner extremities of the brows, sometimes causing short horizontal wrinkles in the center of the forehead, and indicates an activity of the faculty.

The organ of Benevolence is divided into three portions. The back portion gives an interest in others and a strong regard for their happiness. It supplies a consciousness of the needs of others and expresses a tenderness and charity toward those who are less fortunate, and is called *Sympathy*. The middle portion shows the disposition to aid others by generously giving money or influence, and expressing the desire to do good, and is called *Liberality*. The front portion gives a regard for the welfare of mankind and a disposition to do good to the greatest number, and shows an interest in moral progress, and is called *Philanthropy*.

Persons having this faculty largely developed show such prodigality in giving or doing that they often forget their own practical everyday needs. Beautiful though this sentiment is in its proper action, like all others it is liable to perversion and abuse, and it requires the aid of Conscientiousness and Casualty as well as the restraining influence of Firmness and Cautiousness to avoid the excess of a generous impulse. Some people pauperize themselves by their inconsistent prodigality, and die poor and in want

through their inability to hold in check this otherwise desirable faculty. Carnegie has stated that he does not wish to die rich, and so he has begun a systematic giving away or disposal of his vast wealth. Rockefeller, to a great extent, has followed his example.

When persons have this faculty very small in development, they show a selfishness which cares very little for the outside world. They are concerned mainly with their own affairs, and are not generally found carrying out progressive work or acting as philanthropists in any disinterested way. Persons who have small Benevolence should accustom themselves to deeds of active benevolence, and interest themselves in the affairs of others from high motives. They should relieve suffering whenever they can, and endeavor to forgive all who injure them. They should cultivate the humane and generous in their nature, and take an active interest in philanthropic work.

Persons who have been known to have this faculty of Benevolence largely developed are Father Mathew, Oberlin, Marcus Aurelius, and in modern times George Peabody, Henry Ward Beecher and Abraham Lincoln, and may we not add Carnegie and Rockefeller, in their munificent gifts in establishing libraries for the people and helping institutions of learning.

The organ is small in tribes of men remarkable for their cruelty, for instance, in the Caribs; and the organ is deficient in the representations of Tiberius, Caligula, Nero, Catherine de Medici and Robespierre.

A VINDICATION OF PHRENOLOGY.

Among the failures of the last century, according to Alfred Russell Wallace, was its refusal to recognize Phrenology as one of the true sciences. This distinguished British evolutionary scientist has lately been confident enough on the subject of the despised field of investigation known as phrenology to predict that it will gain general acceptance before the twentieth century has expired. "It will prove itself to be the true science of mind," he avers. "Its practical uses in education, in self-discipline, in the reformatory treatment of criminals, and in the remedial treatment of the insane, will give it one of the highest places in the hierarchy of the sciences." The persistent neglect of Phrenology during the past sixty years, and the obloquy into which it has fallen, must, according to Wallace, again be referred to as an instance of the prejudice which prevailed among men of science when they were advancing so proudly through the mazes of evolution.—*Current Literature*.

Personality in Business.

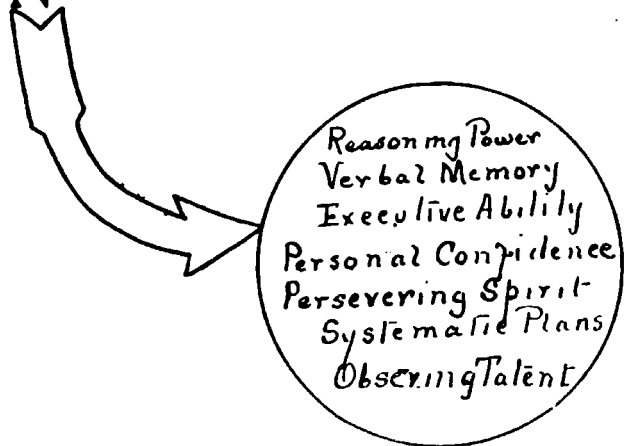
By J. ALLEN FOWLER.

HOW A SALESMAN CAN INCREASE HIS BUSINESS EFFICIENCY

HINTS TO THE EMPLOYEE.

Every normal business man is on the outlook for opportunities that will increase the efficiency of his business and enlarge his profits. But how many business men think of doing so at the right end, by examining the mental development of their customers? Many salesmen could make thousands of dollars more in their monthly sales if they would only take time

SALESMAN



to examine the customers whom they have to approach. We have heard many business men say that it is at the closing point that all the skill of the Salesman is needed. The latter uses his analytical ability to study every move and all the conditions concerning his contemplated prospects and he tactfully scrutinizes his methods to see if they contain anything that will prevent the sale from taking place. But it is by the cultivation of tact and a knowledge of each individual buyer that a Salesman will not only know how to approach a customer, but be able to consummate the sale.

The following queries should be answered by every Salesman if he expects to win success, as they are points of great importance and of burning moment to the Salesman who is an employee, and are very seldom properly understood: (1) How can a Salesman please his customers? (2) How should he talk to his customers? (3) How can he win sales? (4) How

can he increase his personal confidence? (5) How can he improve his verbal memory? (6) How can he develop his executive ability? (7) How can he increase his observing talent? (8) How can he improve his reasoning power? (9) How can he become more systematic? (10) How can he cultivate his will power?

(1) A Salesman can please his customers by knowing how to understand each individual buyer who comes into his place of business, and no Salesman should consider his equipment complete or feel that he has graduated from the school of Business Psychology unless he can correctly answer to his own satisfaction whether a buyer is combative, humorous, critical, positive, analytic, despondent, observing, thoughtful, systematic, negative, synthetic, dignified, taciturn, serious, economic, slow, and about fifty other queries. If he feels capable of doing this, then he can go out into the world with confidence. Otherwise he will stand on the threshold of success and never enter its portals.

(2) How should he talk to his customers? It is not so much a question as to whether a Salesman can speak French, German or Italian in order to please his customers and talk to them intelligently, but rather how he can use his own mother tongue in a way that will be understood and appreciated by his customers. If a salesman tries to get a buyer to place an order with him, he must use his language so that it will appeal to the dominant note of his buyer. If, therefore, his buyer is of a slow, moody, phlegmatic temperament, he must not try to press his suit too fast and thus precipitate all possibility of a sale, but he must humor him and suggest many thoughts that will be likely to come to his mind in favor of and against the article in question, for in this way the buyer will see that the Salesman desires to be thoroughly fair and square in his dealings, and is in reality helping the buyer to solve the points at issue, and thus win his confidence.

(3) How can he win sales? It takes brains to sell goods, and it takes certain faculties to sell certain kinds of goods. An employee must, in order to sell his goods, cultivate his own language, be an expert financier, or at least be able to quickly make estimates and give percentages and make calculations for his customers, and he must also cultivate his verbal memory, and often talk about the conditions of business last year as compared with this, and increase his analytical intellect by correlating one class of goods with another; and, above all, he must increase the mental faculty that gives tact, diplomacy, reserve when the latter is called for, and candor when this is the particular quality that is desired by the buyer. It is, above all, necessary for the Salesman to watch his buyer, and not through carelessness, forgetfulness, or any lack of interest on his part, allow the buyer any chance to change his mind when the contract is all ready to sign.

(4) How can he increase his personal confidence? Personal confi-

dence comes, of course, with experience, to a great extent, but we can increase our efficiency in business by taking responsibilities upon ourselves and making ourselves do onerous work that we would not think of doing under any other circumstances. A Salesman who wishes to increase his Self-esteem must not put too low a valuation on his abilities, but should dwell more upon his best traits of character and reflect on the power of his personal influence.

(5) How can he increase his verbal memory? By the cultivation of Eventuality a business man can increase his efficiency. He should make himself conscious of what is going on around him in order that he may talk about the events of the day. He should relate facts that he has read, heard, or seen. He should tell stories, statistics, and news past and present; and he should endeavor to impress on his mind whatever business facts will bear upon his particular line of occupation. If he wishes to remember the names of his customers he should make a point of going over the day's transactions every night before going to rest, for by so doing he will make himself more efficient and be able to call upon any particular fact, name or date that is of any consequence to him in his work. We should not forget that each faculty has its special memory, and if we wish to recall dates we must cultivate Calculation; or if we wish to recall ideas we must cultivate Causality; or if we wish to recall places we must cultivate Locality; or if we wish to recall faces we must cultivate Individuality.

(6) How can he increase his executive ability? Few people can succeed in business without executive ability, as it is the expression of force, energy, severity, thoroughness and power to endure. It overcomes procrastination and inefficiency as well as obstacles, and enables a person to put old-fashioned vim and new-fashioned hustle into his work. A man cannot be executive and sit down, hoping that business will come to him. He must seek business or go after it. The Micawber type of man will not succeed to-day, and it is only by putting forth effort that a business man can hope to be efficient in the true sense of the term.

(7) How can he increase his observing talent? A man in business cannot increase his observation by closing his eyes to what is taking place around him. He must, on the other hand, not only open his physical eyes wide, but his mental vision should be cultivated, sharpened and intensified. He must first want to see, and then make the effort to do so. He must examine and identify objects in nature, or ideas and their individual existence and usefulness, and endeavor to place before his mind whatever objective knowledge he will need for his business. A Salesman should not be content to use the eyes of a fellow employee, but should be on hand himself to get the news first hand by making the effort to examine individual items of news.

(8) How can he increase his reasoning power? A Salesman may not

be able to become a John Stuart Mill, a Herbert Spencer, or a Linnæus all at once, but he can increase his mental efficiency in the above named respect by setting to work to logically think out a matter and take the present existence and condition of things and persons as a starting point, and reason from premises taken and understood, and then go back to the origin of things and reason out cause and effect. A Salesman must study the principles and the philosophy of business in order to be able to apply all the data that is applicable to his work. He must learn to be theoretical as well as observant. By cultivating this function of his mind the Salesman will become original in his work, and, like Franklin or Napoleon, Newton or Webster, show that he can reason on business matters with as much style and effectiveness as though he were planning a campaign to cross the Alps, or reasoning with the signers of Independence to hang together or they would all have to hang separately, or considering the laws of gravitation, or arguing before the United States Senate on matters of vital importance.

(9) How can he become more systematic? As one of the essentials of a business man's success shows itself through his capacity to arrange his work according to a system, he cannot afford to be without this faculty of Order, and the best way to increase his efficiency in this respect is to classify his work and reduce everything to a system. He should do his work not only at a certain prescribed time, but in definite ways, and give himself no loophole by which he can become lax or inert. He must even go to some extremes in laying out his work by rule and being over neat in order to bring himself to see things from a systematic and orderly point of view. It would be well for him to classify his goods according to their color, their quality and their price, and then classify his orders as well as classify his customers or buyers. Everything, in fact, that he has to do he should seek out some systematic way of accomplishing his end, and he will minimize his efforts and lessen his work.

(10) How can he cultivate his will? The next important function of a business man's brain to executiveness is his will or volitional power. We find that the latter expresses itself under the organ of Firmness. Some people say, "Keep a stiff upper lip and you will succeed." Others suggest the holding up of the head and the stiffening of the neck. These methods may help to impart will power and a peculiar hardness to the manner and stiffness and uprightness to the gait, and an emphatic tone to the voice. But steadiness of purpose, stability of character, perseverance and an aversion to change must come about by a tenacity of will and a resolution to make up one's mind without flinching to carry out a certain line of conduct irrespective of what others may say. Will power may be developed by a well considered and wise assumption of positions which are clearly important to be held. The faculty of Firmness is largely stimulated by the aid of Conscientiousness, Self-esteem and Approbativeness, and in order to over-

come difficulties one must ever strive to have in mind the object before him. O. S. Marden tells a story that is so appropriate to our text that we venture to mention it here. He said in a recent article: "If Napoleon had seen the 'impassible' Alps which his advisers, even his own generals, saw, he would never have taken his army over them in winter, and would never have been the Napoleon of history. When told that the Alps were impassible he replied, 'Then there shall be no Alps.' It is not the spirit that will try to cross the Alps which 'will go as far as possible'; it is the Napoleon resolution to take the army into Italy, Alps or no Alps, that wins."

He also says: "There is everything in setting the whole current of one's being strongly, vigorously, toward his goal; in burning his bridges behind him and committing himself unreservedly to his aim."

Every young business man should have in mind what Julius Cæsar once said, namely, "I came, I saw, I conquered." Then he will not be content to proceed with the business of the day without a fixed determination to succeed.

THE SUCCESS OF GREAT MEN.

The success of great men proves to us that they must have a mental capital of one kind or another which enables them to so organize their work that they may make it a perfect success. To understand the power that successful men possess, one should analyze the functions of such brains, and endeavor to see how the brain does its work. If it is by concentration, then concentration should be cultivated by the imitator of a great mind. It is incorrect to say that the power of the brain can be increased indefinitely, for each brain has its limitations; still we can certainly increase the activity of our capacity individually when we show confidence in ourselves to do so. But confidence is often lacking in persons of weak minds, and in order to strengthen any mental process of thought one must cultivate the self-conscious power or arouse the greatness within. If once you become conscious that you can do what other men have accomplished, you need never again lack faith in yourself.

Not one of us can feel his duty done, unless he can say as he approaches his end, that, because he has lived, some fellow-creature, or some little spot of earth or something upon it, has been made just a little better.

—Andrew Carnegie.

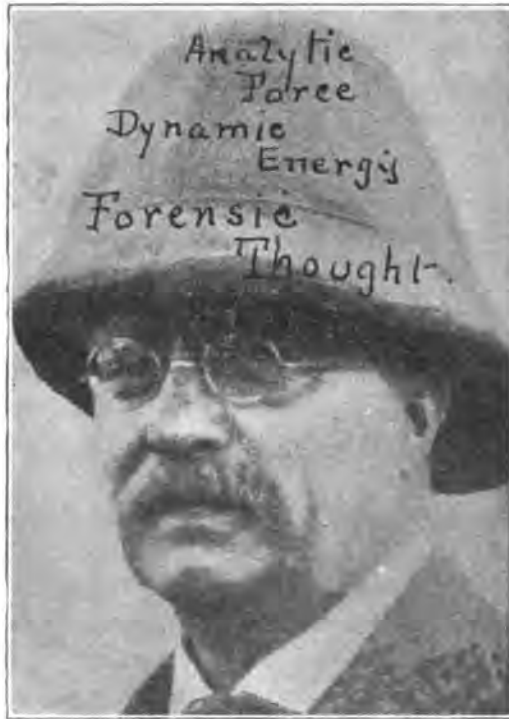
Don't carry your Wish-bone where your Back-bone ought to be.

—Josh Billings.

In the Public Eye.

THEODORE ROOSEVELT.

According to the noted historian, Guglielmo Ferrero, Theodore Roosevelt has been much misunderstood by Europe. Was there ever a man who was so much criticised for the different parts of his character as Mr. Roosevelt has been? On the one hand, Ferrero tells us that we will find him "a gentle and charming man, of extreme simplicity;" that he "immediately strikes one as being perfectly sincere and honest;" that he "overflows



COLONEL ROOSEVELT.

with cheerfulness, good humor, health and physical vigor"; that "all of his ideas are marked by moderation and sound common sense;" and that "if any man has ever shrunk from asserting his individuality in conflict with the general drift of human ideas, he certainly is the man." On the other hand, the *London Times* speaks of the ex-President as one who "preaches the strenuous life, and inculcates the doctrine 'increase and multiply.' He is all for courage, activity and virility. He would be a peacemaker, and yet would retain the warlike virtues. He brushes aside the obstacles which nerves

and introspection raise in others more complexly constituted, and he seems, with his perennial youthful confidence and courage, to have the effect which the presence of a strong man overflowing with health and good spirits has among those who are no longer robust."

So we find that the impressions made by Roosevelt in Cairo, Rome, Vienna, Paris, Brussels, Oxford and London, are quite varied. But that his attitude is that of a teacher is generally conceded by most countries.

The phrenological solution of his many-sided character is easy to see in the force of his executive or basilar brain, the activity of his perceptive, scientific and knowing brain, together with his strong, independent, assertive and conscientious brain to be found in the crown of his head.

One of his finest mottoes should be the motto for all young men, namely, "Fit yourself for the work God has for you to do in this world, and lose no time about it." In other words, find out what your calling is by the dominant characteristics you possess, then pursue it with all your might and main.

J. A. F.

SIR HENRY ADAMSON, C. S. I., LL.D.

Sir Henry Adamson, C. S. I., LL.D., the recently appointed Governor of Burma, entered the Indian Civil Service in 1877, and became Settlement Officer in Burma in 1880, and successively held the posts of Deputy Commissioner, Commissioner and Judicial Commissioner of Upper Burma in 1900-



SIR HENRY ADAMSON, C. S. I., LL.D.

1905. In the latter year he became Chief Judge in the chief court of Lower Burma. His wide experience of Colonial administration will be of great service to him in the more authoritative position he will now occupy.

To classify different types of men is comparatively easy to the mental scientist, and to the Phrenologist in particular; there is a wide difference in the mental make-up of the professional man and the working mechanic,

and a marked difference in cranial development between the successful commercial man and the improvident wastrel that is to be seen in all large cities. Again, the successful diplomatist will possess a differently formed cranium to the sedate and profound Theologian.

Nature is not equally liberal in all her gifts, to some she gives ten talents, to others five, and we frequently meet with those who have a lesser number; all honor to the man who assiduously cultivates and develops his few talents, and achieves success by his own efforts.

The secret of Sir Henry Adamson's success lies in his unswerving loyalty to principle, and in his excessive care and attention to details and their importance.

His Cautiousness is always wide awake, hence his forethought, coolness of judgment and active diplomatic spirit; few men could keep a secret better or be more reticent regarding matters of grave importance. These characteristics will distinguish the subject of this sketch in a marked degree.

It will be noticed that there is relatively more breadth than height or anterior length in his cranial developments, from which we infer that he is shrewd, tactful in expressing his opinions, very guarded in all his actions, non-committal and discreet in discharging his duties, with the capacity for planning practical schemes and judiciously weighing the pros and cons of any important matter brought to his notice. His mental make-up suggests the successful diplomatist, and the type of organization essential to a position of great responsibility, either in a judicial capacity or as a representative of a great country in the Colonial administrative service.

He is more emphatic and concise in his public speeches than eloquent in his command of language. His well balanced mind and self-reliant spirit will enable him to get through a large amount of work in a short time, and what he does will be well done.

He has great control over his feelings, and is never demonstrative in the expression of his sympathies.

His mental outlook is expansive, critical and analytical; his command of facts is as great as his command over men.

He is well endowed with those qualities which make a man a successful leader, or adviser, yet, he may be approached with confidence by the humblest clerk in his service.

He appears to possess a splendid physique with the capacity to get on in the world and to make the highest use of his abilities.

His mental bearing is calm and not easily ruffled by excitement; his enthusiasm is not of the demonstrative kind, whilst others are carried away by impulse and uncontrolled feelings, he will view the situation with equanimity and act in such a spirit as will command the respect of loyal and level-headed men.

D. T. ELLIOTT.

Science of Health.

PURE AIR.

The importance of air as a therapeutic agent may be easily understood when it is considered that life is quickly destroyed by lack of pure air. We know that many are quickly overcome by merely the admixture of gas with the air that is commonly breathed. Every one needs at least 3,000 cubic feet of air every hour, which shows the great necessity of providing for an abundance during the day and especially at night.

It is well known that plant life is dependent upon the atmosphere by which it is surrounded, being built up by the oxygen therein, ordinarily seventy-nine parts to the hundred, and it is contended by many that the vital energies of the human body are derived from the surrounding ether as much, if not more than from the food intake, as it contains all the elemental substances that exist in nature. Rightly breathed it means life, health; wrongly breathed it means disease, disorganization, death.

To get the best results try this. Loosen thoroughly every band, corset, whatever may obstruct, and never tighten them again. Seek an easy position in a rocking chair or on a lounge with shoulders and head a little inclined. Now with perfect calmness draw slowly the air into the lungs through the nostrils, deeper and deeper. No spasmodic effort and do not hold the breath. Exhale slowly. Keep this up half an hour at a time and as often as you wish during the day. In a comparatively short time this will give a breathing capacity that will astonish the one who persists in it.

There are many air-borne diseases; the grip is a typical instance. Germs are whirled about by the winds and this is an important reason why those who emit disease-laden sputum should be compelled to destroy the same before it becomes dry and dessicated. Dust-laden air is very pernicious to workers and all others who are obliged to inhale the same, and is a frequent cause of consumption. The new manner of vacuum house-cleaning is to be commended because it carries off the dirt instead of scattering it. Great care should be taken to protect all food from exposure and the cellar should be carefully guarded from the possibility of infecting the upper floors.

A beautiful illustration of the economy of nature is that whatever of carbonic oxide is thrown off by the lungs of animal life is taken up by plant life that furnishes food to sustain living bodies, making one continual round as long as life lasts. Oxygen in the form of ozone is very active and useful to the human body and is one of the most powerful disinfectants. It is the oxygen in the pine forests that renders such regions helpful to the invalid. Electricity is a great source of ozone; this is distinctly marked after a thunder storm, which renders the air purer and fresher. It is related of a

hunter who was seriously injured when away from any outside help that the styptic power of the cool air stopped the flowing blood and the man was saved.

Invalids are frequently sent to northern climates to get the benefit of pure cold air, which is all very well, were it not for the excess of food with which they are provided and which renders the experiment of doubtful value. Certainly pure air can be easily obtained at home, if only the proper means are utilized to obtain the same.

The air bath consists of exposing the whole body, in a state of nudity, to cool or cold air. It is a very invigorating process and especially desirable whenever the bodily temperature is above the normal. This treatment has often been utilized from ten minutes to an hour as a hygienic measure and has been found useful to promote sleep. Hot air baths bring about many very important changes, and give relief to a variety of diseased conditions. Compressed air treatment has become very popular in France and Germany, but has not made much headway in this country, having been tried fifty years ago without any remarkable results.

Those living in a foul atmosphere are continually liable to a contraction of the lungs, which is frequently a prelude to the white plague. Exercise in the open or pure air is imperative to those who would maintain a good working capacity. Two hours a day is put as the minimum.

The lungs, as depurating organs, eliminate a large proportion of the waste of the body by the air breathed. They also digest the inspired air, and form from it a principle convertible into the substance of the blood, and also transmit to the nervous system a vital energy on which the nervous system depends.

When the body is in a normal condition it is immune to the agents of decay and death. When the standard of vitality is lowered in any degree the system is attacked by germs in great numbers and becomes a prey to their ravages. This emphasizes the desirability of removing everything that may deteriorate the surrounding atmosphere. Boils, run-rounds, warts, etc., have been traced to germ causes, and the decay of teeth is due to the action of germs.

It is well for those who are awakened on this subject to study the laws of nature, that they may not sin against their own welfare ignorantly, and be able not only to protect themselves, but also to enlighten their fellow men and contribute to the physiological regeneration of mankind.

There is something more to life than merely existing. Real living is a fine art. The great problem of life is what we can do for ourselves, to lead an ideal life, and thus enjoy a continual feast in the present, with the certainty of a ripper future. There is no end to the possibilities that are latent in man.—*Charles H. Shepard, M.D.*

Scientific Christian League.

A SCIENTIFIC AGE.

The people of the United States are now approaching a Scientific Age. The human body is the most perfect scientific piece of mechanism that has ever been discovered. Jesus Christ came to teach the inhabitants of this world the true Science of Living. He came to save the people from their sins. Sin is the violation of the laws that God has made to govern the human body, and the human brain as well. Jesus Christ recognized the natural laws that should govern and control His own body. The Holy Spirit sent Him into the wilderness to be tempted by satan. While there He fasted forty days and nights. Why should the Holy Spirit direct Him to fast so long? Was it not to teach Him how to develop the mental and moral faculties of the brain, to enable Him to resist the temptation of satan. The long fast developed in Him the power to resist the temptation of satan in regard to food. And although He was hungry, satan could not get him to eat for food anything that scientific laws recognized as not being meant for food. When satan told Him to make bread out of stones, His reply was that it was written "that man should not live by bread alone, but by every word which proceedeth out of the mouth of God." Does not that mean that the Bible, which is recognized as God's word, tells us what we should eat for food?

The next temptation was to cast Himself down from the pinnacle of the Temple. His reply to this was: "Thou shalt not tempt the Lord thy God." The last temptation was when He was shown all the kingdoms of the world and told that if He would worship satan He could have them all. His reply to this was: "Get thee behind me, Satan, for it is written thou shalt worship the Lord thy God, and Him only shalt thou serve." Satan then left Him and angels came and ministered unto Him.

Now, what Christ taught His disciples was obedience to God's laws, and His sermon on the Mount tells us what those laws are. The Golden Rule was: "Love the Lord thy God with all thy heart and all thy soul, and Him only shalt thou worship." The second law was: "Love thy neighbor as thyself. On these two commandments hang all the laws of the prophets."

Natural laws are all the laws of God, and they are all based on scientific principles, and what is required of the people is to understand what these laws are and to live in obedience to them. When they do so, disease, pain and death will depart from the earth, and the millennial age will begin. The aim of the Scientific Christian League will be to teach the natural laws that should govern all life.

PRACTICAL CHRISTIANITY.

It will be the aim of the Scientific Christian League to teach practical Christianity. The aim of the Churches of the present day is to try to save the human family after they are dead. The aim of the Scientific Christian League will be to teach people how to live so that they will not be sick, and how to indefinitely prolong their lives on this earth.

The object of Christ's mission was to establish the Kingdom of Heaven on the earth. In the first sermon that He preached, His text was: "Repent, for the Kingdom of Heaven is at hand." John the Baptist, who came to prepare the way for the coming of Christ, took for his text: "Repent ye, for the Kingdom of Heaven is at hand." Jesus Christ, when He sent out the twelve apostles to make known to the world His mission, told them to go without scrip or purse, and gave them as a text: "Repent, for the Kingdom of Heaven is at hand."

What did He mean by saying, "Repent for the Kingdom of Heaven is at hand?" He told His disciples when they prayed to say: "Our Father, which art in Heaven, hallowed be Thy name. Thy Kingdom come, Thy will be done in earth as it is in Heaven." He wanted His disciples to understand that He had come to establish the Kingdom of Heaven on earth, and also to demonstrate the immortality of the human body. Christ, during His entire mission, made every one of His converts bodily whole of whatsoever disease they had. He cured all manner of diseases of every kind, and it was His power over disease and over death that He taught His disciples to preach and practice. His disciples had power to heal disease. The Holy Ghost, the Spirit of Truth, Christ said, should be with them always, even unto the ends of the world. Christ said to His apostles: "Behold, I say unto you, the Kingdom of God is within you." He said to them also: "Except a man be born of water and of the spirit he cannot enter the Kingdom of God." What did He mean by being born of water and of the spirit? He meant that it was necessary, in order to be fitted for the Kingdom of Heaven, to have the human body purified by the use of water.

Water is the most powerful remedial agent for the cure of all forms of disease that has yet been discovered, and modern science is discovering that every disease to which the human family is subject is due to impurities in the blood, which people take into their bodies through food and drink. If people live in obedience to the laws which the Creator has established in their bodies, and also revealed to them in the Bible, the word of God, they will not be sick. From the fact that they are eating and drinking and using substances that He has forbidden them to use is due the suffering that they bring upon themselves.

E. P. MILLER, M.D.

NOTICE.

A future number of the PHRENOLOGICAL JOURNAL will contain an article on "The Scientific Money Question." It will show how the people have been robbed of thousands of millions of money and property by using unscientific and unconstitutional money. Be sure to read what is said on the subject.

The JOURNAL will also publish an article on the unscientific methods of the money power in Congress, which have managed to rob the people of the United States in funding and refunding the public debt. The methods adopted were clearly unconstitutional as well as unscientific. The masses of the people have sustained losses to the extent of thousands of millions of dollars. We have facts and figures that will convince every honest citizen that the scientific money policy we describe would stop all these losses and would assure prosperity and happiness to all the people.

DO YOU EVER THINK?

Do you ever think as the hearse drives by,
That it won't be long till you and I
Will both ride out in the big plumed hack,
But we'll never, never, never ride back?

Do you ever think, as you strive for gold,
That a dead man's hand can't a dollar hold?
We may tug and toil and pinch and save,
But we leave it all when we reach the grave?

Do you ever think, as you closely clasp
Your bag of gold with a firmer grasp,
If the hungry hearts of the world were fed,
It might bring peace to your dying bed?

—*Exchange.*

I slept and dreamed that life was beauty;
I woke and found that life was duty.
Was thy dream, then, a shadowy lie?
Toil on sad heart, courageously,
And thou shalt find thy dream to be
A Truth, and noonday light to thee.

Ellen Hooper.

The American Institute of Phrenology.

The American Institute held its ninth meeting of the season on Tuesday evening, June 7th, when there was a large and enthusiastic attendance. The President, Charles H. Shepard M. D., sent the following address on "Choice of Occupation," which was read by the Secretary, M. H. Piercy:

"Dear Friends:

"I am thankful for the privilege of offering you a few words of congratulation. The subject before us is one worthy of serious consideration, for if the right occupation is decided upon, all work will be a season of enjoyment; on the other hand, if one enters upon a line out of harmony with high aspirations the work will be exhausting and unsatisfactory. The opportunity of doing the most good, that which will be the most useful to our fellow men, should have a large bearing in the choice. A considerate man could not bear the thought of engaging in a calling that would in any way damage the bodies or interests of his fellow men. Herein is where the beloved science of Phrenology comes to our aid, telling us that as to its conformation the brain indicates this or that course, thus helping us to avoid serious mistakes.

"As the mind expresses itself through the brain, it is therefore somewhat limited by its development. We are assured, however, of unlimited power of self-development. Again does Phrenology tell how to cultivate the undeveloped faculties in order to succeed in any occupation. Of course this depends upon individual effort. The more one works out his own salvation, the more he can accomplish, for every point gained is but a stepping stone to another one ahead, and so on without limit. The delight of thus progressing in life grows greater with every achievement, and makes life one grand triumphant march.

"Our destiny is not controlled by what or where we are now, but is dependant on what the mind has set itself to accomplish. In determined perseverance there is always a way opened for the most desirable condition to be secured. Never were words more truly spoken than that "Man is what he is, but can be what he will." The present wonderful development of world events is but the result of earnest thought followed by conscientious action, and is but the harbinger of still greater developments to come in all directions. This sometimes seems overwhelming, but as we grow, so does our strength and appreciation of every new thing grow. We know not what we shall yet attain. Our span of life will be prolonged, our means of locomotion improved, war will be done away with, all mankind will become one universal brotherhood, and life one joyous period of existence."

The Secretary remarked that many persons had been helped by a Phrenological Examination in their infancy, and he related several instances where the lives of small children had been saved through the wise and cautious management of mothers, even when the medical attendant pronounced the belief that the child had not sufficient vitality to live. He believed that all children could be benefited by a Phrenological Examination early in life. He referred to the opening meeting of the Institute session, on Wednesday, September 7th, and trusted that the friends present would make this meeting as widely known as possible.

The Chairman, Miss Fowler, gave a short address on "Business Psychology and Character Analysis," and remarked that it should be the aim of every one to have some special business to attend to, and to strive to find the easiest method for conducting it.

She then called upon Mr. Clowry Chapman, a member of the National Salesmanagers' Association, who gave an address on "Business Psychology and How Aided by Character Analysis." Mr. Chapman gave to the audience a succinct impression of how business should be conducted on modern lines. He presented pictures to his hearers of how advertisements could be made interesting by simply using plain language instead of the old stereotyped form. He further said it was necessary to explain just what the chief characteristics of the article were, and gave a number of object lessons. He believed that Phrenology could be of help to every business man.

Mr. Singleton, of Dover, in a short but interesting speech, showed how a knowledge of the Temperaments helped the business man to understand his customers. He referred to John B. Goff, who always got in touch with his audience by relating some story which helped him to enforce a principle, and which the audience was better able to understand than a great deal of dry philosophy.

Miss Fowler then examined Mrs. Mary E. Strickland, who took the remarks so good-humoredly that she added not a little to the interest of the examination. Dr. Eleanor Van Buskirk then consented to come to the platform and allow her head to be examined. At the close she explained that some five years ago she came over sixty miles to consult Miss Fowler as to the best calling to adopt. She was advised to prepare for the medical profession, which she did, and was now a practising physician, and most contented in the work she had to do.

Dr. C. F. McGuire spoke on the necessity of understanding Psychology from a Phrenological point of view. He said that all men were not alike even among the members of the medical profession. He instanced Dr. Bull as being quite different from Dr. Janeway, though both were excellent in their distinctive lines of work, the former having been a genius as a surgeon, while the latter was just as clever as a consulting phy-

sician. Some men he said were abstract and others concrete in their way of doing their work. We did not create our minds, he said, but, we could improve and develop the powers that we possessed. It behooved us all to understand ourselves so that we might make the most of the powers we possessed.

Mr. E. T. Liefeld was then asked to speak of Dr. Gall's work for humanity. This he did in very appropriate remarks, and said that Dr. Gall had done as much in discovering the mind as Columbus had in discovering America. He spoke of the bust that was eventually to be placed near the house where Dr. Gall was born, in Tiefenbrunn, Baden, Germany, and mentioned the fund that was being raised for that purpose. He also referred to the tablet that had been placed on the house by the Fowler Institute Council at the time of Gall's centenary, and said that six dollars had been raised by the citizens of Tiefenbrunn, and he trusted that phrenologists all over the world would contribute to this fund.

At the close of his remarks the Chairman asked Mrs. R. Fraser to kindly pass around the hat and take up a collection for the fund. This was done, and the sum of eight dollars and sixteen cents was realized, which makes the fund up to the present eighteen dollars. Subscriptions will be gladly received of small or large sums from all who feel willing to contribute, here or abroad, and before the year is closed we wish to have the bust erected.

The Rev. John Robinson, Rector of Avoca, Ireland, then made a few remarks in a characteristic Irish manner. He said he would like to say a word regarding how character expressed itself in other ways besides the head, and he illustrated the walk of Tim Healy, and explained that his walk was a good illustration of his phrenological character.

Miss Fowler referred the audience to the book on "The Life of Dr. Gall," which contained pictures of Dr. Gall's home in Germany.

Among those present were Mrs. Bruce, Mr. and Mrs. H. G. Allen, Mr. and Mrs. R. Irvine, Mrs. M. E. Strickland, Mr. and Mrs. E. E. Clark, Mrs. C. Beaumont, Mrs. E. Hoban, Mr. and Mrs. E. F. Crane, Mrs. A. Medici, Mrs. S. A. Hatfield, Mrs. Q. C. Jack, the Misses D. B. Allen, Juanita Jack, A. L. Drew, M. F. G. Bell, A. Palm, L. F. Anstie, C. Collier, M. E. Crane, H. W. Sears, C. Huber, I. Anderson, M. A. Cherry, A. von Frantzius, and Messrs. F. A. Hood, A. F. Little, Gerald Carlton, C. C. Clevenger, H. E. Ryniker, W. S. Benson, J. D. Dow, and H. H. Davis.

Make the best of everything;
Think the best of everybody;
Hope the best for yourself.

—George Stephenson.

Answer to Dr. W. H. Thompson

The following article has been forwarded to us by Mr. William McLuen in reply to a request in a recent issue of the JOURNAL for remarks from our readers on Dr. W. H. Thomson's curious views concerning the two hemispheres of the brain:

DEAR EDITOR PHRENOLOGICAL JOURNAL—The product of the human brain that we call mind is one of the most variable, as it is, also, one of the most wonderful and interesting phenomena of nature.

As with a musical instrument, its tones correspond with the material, construction and condition of its parts, and the dexterity or lack of skill in the operator. But here the comparison ends. Such an instrument is merely an inert composition of lifeless matter, motionless and soundless, except when operated on by a living organism, whereas the human brain is an active entity never at rest during life, except when the natural provision, *Sleep*, quiets its throbbing pulsations, or morbid conditions disturb its functions, which would be an injurious hindrance, rather than rest. But, aside from these exceptions, it is ever true, during existence, to its organic quality, culture and development. Doubtless, but a comparatively small proportion of people, especially of the more thoughtful and ambitious, are the fortunate possessors of a normal brain, unaffected, even in a general sense, in the performance of its natural functions by morbid conditions of other parts of the body. The legitimate functions of this complex organ—to which man owes his superiority to all else in animate nature—being in fact thus frequently disturbed, affords us a glimpse of its possibilities, under more favorable conditions. Hence this repository of Knowledge, when so injuriously affected, may prompt the emission of articulate sounds, as statements of fact, not in keeping with its inherent ability to discern, under more favorable conditions, and which clash with thoroughly established facts, and thus bring down upon themselves the censure of combative critics. And in this way a vast site of ill feeling is engendered that time and advanced reflection will dispel. The poor brain that prompts the emission of discordant expressions, irritating to others, may be struggling under the stress of disturbed digestion, or other morbid conditions of bodily functions, on the healthful action of which it is dependent in the exercise of its own functions and to whose morbid condition it tends to correspond by more or less bewildered ideas. A knowledge of Phrenology should make us more charitable in such cases. I venture to say it has had that effect upon the writer. Conclusions certainly as authentic were published more than thirty years ago, and accepted by many as final, that no natural divisions could be found in the brain after death to substantiate the claims of

Phrenologists that the brain was composed of different organs or parts, corresponding to the different faculties of the mind. Yet this conclusion is now regarded by many more modern investigators as something like killing the goose that laid the golden egg in order to find more. The rapid chemical changes that follow the extinction of life, as is now known, soon obliterate any such demarkations as at least seem reasonable to suppose exist in the living subject and which no doubt future investigations will disclose.

WILLIAM McLUEN.

PHRENOLOGY.

Prove for yourself that Phrenology is true to life.

How many errors have you made in business through not knowing about yourself? While the Science of Mind could tell you what to do. Remember that you can do some things very well; other things not so well; and a few things not at all well.

Eventuality is the faculty that helps us to store our knowledge. Is yours well filled?

Now is the time for you to sow the seed, increase your "mental efficiency," and develop your "earning power."

Open the book of Nature and see what is unfolded there for your profit. Learn how to read your Customer by the proportion of his head and the shape of his features.

Overcome your defects by diligent study of the faculties of your mind, and you will greatly add to your business efficiency.

Growth is the law of Nature. Are you growing? Are you producing? Are you developing?

Yesterday is no longer yours; to-morrow has not come; but to-day belongs to you as a right of privilege. See that you use it well.

A gentleman who was visiting this country called on us, and we told him to become a Wholesale Buyer. He said, at the close of our remarks, "I am a successful buyer and doing quite a large business in that line."

A mother brought us her little girl the other day to find out just how to manage her. She was three years old, and was a healthy, sturdy, energetic and thoughtful child, but very difficult to govern. We advised the mother what faculties to call out and what to check, and also how to cultivate and restrain them, and she said she had received genuine help.

THE
Phrenological Journal
 and SCIENCE OF HEALTH
 (1838)

INCORPORATED WITH THE
Phrenological Magazine
 (1880)



NEW YORK AND LONDON. JULY, 1910

Fit yourself for the work God has for you to do in this world, and lose no time about it.—THEODORE ROOSEVELT.

IS THE LONG HEAD In an article in the May issue of *McClure's AN IMPROVEMENT? Magazine*, the writer details at some length how the New York environment is bringing about fundamental changes in physical types, and also how short-headed Jews are becoming long-headed, and long-headed Sicilians are becoming short-headed. We wish space would allow us to make copious extracts to show the writer's arguments, but we will content ourselves at present with referring to his summary at the close of the article. He asks the important question whether "the new head form represents an improvement over the old?" Also, "does a long head indicate a higher physical type than a round one?" And again, "if we have longer skulls are we liable to be better citizens, have higher standards of personal and civic morality, and greater intellectual and artistic capacity than as if our skulls are broad?"

He replies: "Unquestionably the 'Anglo-Saxon' people are strongly prejudiced in favor of the long-headed type. The great Teutonic races are long-headed; and therefore we are likely to conclude hastily that the long head is the indication of a 'superior people.'

"But," he says, "unfortunately, we cannot test the superiority or inferiority of a race by applying a yardstick to its characteristic skull." He

further states that "the fact that our Jewish citizens are getting taller, fuller chested and heavier, may fairly be regarded as an improvement in physical type. But the increasing length of their skulls probably in itself does not indicate any moral or intellectual change one way or the other. Similarly, the fact that the New York Italian is manifestly losing stature and weight is regrettable, because it indicates physical degeneration. But the decreasing length of his skull cannot be regarded as a reversion to an inferior type. No; the one broad and encouraging lesson to be learned from these statistics is simply that physical types, under the influence of the American environment, do change. The fact that these changes affect even the characteristic always regarded as absolutely permanent—the shape of the head—shows that there is really no such thing as stability among the races of men. To a greater degree than we had hitherto supposed we are the creatures of circumstances—of climate, food, occupation, social and economic conditions. And it would be absurd to suppose that these changes are only physical, that there are not moral and intellectual changes also."

We regret that the writer of this article does not apparently understand or apply the principles so well borne out by Dr. Gall and his followers, that there are distinctive characteristics of the long and broad heads; that the latter are more business-like, compact and unsocial, while the long and high heads indicate the functional power of morality, generosity and will power, as well as an added amount of intellect and a more perfect development of the social and home-making elements. Had the writer gone more fully into the functional elements of what these changes in the skulls of our Jewish and Italian citizens show, the article would have had a profound educational value.

In the future article we will refer to the constitutional differences in the children of these citizens.

New Subscribers.

CHARACTER STUDIES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions; Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one*

giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.

No. 885.—Leo W., Atlantic City.—Your photos indicate that you have so much versatility of mind that you can fill several positions about equally well. Take care that you do not attempt too much, but devote yourself to at least two solid lines of work, and only as opportunity and time afford spread out your talents more fully. You have the emotional and ardent temperament that expresses feeling and warmth in whatever you do; therefore as a speaker, teacher, or writer you would give out your thoughts with great earnestness. You would make an enthusiastic patriot, politician, and supporter of an unpopular cause and you would not pause in your work until you had succeeded in winning every one to your side. Your lips show eloquence, your nose persistence, your eyes intensity, and your brow a practical knowledge of things. Avoid allowing yourself to be too easily led in little things, and control your emotional nature.

No. 886.—J. B. F., Cincinnati, Ohio.—You are well adapted to study the science of Phrenology, for you possess large Human Nature, Comparison and Causality, as well as Benevolence, Conscientiousness and Hope. Your thoughts are above the sod, yet you are not unpractical or visionary. You quickly discern the motives of people as well as their chief characteristics. You should be known for your analytical, comparative, intuitive, sympathetic, ingenious mind. You will enjoy professional life much better than a business, for you would have more scope for your originality of mind, your philanthropic nature, and your desire to work for humanity.

No. 887.—B. E. W., Kenilworth, N. J.—You have good working ability and are better equipped for an executive position than nine men out of ten. Hence your responsibilities will be greater, and you should realize them at once and make the most of them. You have judicial ability, and law would open out to you a vista of much knowledge that is interesting. The science of Finance, Insurance and Investments should interest one side of your nature. You love to dig out things for yourself and prove the truth of facts from well-ascertained knowledge. You talk to the point and never weary people, but seem to know how to express yourself in an interesting way. But you might be more copious in general conversation.

Correspondents.

G. G., New York.—You ask why it is that a lady who has energy and executive ability, and even courage to face any difficulty or undertaking, has no sign of the Motive Temperament in her physiognomy, her cheek-bones being small and her zygomatic arch slim and delicately formed. You say that this puzzles you. In reply, we would advise you to examine her other attributes of body and mind. For instance, she may have large Conscientiousness, and that may enable her to show courage to do unusual things; she may have large Firmness, and that may make her appear bold and resolute; she may have large Continuity, and this faculty may make her persistent in carrying out strenuous plans. Therefore do not think that the Motive Temperament is the only source through which energy and executiveness express themselves. Some highly nervous people have done executive work and surprised their friends thereby.

M. L.—The child you mention had probably large Benevolence, also a full share of Friendship, Philoprogenitiveness and Approbativeness. These would give her considerable sympathy, friendliness and emotion. She may have come from a family where both father and mother contributed to express through their child mental and physical attributes that express friendliness and self-forgetfulness. Persons who are selfish express selfishness in their features, while those who are kind-hearted, generous in their impulses, and thoughtful of the comforts of others show these attributes in the expression of their eyes and the form of their lips.

E. C., New York.—Your question with regard to the visible signs of hair on a woman's face, should be answered in the following way. Persons who are thus characterized generally show a predominance of the Motive Temperament. The characteristics are generally strong and positive, and there is a good deal of energy expressed in the character.

M. H.—The infantile aspect of the face which you ask about is caused by some undevelopment of the brain, and you will generally find that such persons lack Self-esteem, Firmness, and Combateness; while they often have a large development of Cautiousness, Friendship and Benevolence. When we say that a person needs more backbone we infer that the individual needs to develop more of the strong and positive qualities, so as to be able to assert herself in strong and vigorous ways. The cultivation of Hope, too, is very useful with the above combination.

J. E. T.—You ask what characteristics S. R. Wells showed in his soft, beautiful curling hair. In reply we would say that he manifested hope, enthusiasm and enterprise in business matters, and this is generally the case with persons who have a curl or kink to their hair. Such persons are fond of fun and humor, and they generally tell good stories and are fond of company, and suit themselves well to company.

A. C. F., New Orleans, La.—You ask what books we have that will give a person a good general knowledge of Phrenology and Physiognomy.

In reply we would state that "New Physiognomy" is the most comprehensive work on the Face; and "Phrenology Proved," and "The Self-Instructor," as well as "Education Complete" are good text-books for the study of the faculties of the mind.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

At a meeting of the above named society, held on June 14th, an address was given by Miss Barnard, LL.A., on "The Use of Phrenology in Education."

THE FOWLER INSTITUTE, LONDON.

Prof. D. T. Elliott, Phrenologist and Instructor of the Fowler Institute, London, gives special attention to the instruction of students in Phrenology, by class work as well as through the mail. Mr. Elliott lectures in and around London before Literary Societies, etc. Literature on Phrenology and Health subjects can be obtained from L. N. Fowler & Co., No. 4 Imperial Buildings, Ludgate Circus, London.

FIELD NOTES.

At the twelfth annual meeting of the American Medico Pharmaceutical League, which was held at the Hotel Astor, on May 23, a number of distinguished physicians took part. Dr. C. F. McGuire, a graduate of the American Institute of Phrenology, spoke upon "The Physician and Physical Culture," and before resuming his seat he mentioned the benefit of Phrenology in connection with Physical Culture. Dr. Eugenie Eliseu followed Dr. McGuire, and stated that she wished to indorse what he had said with regard to the utility of Phrenology. This was a fine opportunity to explain the usefulness of the Science of Phrenology among scientific men, and the opportunity was not lost.

Special Notice.

Will members and friends kindly bear in mind the 7th of September, when the opening meeting of the American Institute of Phrenology will take place? An attractive program is being arranged.

On Friday, May 19th, Miss Fowler attended an afternoon Mothers' Meeting at the Church of Christ, Greenpoint, Brooklyn, of which the Rev. Joseph Keevil is pastor. This was the first of a series of open-air meetings to be held during the summer, but as the audience was larger than was expected, it was thought better to open the windows wide and hold the meeting in the church, especially as the sun was hot and powerful and there were few shade trees on the lawn. Among those who took part in the meeting were Rev. J. Keevil, Mr. H. F. Lutz, Phrenological Evangelist, Mr. J. C. Yoder, and Mrs. R. A. G. Fraser, all of whom made short addresses on Phrenology. Mr. William Leigh sang two solos very acceptably, and Miss Fowler spoke on "The Springs of Life as Marked Out by Phrenology." She afterwards examined six persons from the audience—two babies, two boys, and a lady and gentleman, all of whom illustrated her remarks.

On Saturday evening, May 28th, Miss Fowler attended Mr. H. F. Lutz's lecture on "Love, Courtship and Marriage," and made some examinations at the close. Six gentlemen were asked to step on the platform, and afterwards six young ladies, all of whom were examined and some interesting comparisons were pointed out. An ideal family of father, mother, boy and girl were then examined, to illustrate the lecturer's advice on the right selection in marriage, and a profitable and enjoyable evening was brought to a close.

On June 19th Miss Fowler visited the home of Miss Sara Esterbrook, at Rahway, N. J., when she spoke on "The Usefulness of Phrenology," and examined a large number of those present. Miss Esterbrook, the Rev. Charles Cooder, and a number of persons present had been previously examined by Miss Fowler and Mr. Sizer, and were most enthusiastic. The Rev. Mr. Cooder said he was glad that Miss Fowler had pointed out the potentialities in himself and others, and was impressed with her advice to them to get out of one brain area into others. He was glad to know that we could do so as we grew older. At the close of the meeting a bountiful collation was served in the dining room.

Open-air meetings were held during the month at the following places: Cedar Grove, N. J.; Hackensack, N. J.; Hasbrouck Heights, N. J., and Williamsbridge, N. Y. These meetings were well attended and proved very successful.

Other open-air meetings are being arranged to take place during July and August, at Kingston, N. Y.; Milton-on-Hudson; Babylon, L. I., and

Brooklyn. If our members and friends know of other places where meetings can be arranged we shall be glad to hear from them as soon as possible.

On May 27th Miss Fowler went to Dr. Cutler's School for young gentlemen and addressed the students. She took with her a number of photographs of well-known men, like Colonel Roosevelt (who is a graduate of the school), Lincoln, Carnegie, etc., and compared the different types, and then examined some of the students of the school. Dr. Cutler said that he had long been interested in Phrenology, and believed that much time might be saved if young men knew the bent of their own minds more clearly before they entered college or business.

On June 2d Miss Fowler visited Branch A of the Little Mothers' Association, in Brooklyn, and talked to them on Vocational Work. Quite a deep interest was awakened among the members.

A FORTHCOMING BOOK.

Dr. Elizabeth H. Muncie, of Brooklyn, has, among her other activities, written a most useful book for parents, especially mothers, on the most vital problems in life. The book is called "The Four Epochs of Life," and we would like to see a copy of it in every home, as so much truth has been laid bare and so much solid and practical advice is inculcated in its pages.

WEDNESDAY MORNING TALKS.

On April 27th Miss Fowler's subject was "Thought Power and How to Increase It." Among other things she said: "We all know without being told, that the work of the future will be done with the brain instead of with the hands; at least, it must be the brain that must do a great deal of thinking to plan out the work so that the hands can execute quickly and guide the machinery they work with. It is therefore well for us to understand the process of the mind so as to increase thought power." She described how the different faculties enabled one to show different aspects of thought. Causality gave reasoning power; Constructiveness inventive thought; Order methodical thought; Human Nature intuitive thought; and so with all the faculties. Mark Twain showed creative humorous thought; Bjornson, who had just died in Paris, showed optimistic thought; Ibsen showed pessimistic thought. A discussion took place at the close.

MAY TALKS.

On May 4th Miss Fowler spoke on "The Art of Concentration." She showed how important it was to cultivate concentration of mind when it is

lacking, but it was not necessary to show it to the extent of cutting out every other phase of thought and study besides the one that engrossed one's attention. To succeed in music, however, one had to concentrate on Tune, Time, Ideality and Constructiveness. To succeed in art, one needed to concentrate on Imitation, Comparison and Ideality. To succeed in business, one needed to concentrate on Acquisitiveness and Destructiveness. She took up other points, such as Literature, Logic, Reason and the Will, and elaborated on these subjects at some length. An interesting discussion followed.

On May 11th Miss Fowler's subject was "New Thought Ideas and What They Stand For." She spoke of the New Thought ideas that have been engaging public attention of late as being based on the following propositions: First, Trinity; second, Creation; third, Emanation, and fourth, Evolution. She explained the principles of the New Thought, and pointed out how Peace, Power and Plenty are the constant possessions of those who know how to make union with them, and how Happiness, Joy, Beauty, Love, Health, Wealth and Comradeship with God all become the normal possession and expression of the life which fills itself with the truth of this divine inspiration. She also pointed out how the New Thought doctrines coincide with the teachings of Phrenology.

On May 18th the subject was, "The Usefulness of Mental Electricity." Miss Fowler spoke of Electrical Psychology as being over fifty years old, although many persons who have been lecturing on the subject during the last few years have taken all the credit of a new discovery to themselves, but Dr. J. B. Dods lectured on "The Benefit of Electrical Psychology" over half a century ago. In these lectures Dr. Dods spoke of Electro Curapathy as the best medical system in being, as it involved the excellencies of all other systems, and of the power it was destined to exert over disease in coming ages. He explained the power of electrical fluid, and how a man could cure himself by understanding more about the electrical currents in his own system. Miss Fowler also took up the subject of the Electric and Magnetic Temperaments, how they were classified, and how they corresponded with the Motive, Mental and Vital Temperaments.

Among those present during the month were Mrs. K. M. Creagh, Mrs. C. E. Munch, Mrs. R. A. G. Fraser, Mr. and Mrs. J. Tilghman, Mrs. E. Perry, Mrs. R. W. Smith, Miss M. L. Stokes, Mrs. Adelsdorfer, Mrs. S. D. Lorzer, Mrs. T. D. Whitbeck, Mrs. T. Coffin, Miss S. E. Baker, Mrs. A. O. Johnson, Mrs. E. A. Knapp, Miss A. S. Boxall, Mrs. E. Robbins, Mrs. L. A. Crump, Mrs. H. G. Allen, Miss A. Gunst, Miss D. B. Allen, Miss K. Dana, Rosa G. Abbott, Mrs. J. C. Brooks, Mrs. F. Bond, and Messrs. G. Frank, J. Alfred Miller, H. F. Lutz, William Leigh, H. G. Allen, F. M. Concannon, D. W. Lewis, L. G. Crichton, W. J. Fitzpatrick, G. Cantzen, A. L. Bonta, F. H. Paulison, and J. Davey

FOWLER & WELLS CO.

On February 29, 1884, the FOWLER & WELLS CO. was incorporated under the laws of the State of New York as a Joint Stock Company. for the prosecution of the business heretofore carried on by the firm of Fowler & Wells.

The change of name involves no change in the nature and object of the business, or in its general management. All remittances should be made payable to the order of

FOWLER & WELLS CO.

THE SUBSCRIPTION PRICE of the PHRENOLOGICAL JOURNAL AND PHRENOLOGICAL MAGAZINE is \$1.00 a year, payable in advance.

MONEY, when sent by mail, should be in the form of Money Orders, Express Money Orders,

SILVER or other coin should not be sent by mail, as it is almost sure to wear a hole in the envelope and be lost.

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CHANGE of post-office address can be made by giving the old as well as the new address, but not without this information. Notice should be received the first of the preceding month.

LETTERS OF INQUIRY requesting an answer should inclose a stamp for return postage, and be sure and give name and full address every time you write.

ALL LETTERS should be addressed to FOWLER & WELLS Co., and not to any person connected with the office. In this way only can prompt and careful attention be secured.

ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

The Phrenological Era, Bowerston, Ohio.—This magazine contains interesting news and notes along phrenological lines. One article is on "The Value of a Phrenological Examination." Another on, "The Qualities Necessary for a Minister," by Prof. George Cozens. The editor, M. Tope, is an enthusiastic phrenologist.

The Balance, Denver, Colo.—This magazine is increasing in interest each month. Two very good articles in the current number are, "New Thought Practically Applied," by Olive A. Killin, and another on "Teachers," by Julia Seton Sears, M. D.

The Nautilus, Holyoke, Mass.—One very good article in the June issue is on "The Habit of Triumph and Victory," by Adelaide Keen, in which the following thoughts are advocated: "You are what you think you are.—Eliminate wrong thinking and fear, and you have won." Another excellent article is on "Hypnotic Influence of Ideals," by William Cassander Cope.

The Progress Magazine, Chicago, Ill.—This is an up-to-date magazine which, as its name implies, treats of advancement and progress in various lines all over the world. In the June issue, an illustrated article on "The Seattle Spirit," by L. Byrd Mock, gives the history of this city from its earliest settlement, and is intensely interesting. Charles Sherwood Ricker,

A. M., of the Department of Psychology, Harvard University, has contributed an article on "Experimental Psychology."

Review of Reviews, New York.—Contains notes on current events in all parts of the world. William T. Stead, in the June issue, has written on "Edward VII as Man and King," and also a "Character Sketch of the New King." The usual number of illustrations add to the interest of this magazine.

The Phrenologist, London, Eng.—This is the official organ of the British Phrenological Society, and contains notices of the meetings held by the Society.

REVIEWS.

"Wise-Knut." By Bjornsterne Bjornson. From the Norwegian by Bernard Stahl. Published by Brandu's, 767 Lexington Avenue, New York.

About forty years ago this little book was published in Norway by the well-known Norwegian philosopher, but reproduced in 1909 by Bernard Stahl. It should be considered as appropriately issued at this time when so many people have become interested in occult subjects and topics pertaining to the supernatural, personal magnetism, and the mysteries of Spiritualism, especially such people as Cæsar Lombroso, Professor James, Mr. William Stead, and others who have been investigators along this line. There seems therefore some reason why Bjornson's book should be reprinted. First, because the writer in a condensed and simple form describes many of the newest and most startling phenomena of to-day as shown in the life of a peasant a century ago. Secondly, it is remarkable to find in this peasant healer and seer a gift greater than that possessed by many a professional. Thirdly, because of the recent interest taken in the phenomena of a famous Italian medium which has awakened a special regard in the subject of wonderful manifestations and telepathic communications transferred from another world.

"The History and Power of Mind." By Robert Ingalese. Published by The Occult Book Concern, 9 and 15 Murray Street, New York. Price, \$2.00.

This book was written from personal notes and reports of lectures delivered in New York City in 1901-1902, and appeals to the investigator of either psychic phenomena or mental therapeutics, such subjects as "Divine Mind," "The Art of Self-Control," "Hypnotism," etc. It is a fine volume of 282 pages.

"The Psychology of Reasoning." By W. B. Pillsbury, Ph. D. Published by D. Appleton & Co., New York. Price, \$1.50 net.

This book of 299 pages consists of eight lectures delivered at Columbia University the early part of 1909. It is a well written book and is well worth the price asked for it. It certainly will have a ready sale, and only needs to be properly introduced for people to know its merits.

"365 Vegetable Dishes." Published by George W. Jacobs & Co., Philadelphia, Pa. Price, 50 cents net.

Vegetarians can now revel in edibles for every day in the year, for the above named cook-book supplies them with recipes for 365 vegetable dishes. Think of it! The preparation of these recipes arranges food for those who are not vegetarians as well as for who eat meat.

"The American Woman's Cook-Book." By Ella M. Blackstone. Published by Laird & Lee, Chicago, Ill. Price, \$1.50.

This cook-book takes its place among the many that have preceded it with the confidence that it will find a needed niche in the woman's world, and we believe it will. Its specialty deals with "Foods for the month;" "Time required to cook and digest different articles of food;" "Menu for all occasions;" "Table etiquette;" "Kitchen don'ts;" "Kitchen equipments;" and "Useful hints and recipes for the home in general." We are sure that every housekeeper would appreciate owning a copy of this book.

"Care of the Body by Right Living." By Charles H. Shepard, M.D. To be procured from Fowler & Wells Company, 18 East Twenty-second Street, New York. Price, 10 cents.

This little booklet is a compilation of a number of valuable articles on the Health question, and embraces such subjects as Adenoids, the Food Question, the Treatment of Colds, the benefits of Pure Air, the use of Salt and Sugar as articles of diet, etc. The author is a physician of many years' experience, and the advice that he gives on these subjects should be read and lived up to by all who desire perfect health and long life.

WHAT THEY SAY.

....
"Please send the PHRENOLOGICAL JOURNAL another year for the \$1.00 I have enclosed. Don't want to be without the journal. I became interested in Phrenology by reading O. S. Fowler's works.

"M. W., Marysville, Kans."

"I would remark that I find the PHRENOLOGICAL JOURNAL very interesting and valuable. "C. H. M., Montreal, Quebec, Canada."

"I enclose \$3.00 for one copy of *New Physiognomy*. THE PHRENOLOGICAL JOURNAL is received each month and is greatly enjoyed. Your character sketch of my photograph also was very good. "A. H., Denver Col."

LETTER FROM E. P.

"I look to see Phrenology used as a means of determining the capacity of candidates to fill special positions in commercial life, just as other methods are used to expedite business, like the typewriter, the telephone, the adding machine, and the billing-machine. Business life is so broad and extensive that new inventions are stimulated to save time and money; and why should not the talents of individuals be pointed out by means of the Science of Phrenology?

"It seems but a short time in the future when our favorite Science will have the confidence of business men to such an extent that an applicant will be asked, 'Have you a scientific description of your Mental and Physical qualities?' Or contracts will be made with phrenologists to examine applicants and report to the employer if they are qualified for the work desired.

"In this way employers could be quickly suited, and much time for both employer and employee could be saved. There would be far less loss through dishonest cashiers and clerks, and if advice given by examiners was properly handled, each individual would find the work suited to his body and mind."

We believe our correspondent is correct, and we long for the day to dawn when his ideas will be accepted and adopted.

We live in deeds, not years;
In thoughts, not breaths;
In feelings, not in figures on a dial;
We should count time by heart throbs:
He most lives
Who thinks most, feels the noblest, acts the best.

—BAILEY.

CATECHISM of PHRENOLOGY

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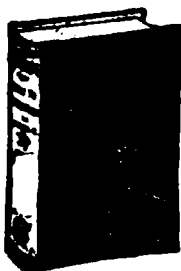
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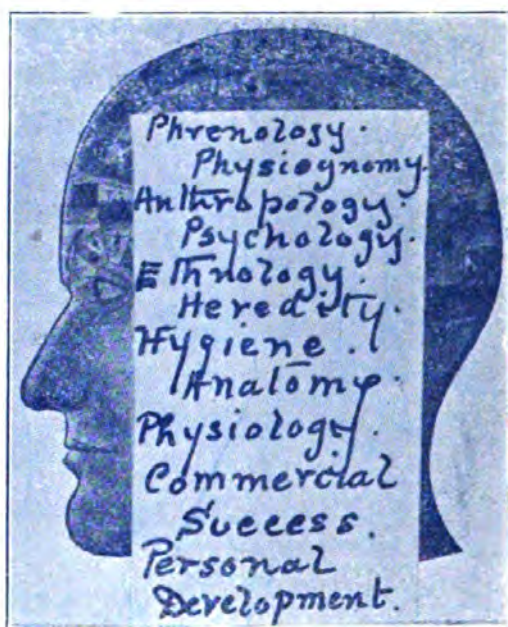
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WHOLE NO. 857

The Natural Language of the Faculties.

BY CRANIUM.

THE PERFECTING GROUP.

The faculties that we have now to consider constitute the Perfecting Group or semi-intellectual sentiments. They consist of such faculties as Constructiveness, Ideality, Sublimity, Imitation and Mirthfulness, and give a love of and talent for the fine arts, for improvement and self-perfection, and also the power, talent and ability to acquire whatever is beautiful and perfect. This group adds an elevating and chastening element to the mind, especially to the animal faculties, and prevents the propensities from taking on the grosser form of action, and is rarely found in any large degree in criminals of the lowest type. It elevates even the moral sentiments, and constitutes a stepping stone from the animal to the moral and a connecting link between the moral and the intellectual in man.

This group of faculties helps us to apply and adapt our knowledge in practical ways. A person may have a brain full of information; in fact, he may use his brain as a storehouse, but unless he makes an opportunity for using his knowledge and passing it on, it will not be of so much value to himself as though he allowed this group to assist him in eliminating the kernels of truth or the principles and ideas that he has gathered. A man who knows many things about business affairs, and does not utilize his knowledge, neglects to help himself in the most practical way which his fellowman does who has learned to be wise enough to allow his perfecting faculties to increase his facility for business or professional work.

'If thought, theory and experience' are the raw material of success in life, then the perfecting group of faculties acts like oil on the wheels of a machine, and gives facility to all the powers of the mind.

CONSTRUCTIVENESS.

This faculty takes its name from the Latin words "con—together," and "struere—to pile up, set in order." It gives the ability to form or put together, and is the faculty which enables one to construct ideas in mechanical, artistic or literary matters. Its function is the making instinct, and is the tool-using talent; the sleight of hand in constructing things. It is adapted to a man's need of things made, such as houses, clothes, and manufactured articles of all kinds. It is by its means that the birds build nests, rabbits burrow in the ground, the beaver makes his hut, and man constructs whatever his necessities, his comforts, his tastes, or his higher



LARGE CONSTRUCTIVENESS.



SMALL CONSTRUCTIVENESS.

(Photos by Rockwood.)

sentiments require, from the hovel and the tent to the palace and the temple. It invents and produces fortifications, ships, the engines of war, the implements of manufactures, instruments of all kinds, furniture, clothes, and toys. It is essential not only to every mechanical profession, but in all employments that in any way require manual neatness, as in the arts of Drawing, Carving, Engraving and Sculpture.

Dr. Gall first turned his attention to the talent for construction by noticing the heads of individuals who manifested great mechanical ability wherever he found them, and studied the forms of their heads and moulded them. He was frequently struck with the circumstance that the heads of men distinguished for mechanical genius were particularly broad in the temporal region. This development is always found in connection with great constructive talent, and Dr. Gall, having commenced his observations of this point, was not satisfied until he had assiduously multiplied them.

The organ of Constructiveness is divided into three portions. The back portion gives versatility of talent and ability to turn off work with dispatch, also handiness, and is called *Dexterity*. The middle portion gives the power to devise ways and means to accomplish an object and a desire to use tools; it gives insight into machinery, and is called *Ingenuity*. The front part gives the ability to apply mechanical principles, and assists in inventing machinery and in contriving ways and means of using up material, and is called *Contrivance*.

This faculty, when not sufficiently controlled by the higher intellectual faculties, sometimes leads to great waste of time and labor in attempts to invent perpetual motion, or other impossible machines. In order to restrain this faculty, if its action should lead to the pursuit of mechanical chimeras, or become a mania, it must be kept within due bounds by the exercise of the judgment, or, if necessary, mechanical pursuits should be abandoned and some calling adopted which will bring other faculties more prominently into action.

When persons are deficient in the art of using tools, they are often very awkward in their work, and need to study the mechanical arts, writing, drawing, etc., for by doing so they will exercise this organ and promote its development.

It is generally found to be large in the French, Italian and American heads, and fairly so in the English. We have a conspicuous number of celebrities who have shown this faculty to be largely developed in them, namely in Michael Angelo, Canova, Brunel, Whitney, Fulton, Franklin, Watt, Smeaton, Stevenson, Howe, Morse; and in modern times, in the heads of Edison, Marconi, Tesler, as well as noted aeronauts such as Zeppelin, Curtiss, Hamilton and the Wright brothers, among others.

IDEALITY.

The faculty of Ideality takes its name from the Latin "Idealis." It is the conceptive faculty or the quality or state of being ideal; the capacity to form ideals of beauty or perfection.

Its function produces a perception and love of the beautiful, good taste, refinement, sense of propriety, and appreciation of art and poetry. It stimulates the mind to show poetic sentiment, ability to magnify and embellish, and enables a person to succeed in oratory and literature. It stimulates the faculties which form ideas to create scenes in which every object is invested with the perfection which it delights to contemplate. It is particularly adapted to man as a progressive being, and inspires him with a ceaseless love of improvement and prompts him to form and realize fine conceptions.

The organ is situated nearly along the temporal ridge of the frontal bone, in the ascending and second frontal convolutions near the vertical fis-

sure in the temporal region of the frontal bone, between Mirthfulness and Sublimity.

Dr. Gall first discovered the existence of this organ by noticing the form of head of one of his friends who frequently composed extempore verses when least expected to do so. His head extended a good deal laterally, as if a part had been added on each side. Dr. Gall recollected having seen the same form of head in the bust of Ovid, the poet, and he found a number of poets with this part of the brain very much developed. Later M. Nicolai invited him and Dr. Spurzheim to see the busts of about thirty poets in his collection at Berlin, and they found in every one of them the part in question more or less considerably developed. From this time Dr. Gall considered that the talent for poetry depends on a primitive faculty, and that it is connected with this part of the brain as its special organ. It is to Dr. Spurzheim, however, that we owe the correct analysis of this faculty and the appropriate name given to it. "It is impossible," he says, "that poetry in



LARGE IDEALITY.



SMALL IDEALITY.

(Photos by Rockwood.)

general should be confined to one single organ, and I therefore think that the name *Organ of Poetry* does not indicate the essential faculty. In every kind of poetry the sentiments are exalted and expressions warm; and there must be rapture, inspiration, and what is commonly called imagination or fancy."

The organ of Ideality is divided into three portions. The back portion gives the power and ability to magnify, embellish, and make a full representation of a subject, and is called *Expansiveness*. The middle portion gives polish, taste, and poetic sentiment, susceptibility to beauty, style and mimicry, and is called *Refinement*. The front portion gives a sense of perfection, exquisiteness, and a highly wrought desire to approach the highest degree of perfection in character, literature, art, or workmanship, and is called *Perfection*.

This faculty when not sufficiently controlled gives a distaste for everyday life, a fastidiousness, and a finical and sickly refinement that inclines it to become a source of great evil. In order to restrain this faculty one must try not to build castles in the air, nor be too fastidious or imaginative.

When persons are deficient in this faculty they can perceive no excellence in poetry, painting, sculpture, and they value nothing merely for its beauty. Such persons declaim against ornament in dress, furniture, and architecture, and deem the solid and the useful alone as worthy of the attention of rational and moral beings. For such persons the varied loveliness of hill and dale, of sun and shade, of bird and flower is displayed in vain. In order to cultivate the faculty a person must try and associate with only the pure-minded, be as tasteful in dress as possible, and surround him or herself with works of art, and practice the best style in conversation and manners.

Excellent examples of this faculty are to be found in Sophocles, Virgil, Ovid, Horace, Tasso, Milton, Pope, Rousseau, Voltaire, Goethe, Richter, Wordsworth, Tennyson and Longfellow, Eugene Field, Ella Wheeler Wilcox and James Whitcome Riley.

SUBLIMITY.

This faculty of Sublimity takes its name from the Latin word "Sublimitas," from "sub—under," and "limen—lintel or sill," thus meaning up to the lintel, lifted up, high in place, exalted aloft.

Its function is to give perception of the grand, vast, sublime, endless, infinite, magnificent, wild, terrific and extravagant in nature, machinery, and in all the Divine attributes, also in art and literature, and enables us to appreciate mountain scenery, the vastness of the ocean, the grandeur of the thunderstorm, the roar of artillery, the clash of armies, etc., or descriptions and pictures of such scenes. It is also an element in religious faith, and assists our conceptions of God and immortality. It co-operates with Ideality in the artist and the poet, and with Veneration and Spirituality in the religious worshiper.

This faculty was localized by L. N. Fowler who noticed, during his travels, a large number of people who possessed a distinct element of mind which caused them to use hyperbole language, to see everything through coloured glasses, and to be extravagant in all their ideas, plans of work, and the language they used. He found they all possessed a prominent development of brain in the ascending parietal convolution bordered by the fissure of Rolando. Its exact position in the head is posterior to Ideality, anterior to Cautiousness, above Acquisitiveness, and below Hope. The physiognomical sign is seen in the breadth of the lower part of the nostrils, in the largeness of the eyes, and the dilation of the pupils which causes them to flash sometimes with hope and inspiration and sometimes with anger according to the other faculties of the mind with which this one is combined.

It is divided into two portions. The back portion gives a sense of the wild and extravagant in nature, and when joined to the intellect it makes

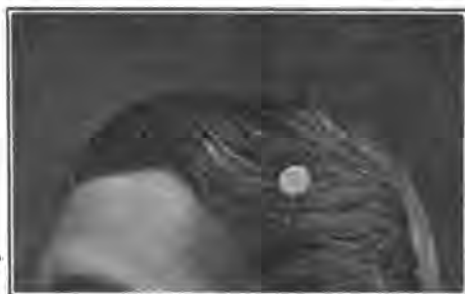
use of extravagant language, comparisons, synonyms, and expressions, and is called Sense of the Terrific. The front portion gives a sense of the vast and grand in Nature and Art, in mountain scenery, rocks and precipices, in ocean waves, beautiful sunsets, and paintings, and gives a consciousness of divine power, and is called *Grandeur*.

Persons who possess this faculty in a large degree show a perverted desire to do things on a large scale, and manifest a bombastic way of doing business. They will not undertake anything unless it is organized on a large scale, and when Hope is largely developed as well they make strong statements about what they are going to do. In order to hold this faculty in check one must cultivate Ideality, Order, and the Reflective Faculties, and cultivate a practical every-day feeling concerning work, ideas, and sentiment. Such persons should let their judgment guide their emotions.

When persons have this faculty very small in development they take no pleasure in contemplating mountain scenery, the storm-tossed ocean, the roaring cataract, the fiery volcano, the reverberating thunder, and whatever



LARGE SUBLIMITY.



SMALL SUBLIMITY.

(Photos by Rockwood)

else is grand, stupendous or sublime, are content to do things on a small scale, and prefer to stay at home rather than travel abroad. In order to cultivate and increase the exercise of this faculty a person should study those authors whose expressions are grand and lofty, travel where there is magnificent scenery, listen to the grand swellings of the solemn organ, and the sublime notes of Nature's orchestra, as well as cultivate thoughts of the infinite and eternal, and of God the author of all.

Illustrations of this faculty are to be seen in all people who give themselves to large enterprises and who preach extravagant sermons, or who do business on a big scale. It is large in native born Americans, but smaller in the English people and in European nations.



A Phrenological Reading.

BY HON. MARTIN V. CALVIN.

When the writer was in his teens, Dr. Barker, a well known phrenologist, visited the city of Augusta, in this State, and lectured at the Masonic Hall for a week—sometimes two weeks. The lectures were given to the public, Dr. Barker's purpose being to give such practical exhibitions of his knowledge of the science as would influence the more retiring listeners to call at his rooms, during the day, with a view to having their heads examined and charted.



HENRY PRENTISS OSBORNE, CAPTAIN IN CONFEDERATE ARMY.

Nightly, subjects were invited to the rostrum, and given readings. These readings were so crispy in many instances, and generally so interesting, that large audiences of ladies and gentlemen, girls and boys, were amused as well as enthused.

Usually the subjects who volunteered to go through the crucible, were students from the Medical College. They seemed greatly to enjoy Dr. Barker's analysis of character. As the young gentlemen responded to the invitation to come forward, the lecturer gave glimpses of the subjects—indicating that this subject would move the chair assigned him before seating

himself; that one would occupy the chair in the place he found it; another would change position quite every moment. Dr. Barker explained that this was not for effect or a result of nervousness, but was temperamental. The subjects were accorded the compliment of continuous applause as they proceeded to the rostrum. They were, naturally, more or less excited—hence not one of them caught the lecturer's passing remarks, so each followed "the bent of his genius" and thereby confirmed Dr. Barker's outline readings.

Even at that date, the writer was a firm believer in phrenology, and was exceedingly anxious to have his head felt. He could not, however, get his consent to ask his father for the necessary money which latter would have been instantly given. The writer had schooled himself into the belief that it was just as well, now and then, to practice self-denial. In the instance to which special allusion was made, he was in error. The readings and the chart would unquestionably have been of great value to him. Of this, with the then future far behind him, he is fully persuaded.

It might be well, in this connection, to remark that then, as now, and as ever will be in this sphere of existence, there was a cry of "hard times." Such a cry, absolutely groundless as a rule, has a most depressing effect on boys and girls who have reached the point where they begin to think and plan as to the future. With the average boy and girl, it is not all play; each has soberer moments which are given to prospecting the future.

A case in point: From earliest recollection, the writer's dream—his ever present ambition—was that he should be called to the Bar. He believes to-day that, had he consulted Dr. Barker on the occasion referred to, he would have been so strongly confirmed in the faith that the circumstances which confronted him as he attained to manhood would have had no influence whatever as against the realization of that burning desire.

Four years continuous field service as a Confederate soldier, begun just as he had got under way at Emory College, brought to him, as it did to thousands of others, an educational loss scarcely recovered. That, however, was a glorious service!

In a large number of cases, men and women, of the class alluded to, finally surmount every obstacle, and turn complacently and triumphantly to the path which, to each of them, is brightest and best, and most inviting. I have long been persuaded that that man, or woman, is happiest and most useful who has had the good fortune to enlist in that branch of human activity for which each began early to cherish a special preference.

Since writing the foregoing, I fell upon this wise declaration by Carlyle: "Blessed is he who has found his work; let him ask no other blessedness. He has a work, a life purpose; he has found it, and will follow it!

How, as a free-flowing channel * * * it runs and flows, * * * making a green, fruitful meadow with its clear-flowing stream."

Professor Fowler visited Augusta about the time of which I am writing—1856—'58. I do not think that he gave public lectures, else I would have heard him. I remember reading in the newspapers his announcement of rooms at the Globe Hotel and his general invitation to the people to come up and learn about themselves.

Among my school-mates at the Augusta Free School, under the principalship of beloved, venerated, now sainted, Thomas Snowden, was Henry Prentiss Osborne. He was a bright, manly lad, but he fared badly in school. Just why that was his experience will more fully appear from what is to follow.

Young Osborne's father, a scholarly business man, had great faith in phrenology. He lost no time in taking Henry up to Professor Fowler's room for consultation.

As soon as the Professor began to run his practiced fingers over Henry's head, he asked:

"Henry, my lad, how do you get on at school?"

"Fairly well, sir."

"Do you ever fall heir to the strap?"

"Not to the strap, sir; but to a well-seasoned black-jack switch, daily, almost."

"Why, Henry—what a dolorous report! Do you miss your lessons?"

"Frequently, sir."

"How do you account for that? Can you not master your studies?"

"Oh, yes, sir; but the situation is perplexing. Somehow, there is a lack of interest on my part."

Then the Professor spoke to Mr. Osborne very earnestly:

"Mr. Osborne: The time of your son is being frittered away at the school he is attending. I know the teacher—Mr. Snowden, a most excellent gentleman; a disciplinarian rather than a teacher. He does not understand Henry. Have you a Military Academy in the State?"

"Yes, sir;" replied Mr. Osborne, "the State supports an excellent Military Institute at Marietta, a short distance above Atlanta."

"That is the school for your son. He is all MILITARY. I mean that every impulse in his entire make-up is for military affairs. Send him, without unnecessary delay, to the Georgia Military Institute."

While talking, the Professor found every nook and cranny in Henry's cranium, and gave him a chart accordingly.

Within ten days from that date, young Osborne matriculated at the G. M. I.

The following year, during the session of the General Assembly of the State, the cadet corps went down to the Capitol and was drilled in the

presence of the Governor, the Legislature and the dignitaries generally of the Commonwealth. A prize drill followed the exhibition drill. In the former, young Osborne took all the prizes in sight, proving himself to be one of the very best drilled and best equipped cadets in the corps.

In 1861, he was appointed drill-master to regiments awaiting orders. In 1862, at Big Shanty, now Kennesaw, he was called to the Captaincy of a Company in the 39th Georgia Infantry. He was at that time exercising himself, by order of Governor Joseph E. Brown, as drill-master.

The well-deserved promotion came about in this way: Capt. C. D. Hill, Company C, of the 39th, had his company called out one day. He made a short speech, explaining that as he was too old for the service, he would resign and return home provided the company would unite on Drill-master Osborne as his successor. He urged the company to adopt his suggestion, because he was desirous to leave it under one of the best drilled men, one of the most soldierly men, in the regiment, or in the brigade. Instantly, and with cheers, the members of the company expressed a purpose to accede to Captain Hill's wishes the moment he resigned. Captain Hill resigned, an election was ordered, and, by unanimous vote, Cadet Drill-master Osborne became Captain Osborne. He took hold of the company, and soon had its reputation established as one of the best drilled, best disciplined, companies in any regiment of the Army of Tennessee.

Captain Osborne and his men saw continuously active service. His command took part in the main battles of the Vicksburg campaign—Captain Osborne at the front. At Champion Hill, he was in command of three companies, and was complimented on the field by General Alfred Cumming on the splendid manner in which he handled his men. During the siege of Vicksburg, Captain Osborne was placed in command of a portion of the battle line held by several companies selected from a number of regiments. He performed the duties incident to that important assignment so acceptably that he was recommended for promotion to the rank of Colonel. With the army, he surrendered on the fall of Vicksburg. He was paroled, and returned to Augusta to recuperate, purposing, upon being exchanged, to return to the army. Exposure in trenches produced illness which culminated in his death a few weeks after his arrival at home.

I have told this story of Captain Osborne's career, because Phrenology had so much to do in the making of it. I am satisfied that, for lack of information which phrenology would have developed, there are thousands by thousands of men and women, capable of high achievement in special fields, who are to-day engaged in pursuits other than those for which nature designed them. Wherever they are, they are doing well; because they use their gifts and acquirements to the best possible advantage, and are determined to succeed.

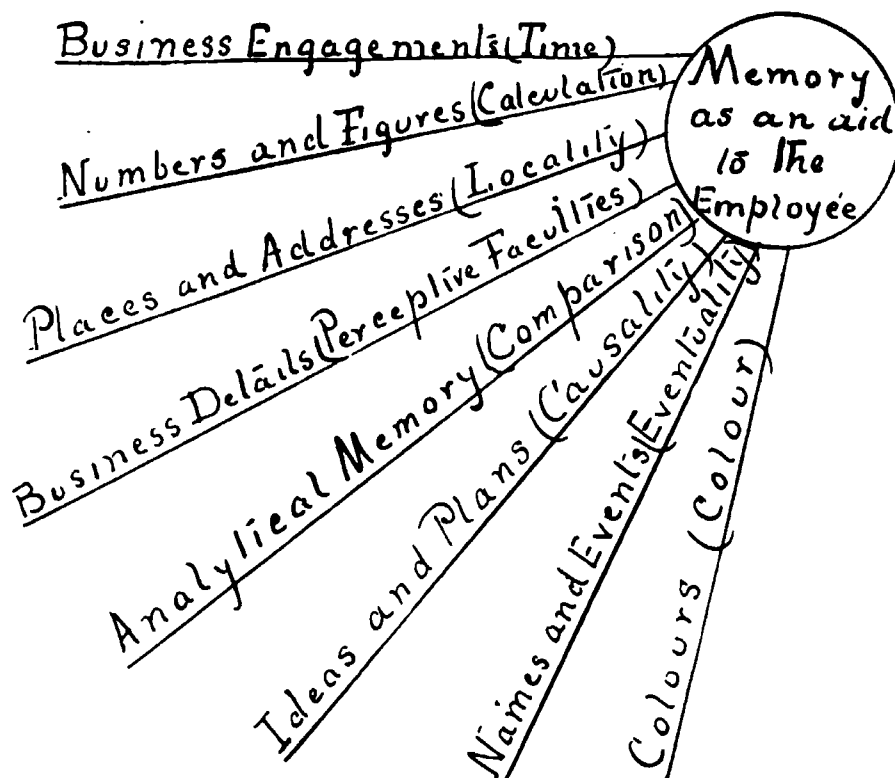
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Personality in Business.

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HINTS FOR THE EMPLOYEE.

BUSINESS MEMORIES.



Hardly any phase of business can be mentioned that is not helped by a good memory. To decant upon the utility and value of memory is well nigh superfluous. Would not the rich gladly give their all, the necessities of life alone excepted, to be able to recall at pleasure everything they have seen, heard or known worthy of remembrance.

Valuable as memory is to physicians and scholars, yet to business men a retentive memory is still more serviceable, for the wheels of their machinery work wonderfully well when their memory is strong; but how weak and inefficient is a business man who possesses a poor memory. How mortified some business men have been to find they have forgotten some point in a contract that they have made, and how great the consequent inconvenience, delay and loss, all of which a good memory would have prevented.

What richer legacy can parents bequeath their children who are to be business men and women than a strong memory, or what misfortune is greater than forgetfulness, and what labor more profitable than its improvement? Can we really improve our memories, do you ask? Of course we can, we reply, if we adapt ourselves to the right conditions and apply our attention to the brain centers that preside over our various memories.

We must remember, however, that memory is not a single faculty, else all could remember everything past equally well, which is not the case. But every intellectual faculty recollects its own interests.

In the present article we will consider how the Employee can increase his memory of Names and Events (*Eventuality*); Places and Addresses (*Locality*); Numbers and Figures (*Calculation*); Colours (*Colour*); Ideas and Plans (*Causality*); Analytical Memory (*Comparison*); Business Engagements (*Time*); and Business Details (*Perceptive Faculties*).

If we fully realize that the brain is a congerie of organs, and that the mind has various areas of thought, we shall more easily follow the suggestions in the next few pages on how to cultivate the above named memories.

MEMORY OF NAMES AND EVENTS.—(*Eventuality*.)

The first memory that we will mention springs from *Eventuality*, which takes cognizance of facts, names and events, and recalls actions in general. It is the element of mind that enables a business man to recollect the facts connected with his vocation, and acts as a storehouse for what has occurred, enabling one to go back to that storehouse to recall a fact that has been previously ascertained. This faculty gives a memory of anecdotes, and as facts often have to be told in the form of anecdotes, this memory helps to store up these points, and relates them in various forms. A Salesman often goes into a Buyer's office, and before he mentions his own object for calling he often relates a humorous incident or a telling experience that he thinks will interest his Buyer. His memory must therefore be above reproach, for a man who can tell a good story and hit the nail right on the head possesses an asset which is worth his while to use and to cultivate.

This Faculty of *Eventuality* is a wonderfully helpful one in business, for it assists in so many ways to entertain buyers and customers, and a Salesman can often help a Buyer to recollect what he has forgotten for the moment. It enables him to remember the current news of the day, and it is often useful in recalling historical and other events connected with business firms, or when certain goods were first placed upon the market, and it gives a general knowledge of what we have done, said, seen, heard, and once known.

Employees will naturally ask how this faculty can be cultivated. To such inquiries we would say, let all who have a poor memory of names and

events endeavor to impress on their minds whatever they hear or see, and recall or reiterate incidents and occurrences of the day by telling anecdotes. One will make mistakes at first, of course, but by reading history and the newspapers of the day, always charging the memory with the events and occurrences that are related, writing down or verbally relating the incidents of every day life, the organ of Eventuality will be greatly stimulated.

If, however, a person with a poor memory thinks to himself that he will make a mistake if he attempts to tell a story, or is afraid of being laughed at if he makes a mistake, he will keep himself in the background all the time.

It is a good plan, before retiring to rest to keep a diary by writing down the incidents of the day as nearly as possible. By use the faculty can be increased to almost any extent.

MEMORY OF PLACES AND ADDRESSES.—(*Locality.*)

The next memory that interests the Employee is memory of places and addresses. It gives him a recollection of the towns, cities, villages, hamlets, countries, and business houses that he has visited. It assists him in bringing to mind the scenery he has passed through in calling on a customer. It lodges in his mind the position of a paragraph on a page in a book that he has been reading about manufactured articles; or anything that refers to his business connected with a definite place. It is a memory of location of objects seen, or their whereabouts. We generally call this memory the geographical faculty, or Locality. It is the faculty that helps an Employee to remember places, and gives him the ability to carry the points of the compass in his mind; it gives the desire to travel and see places, as well as the ability to find them. It helps the commercial traveler to recollect the towns he has passed through and the stops he has made. Without this faculty he finds a difficulty in recalling addresses. When the address is made up partly of figures, such as 1315 West 125th Street, he has to call upon his organ of Calculation to help him out in remembering the exact location. When he wants to remember an address to direct an envelope, he has to call upon Eventuality as well as Calculation. If, however, the Employee is on the road, and has forgotten his destination and the exact address of the business firm that he is to visit, he will find that his organ of Locality will enable him to recall the surrounding objects of the place, provided the locality has not changed since he previously visited the place.

The best way to cultivate this memory is to travel and study geography, and exercise one's capacity to hunt up places, roads, landmarks, and recall where books and papers have been placed.

MEMORY OF FIGURES.—(*Calculation.*)

This memory is of use to a business man because a large part of his business is made up of calculations. In fact, it is difficult for him to do any part of his business without touching figures and using the organ of Calculation. It enables him to reckon up figures in his head, without taking a pencil to work out a sum mathematically. It enables him to deal in mental arithmetic, and work out quickly business sums as to the profit and loss of certain articles, and it gives him the ability to add, subtract, multiply, divide, reckon figures, and cast up accounts, etc., in the mind, unaided by mathematical rules. This faculty appertains to everything where more than one of a kind is concerned; where things have to be counted. It will be readily seen that there must be a faculty in the human mind that perceives the difference between the few and the many, between one dollar and a hundred dollars. Hence it is easy to recognize that there must be some organ that presides over the function, that arranges things numerically, and that solves arithmetical sums and problems. With large Calculation, a business man reckons costs and accounts, and sums up amounts, often more rapidly than with pencil and paper.

A business man having large Calculation enjoys working out estimates; figuring up bank accounts; and making averages. He enjoys doing a cash business, and calls upon his Acquisitiveness to know whether he can afford to launch out into a larger business, and he encourages his customers to do business on a cash basis and check any speculation that is rash. Yet it helps him to promote business, and out of a small capital enlarge his environments and constantly increase his business outlook.

A memory of figures helps a business man to use figures in connection with machinery, and it is because the memory of figures is so necessary as a business adjunct that it forms a very important part of a boy's education. Good housewives also have to use a memory of figures, and an accountant, bookkeeper or cashier have generally a large development of this memory.

In order to cultivate a memory of figures, a business man must study Arithmetic and Algebra, and must practice calculation in its various forms, and especially mental computations. He must also form the habit of charging his mind with a memory of the numbers of houses in the streets, the pages of a book, the numbers on the carriages of a railroad train; but more especially he must cultivate his power to calculate the percentages of his goods and make estimates and calculate rates for different buyers. In fact, he must cultivate the habit of counting everything he sees, and reckon up figures in his head.

MEMORY OF COLOURS.—(*Colour.*)

A few business men are called upon to remember colours. They have to perceive and recollect colours in the goods they sell, and they have to show judgment in matching and arranging them. It is quite an art to be able to know and remember things by their colours, and sad indeed is the fact that some people lack the power to distinguish green from blue, or yellow from red. Unless a person is working with black and white material the memory of colours is required by most business men. A Florist or Horticulturist applies his memory of colours to flowers; a Printer who has to use coloured inks needs to have a large development of this memory; and a Salesman who has dressgoods to sell must exercise this memory all the time. A Chemist requires to remember the colour of the various pomades, tinctures and medicines he has in his store, and knows by the colour a great many of his goods. An Employee in a store has to have a very strongly marked development of the memory of colours and has to distinguish very closely between the shades of one colour and another. He has to recollect how many colours he has in stock of a certain article, and whether it is likely he can get a duplicate of the colour that is asked for.

In order to cultivate this memory of colours for business purposes, a person should repeat the names of colours whenever he has to sell them. It is quite a serious defect in a person's character when he lacks a memory of colours. Employees on railroads should exercise this memory constantly. The study of Botany helps one very much to increase this memory among our girls and boys, and it will be found that stamp collectors are very quick to notice the slightest variation in the stamps of various periods or stamps of different issues.

MEMORY OF IDEAS AND PLANS.—(*Causality.*)

This memory of ideas comes from the faculty of Causality, or the organ that helps us to create ideas, lay out plans, get at causes, and rely upon principles. This memory is a very essential one to a business man or woman because it gives him or her a recollection of ideas. It gives the ability to discover first principles, to trace out the relations existing between causes and effects, and when a Salesman desires to approach a Buyer he has to reason from cause to effect and trace the relationship between the why and the wherefore of things. It is the memory to plan, contrive, invent, create resources, apply power advantageously, make the head save the hands, kill two birds with one stone, predict the results of given measures, and judge correctly of the best ways of conducting business. It helps to discern and apply causation; it gives the ability to discover ways and means and adapt

them to ends, and gives the mental perception of the instrumentalities by which ends are effected. A large development of this memory, therefore, readily sees by what means given ends can best be accomplished. It suggests expedients; it creates resources; it judges which of the plans proposed is the best; it loves to contrive and lay plans; it requires and is always ready to give a reason; it accomplishes much with limited means; it gives the ability to reason, infer, invent, contrive, take advantage of circumstances, and predict results; it gives strength and power of intellect and solidity of mind; it comes to correct conclusions, and says and does what makes an impression.

When this kind of memory is poorly developed it shows a lack of scope of intellect and range of mind, and a business man without it is limited in his resources; he has but few thoughts and those only of a commonplace character; he takes contracted views of subjects, lacks judgment, requires to be shown how, lacks foresight and sagacity, and neither appreciates nor perceives the beauties of causation, and is limited in understanding, hence cannot remember what he has read or said. This is a very important memory, and all business men should strive to cultivate it so as to ward off mental blindness. Those persons who have a shortage of this memory let the rest of the world do their thinking for them; they follow the lead of some one else just as sheep follow one another in a field.

In order to cultivate this memory, a business man must watch for the lines of argument followed by men of keen intellectual prowess, and endeavor to work out for himself the true cause and effect of things. Many Buyers need to be reasoned with, hence the Salesman must impress his customer with an irresistible argument, and in order to cultivate this faculty he must be original and study the philosophy of business in all its branches, and must try to trace out the connection between one phase of his business and another.

THE AMERICAN INSTITUTE OF PHRENOLOGY.

OPENING MEETING.

Friends of the Institute, and others, are reminded that Wednesday, September 7th, is the Opening Meeting of the Autumn session, when an interesting program will be arranged. All are asked to hold this date in remembrance.

Science of Health.

HEAT AND THE TURKISH BATH.

In the current number of the *Literary Digest* there is an interesting article compiled from a translation, from the pen of Dr. A. Gradenwitz, in Paris, on the virtues of the Hot Air Blast, as it is called. This has long been used in this country to dry the hair, when driven by an electric fan. The article further states: "Now this current of heated air has been found to have great importance in therapeutics; in affections such as gout, rheumatism or neuralgia. A daily treatment of ten or fifteen minutes produces marked relief, and with prolonged treatment a complete cure can be effected. Soon after this new curative method had been adopted in medicine, it was observed that the same currents of hot air have a valuable curative effect on diseased tissues in abscesses, etc., owing to the accumulation of blood that they induce in the part." It is also stated, that hospitals, sanitariums, specialists, and general practitioners have adopted the plan with great success, both in France and Germany. In Berlin its use has been extended to veterinary medicine.

All of this is but a local application of the Turkish Bath. Of course it is beneficial, but is only as a drop in the bucket, to what the Turkish Bath does in a more complete and wholesale way, while local and partial measures are infinitesimal. The value of Heat as a remedial measure has long been demonstrated by the action of the Turkish Bath, which stands at the head as the most complete of all baths, having gained its prestige in spite of much opposition, because it has effected hundreds of cures in acute and chronic disease, many of them of exceeding grave character. Not only that, but by its wonderful eliminating power many have been saved from the results of blood poison, and even the terrible affliction of Rabies. In truth, it is a powerful purifier, both externally and internally. It dislodges and brings to the surface impurities that would otherwise encumber the vital action of the system. The circulation thus purified furnishes to the life powers a better material for renewal and recuperation. It all comes through the action of Heat. The Turkish Bath is simply a convenient and charming way of utilizing the force. If it were the habit of our people, every man, woman and child, to take a Turkish Bath once a week, the community would quickly be placed on a higher plane of health, and the average of life prolonged.

CHAS. H. SHEPARD, M. D.

THE FASTING FAD AND THE NO-BREAKFAST PLAN.

Mr. Elbert Hubbard, a correspondent of the *New York American*, has recently published two articles, one on "The No Breakfast Plan," and another on "The Fasting Fad." This gentleman claims to have had some experience in both of these systems of dieting.

On the no breakfast plan he says: "Man's body is fed by food. No one could get along without eating except for a few days. When the digestive apparatus is out of order the whole man suffers, and especially is he unreliable and incapable mentally. The brain and stomach seem to work in close sympathy." He says that "while food is a primal necessity, yet the fact is most people eat much more than they require, and a good deal of their life's energy is taken up getting rid of the surplus." And yet he rather condemns the no breakfast plan.

Now, if a person is inclined to eat too much, the no breakfast plan is one of the best systems of dieting that he can adopt. The reason for this is that it gives the stomach and all of the digestive organs a chance to rest a good part of the twenty-four hours, and if a person eats his dinner or supper at six o'clock the food that he eats becomes digested and ready for assimilation during the night, and the nutrition that the body needs is in the blood ready for being used early the next day, and by going without breakfast it gives the digestive organs a splendid chance to do their work and to rest and be ready to digest the midday meal, which should be taken about twelve o'clock.

There are many thousands of people who have adopted the no breakfast plan who do not feel inclined to ever give it up again. They find that their digestive organs are in better condition, they enjoy better health, they are free from every kind of disease and they also relish their food more. There is no way of purifying the blood so effectually as can be done by fasting. If you stop taking food into your stomach all of the digestive organs have a chance to rest, and sometimes a three or four days' fast, or even a two weeks' fast, is one of the best things a person can do to rid himself of disease.

While fasting you can drink all of the water you feel inclined to drink, and you keep on breathing. It is the drawing in of oxygen into the lungs that assist in getting rid of the carbon and other substances taken in the food that are not properly digested and assimilated.

Mr. Hubbard admits that as a curative measure in disease the fast often is a positive force for good. That is very true, and if a person is suffering from any form of disease he cannot do a better thing for himself than to stop eating for a while. There are more people killed by overfeeding and drugging while sick than in any other way. Even the physician who had charge of the late King Edward admits that his digestive organs were in

bad condition, and had been for some years before his death; his blood had become impure, and he was in just that condition where by taking cold, (which closes the pores of the skin which carry off a great deal of the impurities of the body) the impure matter in his blood went to his lungs, and it takes but very little obstruction in the circulation of the lungs to end a person's life. Persons who are attacked with pneumonia will sometimes within twenty-four hours be in an incurable condition, because it prevents the circulation of the blood in the lungs which is necessary to the support of life. All people who die of heart failure, pneumonia, apoplexy, Bright's disease, diabetes, and every form of chronic ailment are in such a condition that fasting and letting the digestive organs rest is sometimes the very best thing that can be done.

Sometimes persons get into the habit of eating certain things, and it becomes as difficult to break this habit as it is to break the habit of using tobacco or alcoholic liquors of any kind. The habit of eating beefsteak for breakfast every day, or griddle cakes, and other stimulating foods, becomes as strong and as hard to overcome as to stop drinking alcoholic liquors.

E. P. MILLER, M. D.

CIVIC DEPARTMENT—SCIENTIFIC FINANCE.

The word Finance is a compound word, which means the Science of Money. The farmers, working men, mechanics, and business men do not know what scientific money means. They all leave the question of money entirely in the hands of the bankers, who have all these years since our government was organized, been using for money their own bank notes. And yet every Secretary of the Treasury that we have had has told us that bank notes are not money, but promises to pay money.

The Constitution of the United States expressly defines what money is, and who shall make it. It says: "Congress shall have power to coin money, regulate the value thereof, and of foreign coin, and fix the standard of weights and measures."

In Section 10. it says: "No State shall coin money, emit bills of credit, or make anything but gold and silver coin a tender for debt, pass any bill of attainder, ex post facto law, or law impairing the obligation of contracts."

Now, the question arises, what is money, what is it to be made of, and who shall make it? The true definition of money is "that article which the laws of any country make a legal tender for debt." All civilized governments have decided that gold and silver are the best material with which to make the legal tender for debt. It has been discovered, however, that

there are not gold and silver enough to supply money for the transaction of all business, and consequently nearly all of the nations have established National Banks for the issue of bank notes as money. Thus the National Banks of England, France, Germany, Russia, and many other nations issue notes that are used as money, and most of them in limited quantities are made legal tender for debt. Although the Constitution of the United States prohibits States from coining money or issuing bills of credit, yet the States have permitted the Banks to organize and issue notes that are not legal tender, by depositing the bonds and stocks of the States with the State Treasurers. The Banks have been permitted to issue three or four times as many of these notes as they have deposited bonds to redeem them, and as a result every few years the Banks would issue so many of these notes that they could not get coin enough to redeem them. Consequently the Banks failed, the depositors lost from 25 to 75 per cent. of their deposits, and bankruptcy was extended all over the country. All of the many panics that occurred in the country, previous to the Civil War, were caused by inflation of bank notes, which are the credit of the Banks loaned to the people in the form of money.

At the time the Civil War began all the money there was in the country, including both gold and silver coin and bank notes, was about \$442,102,477. Of this amount \$207,000,000, nearly half, was in state bank notes, which are not money but promises to pay money; so that all of the real money there was in the country was about \$235,000,000 of coin.

President Lincoln and Secretary Chase discovered that they could not carry on the Civil War without more money than that, and they had a bill passed by Congress to allow the issue of United States notes as legal tender for debt. During the war there was \$450,000,000 of United States legal tender notes issued, \$33,000,000 of five per cent. notes, \$266,000,000 compound interest notes and about \$830,000,000 of seven and three-tenths notes. These were all made a legal tender for debt, but a large portion of them that were on interest were soon hoarded and kept by the parties that held them for the sake of the interest that could be secured on them, paid by the government.

Now, it was with that sort of currency that the Civil War was carried on, and it went safely through, and the reason for this was that there was so large an amount of legal tender notes put into circulation for money, and these are worth to the people for all purposes just as much as so much gold coin, and they are all made redeemable in gold and silver coin. Had all of this money been retained as legal tender money the value would have increased until they would have been on a par with gold coin before the end of the year 1866, and had they all been made a legal tender without bearing any interest, like the United States notes, they could have paid off the

public debt within five years after the war closed and saved nearly \$3,000,000,000 interest that has been paid to the Banks.

But as soon as the war was over, Hugh McCullough, the Secretary of the Treasury, who had been President of the State Bank of Indiana before he went into the Treasury Department, used all of the money he could get to pay off the legal tender notes, instead of paying off the interest bearing debt. If even the \$684,000,000 had been kept in circulation as the greenbacks were they would have had money enough in the Treasury within one year after the war closed to have begun to pay off the public debt, and to have paid off every dollar of it within five years after the war closed. But, instead of that, they began a warfare upon those notes with the determination to drive every one out of circulation and put bank notes in their place.

Now, the difference between a legal tender note and a bank note is that the former is scientific money and constitutional money, as the Supreme Court has decided, and therefore worth just as much to the people as gold and silver coin, while the latter are not money at all, but simply promises to pay money.

The Banks have grown enormously wealthy by having the manipulation of money in this way. The bank notes that are made for their use are worth just as much to them as so much gold coin, but to the masses of the people who have no interest in loaning them, they are not worth so much. Any one who has a legal tender note can get coin for it at any time it is presented to the Treasury Department for this purpose.

What is necessary now in order to have scientific money is for the next Congress that meets to pass a bill allowing the Secretary of the Treasury to issue \$713,000,000 of legal tender notes, to take the place of that amount of bank notes, call in the bonds and pay them off with the gold that is in the Treasury now lying idle, and have those notes redeemable in gold and silver coin at their commercial value at any time they are presented for payment. This would give us a uniform currency that is both scientific and constitutional. The States have no right to permit the Banks to use their notes for money; it is an unconstitutional proceeding and there ought to be a stop put to it. There is about \$35 per capita of money now in use. Let that be the standard, and never allow more to be issued than \$35 per capita, but increase the issue as fast as the population increases. That will give us a uniform currency and a uniform standard of value, and will put an end to all stock gambling and all kinds of panics, and the country will go on prospering as it never has done before.

E. P. MILLER, M. D.

Science of Health.

WILLIAM JAMES SIDIS, THE ELEVEN-YEAR-OLD MATHEMATICAL PRODIGY.

The world has been astonished and perplexed over the mathematical prodigy, William James Sidis, of Cambridge, Mass., who has lectured before many learned professors at Harvard, on the Fourth Dimension. He is only eleven years old,—an age when most boys are struggling desperately with the elements of education, and has been specializing in advanced Mathematics since his admission to Harvard last September. He has held his own all along



WILLIAM JAMES SIDIS.

with his fellow students who are twice his age, and even before he entered Harvard he had progressed far on the road toward mastery in the science of Mathematics. Algebra, Trigonometry, Geometry, Differential and Integral Calculus, were all at his finger ends by the time he was nine or ten, and he has even written a treatise on the properties of the Hypothetical Fourth Dimension.

This child wonder is apparently as clever in other studies as he is in Mathematics, and has studied Physics, Geography, History, Anatomy, Physi-

ology and Political Science. Fortunately, he has remained withal a boy, which is not usual among prodigies of his caliber.

Dr. Sidis, the boy's father, as every one knows, is a specialist in Psychology. He accounts for his son's mental growth by a special education which he has received, and not as a result of heredity or of exceptional native talent. He has encouraged the lad to take an interest in such studies that appeal to him the most, and he believes that no ill effects will come from strengthening and accustoming him to make habitual use of his latent energy.

We do not agree, however, with the boy's father, in that he says that his mental capacity and his mathematical talent have come from simply systematic education apart from any special endowment of mind. The portrait before us shows that he has a remarkable forehead in the lower range of faculties, including memory of objects, names, dates, particulars, events, forms, outlines, weights, measures, and figures. The outer curve of his eye shows an exceptional development of calculating power, and however well trained a boy may be in any study, he cannot do the feats that this boy has done without having a remarkable endowment of faculty. His father, no doubt, has no belief in the localization theory of the brain which explains and accounts for the endowment of talent in certain brain areas. If he had studied the Analysis of Character he would see that his boy was greatly superior to most lads in the development of Calculation, Order, Eventuality, and the other scientific faculties.

We believe that his organ of Imitation must also be largely developed, for at the age of three and a half he learned to imitate his father in the work that he did on the typewriter, by watching his movements and pressing his little fingers on the keys, and doing what his father told him to. Now, many lads at three or four years of age might try to do the same thing, but not one in a thousand could become a dexterous typewriter at that age. His organ of Causality must be unusually large and active to enable him to work out problems.

We should therefore recognize functional power for Mathematics in the boy's brain, and not put down his remarkable talent to simply systematic training.

EDWARD PAYSON WESTON, THE NOTED PEDESTRIAN.

Edward Payson Weston presents a marvelous example of pluck, energy, persistency, grit and wiriness of organization, and is, as the Mayor aptly said, "a benefactor of the human race, teaching people the good of the open air and the common sense of taking plenty of exercise. If people

generally would imitate your good example," he said, "they would live to be a hundred years old."

If Weston had done nothing else he has certainly inspired persons to see that new life can be gained by outdoor exercise if it is kept up regularly and taken within the limitations of one's own powers.

His head indicates unusual width in diameter above the ears, which gives him energy, pluck and spirit.

He is remarkably developed across the brow, which width gives him keen perceptive power, observing ability, and practical common sense.

His head is high above the ears, which shows that he is firm, persevering and determined when he once sets out with an object before him, and is not easily daunted by difficulties that may spring up unawares.



EDWARD PAYSON WESTON.

His head substantially proves his hold on life and power to meet difficulties by going through them without a question; as, for instance, when he reached Mount Torch the aqueduct had flooded the road, but Weston walked through the mud and water two inches deep thinking nothing about it.

His forehead is unusually high for one who is so fully developed in the base or across the brow, indicating that he is a man of reflection as well as one capable of storing his mind with useful information. He is a G. O. M. of health principles, and lives principally upon healthful foods rather than meat and stimulants.

J. A. FOWLER.

HINTS ON CHILD BUILDING.

A celebrated Scientist and Psychologist who has been for years attached to the Smithsonian Institute, Washington, has found out not only how the mind may be built to order, but also how character and disposition may be improved at will so as to develop good traits and do away with bad ones. It is all a matter, he claims, of educating the cells of the brain which are the physical units of the mind. The brain, like any other part of the physical mechanism, can be built up, he asserts, and beginning with the child it can be developed bit by bit.



PUSSY AND HER MISTRESS. (Photo by The Parkinson Co., N. Y.)

It is natural, therefore, that he should apply his system of development to his own children, and it is his theory that repeated psychological tests, properly made, increase mental skill just as repeated gymnastic trials develop greater physical skill.

The picture that graces this page is of a little girl who has a well-developed head, which indicates that her brain cells are all well filled out and capable of being used in many directions. She is a little lady of thought, and her forehead in the upper portion, just where the light falls upon the picture, indicates that she has a very inquiring mind, and she will eventually, in all probability, take a prominent part in the affairs of her sex which are now being widely talked of and discussed.

She has a remarkable development of Language, a great abundance of words to clothe her ideas, and a full degree of fun. She is highly affectionate, loving, and social, and abounds in energy, physical strength, and healthiness of constitution. Her love of pets is evinced by her happiness in making Pussy a playmate. The latter, by the way, has a fine character, an excellent memory of places and faces, and, withal, is a very conscientious cat.

MENTAL SCIENCE AT CORNELL.

In the interesting series of articles in *The Independent* upon American Universities by Edwin E. Slosson, Number X, treats of Cornell, and from it I make the following extract:

"The visitor who climbs to the top story of the old Morrill building will find an interesting department, *the psychological laboratory*, occupying a desultory series of twenty-six rooms." Alluding to the endowment of Philosophy by Henry W. Sage and the wonderful things which twenty years ago were expected from it—a sort of philosophical millenium in which "physician and metaphysician would fall upon each others necks, when Platonist and Aristotalism would understand each others' tongues, *when psychologist and physiologist would see both sides of the shield*, when all should join hands and rally round the Kymograph, and a little child should lead them," the author confesses his disappointment, for "there seems to be at Cornell no such concentration of forces *upon the problem of the mind* as we once hoped for." . . . "Professor Tichener's machines spring freely in Morrill Hall, grinding out papers for the *American Journal of Psychology*, but over in Goldwin Smith Hall, Plato and Kant and Thomas Aquinal, pursue the even tenor of their way undisturbed by this machinery. *Professor Burt G. Wilder has an unique collection of 1,600 brains in McGraw Hall, but what have they to do with the living brains of the children that are being experimented upon in the educational department?*" The italics in the above quotations are mine. The author concludes that the Sage endowment has accomplished nothing beyond bringing together in one place a number of students of philosophy, a record of the futility of the methods of the psychologists which justifies all I have said of them in my introduction to Spurzheim's Phrenology. It is elaborate pretentions and expensive fooling which has one practical result, not noted by Mr. Slosson, it produces more professors and teachers of psychology. -

CYRUS ELDER.

We believe if some Philanthropist would offer \$10,000 for the erection of a suitable building to further the study of the Brain, according to Phrenological Science, another \$10,000 could be easily raised to match it for the furtherance of the work.—*Editor.*

THE
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and SCIENCE OF HEALTH
(1838)

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(1880)



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PHYSICAL STRENGTH A "safe and sane" Fourth of July was the *VERSUS BRAINS*. result of the practical agitation throughout the country for less noise and less expenditure of money upon firecrackers. But one important event seemed to influence the whole country and force itself upon the interest of the people whether they believed in prize-fighting or not. There have been prize-fights before, but no fight has ever created such a sensation during the past hundred years, not even that of Sullivan, Corbett, Fitzsimmons and Jeffries when the latter gained the championship.

And what did it all amount to? It was a trial of strength between a white and a black man. Certainly the one man had nothing to lose, and no superfluity of brain kept him awake at night wondering whether he would win or not; while the other man had everything to lose, and possessed more brain power, more nerve power, and more moral sense of the responsibility that rested upon him. Had it been an equal test of intellect, there might have been some excuse for the widespread interest that was taken in the entertainment afforded by the fight. But, to quote the editorial in the *Evening Journal* of July 5th, "it is dreadful and superficially discouraging to see the attention of a great people concentrated on the brutal struggles of two-legged fighting beasts. It is shocking to know that in the howling crowd at the ringside there were many women. But at least the dispatches tell us that the seats for women were put far back where they could scarcely be seen

and could scarcely see the fight. Needless to say, all of these women were poor,—very poor,—representatives of the women of to-day. There is progress in the fact that at this fight, which though brutal was not murderous, the only women were of a low degraded class, sitting far back, whereas in Rome, only two thousand years ago, when men were butchered publicly in hundreds, women of all classes sat at the front and shrieked for the death of the conquered.”

The editorial continues: “If you study things from a wide view, if you look at our race only yesterday, made up of savages in caves, only to-day emerging from slavery, physical and industrial; if you see the wonders accomplished in this generation of ours,—the first generation in which men as a race have known how to read—you cannot be discouraged. You cannot but realize that humanity is steadily rising, steadily putting aside brutality, ignorance, poverty and vice.”

The only true light in which such a display of interest on the part of the public can be taken is in the light of comparison, and when we watch for the ebb and flow of intelligence we realize that after all civilization is gaining in the count toward a higher and saner way of the subjection of the animal nature.

THE AMERICAN INSTITUTE OF PHRENOLOGY. In this enlightened day no one can afford to be ignorant of the powers

that he or she possesses, and the study of Phrenology gives a person a knowledge of himself that enables him to compete with other men and women in a legitimate field of endeavor. As a profession the study of Phrenology opens the way to a field that is not overcrowded.

In every town of five, fifteen, twenty, twenty-five or thirty thousand inhabitants, we find a number of physicians, lawyers, clergymen, teachers, and other professional people who secure a livelihood by their talents. There should be, as well as these professional people, a first-class phrenologist settled down at his professional work.

Inquiries come to us almost daily from all parts of the country asking us to recommend a phrenologist in certain localities in order that advice may be obtained concerning choice of pursuits, the training of children, the best means of self-culture, or adaptation in marriage.

The profession therefore offers admirable opportunity for well-trained and competent phrenologists, and we look forward to the day when every city will possess a well equipped phrenologist who can give advice upon the above subjects.

More than this, we look forward to the time when teachers of every school will take an interest in this subject of Character Analysis. Public interest is being quickened in this direction at the present time, and when the demand is made in a universal way we want the supply to be ready.

The importance of the work done by a scholarly and conscientious phrenologist is second to none, for he can greatly add to the power and usefulness of everyone who consults him. However, no one should undertake the responsibilities of this profession without proper preparation for the work, and this can be acquired better through the course of instruction afforded by the American Institute of Phrenology than in any other possible way.

For business men the study of Phrenology helps to secure for them success in life, for the man who thoroughly understands himself has at his command a means of strengthening his character and his opportunities in life, and can readily apprehend the strength and weakness of those whom he employs or with whom he has to deal, whether in a line of business or in private life.

While a business education, as given in the commercial schools, may be desirable, it is not to be compared with the advantages to be derived from a course of instruction in the American Institute of Phrenology.

A knowledge of Phrenology will enable a person to ascertain whether it is wise for him to devote time and money upon Drawing, Painting, Music, Elocution, Foreign Languages, Typewriting, Stenography or Book-keeping; and it will further enhance his happiness in life by enabling him to get into the right groove where his interest will strike the deepest.

We want a hundred students this Fall to express their willingness to spend a couple of months in the study of this momentous subject, and those who feel that they can spare this time to better equip themselves for their life work should write at once and secure full particulars concerning the work, the study, the facilities, and the probable results of their work. Persons who are interested in this subject, and who have been wanting to take the Course for years, should not put it off and think that any time will do, for it is an investment that they should make without delay if

they wish to benefit by the knowledge that they will obtain through a better understanding of themselves.

The Institute Course offers facilities for the study of Human Character that cannot be obtained elsewhere. People from all parts of the world have testified of their added success in business, in schools, in professions and homes, and the inestimable value the Institute has afforded them after they have passed out into the world of endeavor. Let us help you, brother and sister, for we know you need our assistance.

Correspondents.

J. I., Oldham, Eng.—You ask what organs cause shyness. Shyness may come from an over amount of Cautiousness, or it may spring from a large development of Veneration. In the former case it manifests fear and timidity; in the latter case it shows great humility, deference and respect for other people, and a disinclination to place one's self on a par with others. There is still another organ the lack of which may show itself in shyness, namely small self-esteem. The lack of confidence in one's self, or failure to take the initiative, may amount to shyness in some cases.

E. M., New York.—Your letter with regard to pre-natal influences is at hand. We would advise you to read the new book just issued from the press, on "The Four Epochs of Life," by Elizabeth Hamilton Muncie, M. D. This will give you full satisfaction, we think, on the subject of pre-natal influences. It is a good book to recommend to any young mother.—(See Review Column.)

J. I.—You ask does contentment come from a combination of organs, or is it an organ of itself, and if so where is it located? We have known persons who have possessed this element of mind who have possessed large Self-esteem and small Approbativeness. The large Self-esteem makes them think that everything they possess is just right, and they are consequently contented. Their small Approbativeness makes them wish for nothing and aspire to nothing which they cannot possess, and here again contentment expresses itself in the character.

There are many kinds of contentment. One sort comes from large Veneration which makes people think that whatsoever is, is right; while another comes from small Causality which prevents a person from reasoning

deeply upon the problems of life. There is no one faculty, therefore, that shows complete contentment of mind.

New Subscribers.

CHARACTER SKETCHES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 888.—H. F. L., Millersville, Pa.—This child is a chip off the old block. He is full of energy and keeps things lively wherever he is. He wants to see everything, but it is more his thinking mind that makes him ask questions, for he often asks them faster than he can get them answered, and does not always take time or wait to have all his problems solved for him, even though he appears to be very anxious to know everything that his father and mother understand. He is full of fun and humor; in fact, he frolics and plays in an original way, and as a speaker he will show a great deal of humor, human nature, and interest in his fellows. His photograph appears to indicate considerable constructive ability, and it will be surprising if he does not show power to put material together as an Engineer, if he takes up a mechanical course of study; or power to put ideas together, if he takes up a literary course. He should be taught to be orderly while he is young, and be shown that by being orderly he will save time in the end. He is such a forceful, executive lad that he will hustle to get through his work, and may leave some of the details for another more convenient time to complete. He must cultivate Individuality, and be shown the details of things instead of being allowed to study the generality of things. He will make a rousing speaker or preacher, or a broad-minded, liberal and hustling business man. But he will never want to take things in a quiet ordinary way.

No. 889.—R. H. L., Akron, Ohio—The photograph of this little fellow represents a round fully developed head. His eyes are as bright as stars on a clear night, and he seems to know without being told what is going on around him. He has a very sensitive and wide-awake mind. He will be

ambitious to excel in everything he does, and his ambition will spur him on to climb to the top of his class. He will desire to obtain the highest encomium it is possible for a man to obtain, whatever line of work he takes up. He will never go into things by halves, and although he will be liberal-minded and generous to a fault when he is working under the influence of his Benevolence, yet at other times he will have to guard his acquiring disposition and his desire to possess what he sees and takes a notion to have. Thus the elements of generosity and the power to accumulate knowledge, information and material form two very strong elements in his character. He is thoroughly in earnest, and if he takes up music he will want to be at the head of a large band and command an orchestra, for the combination of his powers is so strong that it will not be easy for him to devote his musical talent to simply playing on the piano. He will want to play on the organ, or perform on the cello. He is a very critical lad, and wants to have things just right. In fact, he will not be content unless he knows what is expected from him at the start of his work. He will have a stimulating influence over others all through his life.

No. 890.—H. L. L., Akron, Ohio—This little fellow has a high and rather narrow head. He will live up in the clouds a good deal of his time, and be full of inspiration, and give off ideas that are quite old for his age. His parents will wonder where he gets his ideas from about the clouds and the stars, and the light when it goes out. He will have quite a lively imagination, and will need to come down stairs into his basilar brain, or into the practical workshop of his mind. He will have more ideas than he will know what to do with in a theoretical sense, and he will help people out of difficulties through his capacity to plan and arrange ideas. He will be fond of Poetry and Nature, and will be able to overcome many impediments in constructive and imaginative work by giving suggestions as to how people can carry out their ideas along practical lines, though it may be hard for him to carry out his own plans in a scientific way. He will not be so good in business as his brother, but he will make an excellent scholar, and should be good in the languages and in literature, but will show more talent for mathematics and mental philosophy than for arithmetic, science, or oral language. He will be as comparative as a lawyer, and as generous-minded as a physician, and as intuitive as a student of character can be.

Mrs. Meadow (at Paris hotel): "Ooo! There's a fly in this soup!"

Mr. Meadow (who has traveled a little): "Hush, Miranda; don't speak so loud! No use exposing our ignorance. This bill of fare is all in French, and mebbey we ordered fly soup."—*London Tit-Bits.*

FIELD NOTES.

Dr. J. M. Fitzgerald, of Chicago, has been lecturing in Armada quite recently through the invitation of the Rev. J. G. Clutterbuck and a number of citizens. He remained in Armada three days making a number of interesting Examinations and lecturing on Phrenology, which lecture was highly appreciated by all who listened to it.

Dr. Alice B. Stockham sailed for London from Montreal on July 16th. She is to give several addresses in London, and at Garden City, Litchworth.

During the past month of July Miss Fowler spoke at an enthusiastic meeting at Hasbrouck Heights on the afternoon of July 14th, at the home of Mrs. Ellis.

On July 26th, she spoke at the Nurses' Home at 106th Street, New York City.

On July 30th, she attended an open-air meeting convened for her at the home of Mr. J. Alfred Miller, Noroton Heights, Conn.

During August Miss Fowler will speak at the home of Mrs. Tristram Coffin, Milton-on-Hudson, at the home of Charles O. Sahler, M. D., Kingston, N. Y., and at the home of Dr. Elizabeth H. Muncie, Babylon, L. I., N. Y.

On June 27th, Miss Fowler gave an address at the home of Dr. E. Van Buskirk, where she met a number of distinguished guests, all of whom seemed very much interested in her talk on Phrenology and Vocational Work for the Schools of New York.

LECTURE BUREAU.

The following names are on our Lecture Bureau list:

Dr. J. M. Fitzgerald is located at Chicago, Ill.; William E. Youngquist, Stockholm, Sweden; George Morris, Portland, Ore.; Dr. B. F. Pratt, Tacoma, Wash.; Dr. Edwin S. Morrell, Defiance, O.; George Markley, Pittsburg, Pa.; Dr. D. M. King, Mantua Station, O.; Dr. and Mrs. V. P. English, Cleveland, O.; N. S. Edens, Highland, Cal.; Dr. George T. Byland, Crittenden, Ky.; George Cozens, Hamilton, Ont.; H. E. Gorman, Rebersburg, Pa.; William McLuen, Perry, Ia.; Hon. J. J. McLaughlin, Charles Town, W. Va.; J. G. Scott, Sterling, Col.; J. H. Thomas, Massilon, O.; Dr. J. M. Peebles, Battle Creek, Mich.; Dr. C. B. Lyman, Rockford, Ill.; M. Tope, Bowerston, O.; James Webb, Esq., Leyton, Eng.; George Hart-Cox, Esq., London; William Cox, London; Otto Hatry, Pittsburg, Pa.; O. H. Williams, New York; C. J. Stewart, Beckley, W. Va.; J. Sekiryushi, Japan; E. F. Bacon, Oneonta, N. Y.; D. T. Elliott, London, Eng.; James E. Halsted, Vancouver; D. E. Vines, Newark, N. J.; Mr. and Mrs. F. Knox,

Seattle; J. W. Lerman, Brooklyn; Miss Ida Anderson, New York; Miss J. A. Fowler, New York City.

Persons desiring lectures for their various localities should communicate with THE PHRENOLOGICAL JOURNAL under the Lecture Bureau Department, 18 East Twenty-second Street, New York.

PHRENOLOGICAL HITS

No. I.

Recently a father and son visited our office, coming over ninety-four miles on purpose to settle the boy in a vocation. The father was told to place lad in a mechanical workshop, and in a couple of years he would see the need of going to college, but at present it would be of no use to expect him to go through college and "win out," though eventually he would become an excellent engineer. When half way through the examination the father exclaimed, "I am repaid for coming already." He then explained that his son had always wanted to become an Engineer, and that he had wasted a year and a half over him by sending him to college, but he would not study, and he had about decided to put him into the Freight Department of a Railroad Company. He was glad to be told that his boy had mechanical skill and would be likely to take to the study after he saw the necessity of the knowledge that a college education would give him. The father said he had been saved from making a serious mistake by putting his boy into a business. He would not have made a success in business, though eventually he could succeed very well as a Mechanical Engineer.

VOCATIONAL WORK.

On our books at present is the application of a man of experience who desires to obtain some work during the summer to occupy his leisure moments. He is a man who can be trusted to take care of the property or houses of persons who are leaving town for the country, or can be left in charge of light office work.

A young man sixteen years of age is seeking employment in an office. He is reliable and can make himself generally useful.

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AGENTS WANTED for the **PHRENOLOGICAL JOURNAL** and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

Good Health, Battle Creek, Mich.—Two good articles in the current number of this monthly magazine are on "Keeping Cool in Summer," by W. J. Cromie, and "Physical Culture for Infants," by Kate Lindsay, M. D. An illustrated article on "Foot Coverings," by Mrs. E. E. Kellogg, is also very interesting, as it describes and gives illustrations of the various foot-wear of the different nations.

The Phrenologist, London, Eng.—This pamphlet is the official organ of the British Phrenological Society, and contains news and notes of the meetings of the Society. The current number contains the report of a lecture on "The Use of Phrenology in Education," by Miss A. B. Barnard.

The Japanese Phrenological Journal.—This 21st number of this magazine is just to hand. It is illustrated with the portraits of the late King Edward of England and the present King George.

Vegetarian Magazine, Chicago, Ill.—Contains an article on "Meat Substitutes," which every one should read who is at all doubtful about the advisability of giving up meat. Another short article is on "Unpolished Rice as a Food." This is an important contribution from Dr. Kellogg. Another article is on "Are Criminals Born or Man-Made?" by the Editor.

The American Educational Review, New York and Chicago—Contains an article on "The Higher Education in the South and West," by Charles R. Van Hise, President of the University of Wisconsin, among other interesting

Pacific Medical Journal, San Francisco, Cal.—The June number contains an article on "The Untilled Field of Chemistry." Another article is on "Good Men in Bad Company; or An Explanation which Explains." While another article is on "The Use of the Sun in the Preservation of Health and the Cure of Disease," by H. A. Makinson, M. D. All of these articles are thoughtfully written, and the last is particularly serviceable.

Publishers' Department.

REVIEWS.

Physiology of the Special Senses. By M. Greenwood, Junr., M. R. C. S., L. R. C. P., F. S. S. Published by Longmans, Green and Co., Fourth Avenue and Thirtieth Street, New York; and London: Edward Arnold.

This book of over 230 pages is calculated to serve two classes of readers. First, the students of Psychology who need more information about the Physiology of the Senses which they could not get in ordinary books on Psychology; and Second the students who are taking up Physiology as a branch of liberal education, or with a view of presenting themselves for certain higher professional examinations. In either case a more lengthy explanation of Physiology is required than can be obtained from ordinary text-books. The object of the author was to keep the book within definite limits, and consequently he omitted much that he would have liked to have added, but sufficient information is given to make the book attractive, interesting and instructive. Some of the chapters are upon the following subjects: "Protopathic and Epicritic Sensibility"; "The Sense of Position and Movement"; "Trichromatic Vision"; "Dichromatic Vision"; "The Young-Helmholtz Theory of Colour Vision"; and "The Physiology of 'Space.'" The book is well printed, and will fill a much needed want.

Dominion and Power; or, The Science of Life and Living. By Charles Brodie Patterson. Published by Funk & Wagnalls Co., New York and London. Price, Octavo cloth, 304 pages \$1.20 net; postpaid \$1.32.

The works of this author are so well known that they need but little introduction on our part, especially his works on "The Measure of a Man," and "The Will to be Well." Certainly, as the writer says, the world is

stretching out for "more light," and a comprehensive knowledge of the laws that control and regulate life, and undoubtedly there is "a wave of spiritual thought and feeling" that is extending to the uttermost parts of the world. This book has been written for the purpose of throwing more light on the way of life, and to call into existence the latent powers of being that are resident in the soul of every man who cometh into the world. We are sure the author has more than fulfilled his wish. The chapters on "Planes of Development," "Success," and "Self-Expression" are particularly helpful.

Four Epochs of Life. By Elizabeth Hamilton Muncie, M. D. To be obtained from Fowler & Wells Co. Price, cloth, \$1.50; paper, \$1.00, postage 12 cents.

This is a book that is calculated to do an immense amount of good, especially among our young mothers. It is written with taste, and breathes a mother's experience in every line. No one is better fitted to write such a book than Dr. Muncie. We have had the privilege of watching the writer's work for many years, and have found no woman better qualified in every way to write such a book. From cover to cover it contains just the information that is so much wanted,—knowledge that often comes too late when a young mother has to gain it by her personal experience. Dr. Muncie is not only equipped medically to talk to mothers, but her mind and character are well adapted to such work. Every young mother should secure a copy.

Human Nature in Selling Goods. By James H. Collins. Published by Henry Altamus Co., Philadelphia, Pa. Price 50 cents.

The world is growing wiser every day, and this fact is seen in the number of books that are now being published on Business Psychology. The book before us, on "Human Nature in Selling Goods," is written with the intent to help Salesmen in various ways, and many business experiences and difficulties are set forth. It points out that this is an age when business men must know each other better in a psychological way; and the modern Salesman's knowledge of people, his optimistic spirit, his affirmative attitude toward men and things, his ability to fight heartily and be a good loser, are points in his character which he must cultivate for his own benefit as well as for the benefit of his countrymen. We predict a brisk sale for this book.

Education in Sexual Physiology and Hygiene. By Philip Zenner, M. D. Published by the Robert Clarke Co., Cincinnati. Price \$1.00.

So much is being written about Education to-day that the above named book is hailed with pleasure. It is a "physician's message," and contains chapters on "Talks to College Boys"; "Sexual Physiology and Hygiene";

"Social Disease"; "Prevention of Social Disease"; "Teaching Sexual Physiology"; "Hygiene in School"; "Mode of Teaching"; "The Teacher"; and "Habit." The book gives an opportunity to every young man and woman to learn important lessons that no teacher should refuse to impart. The chapter on "Habit" alone is worth its weight in gold. The book is written in very appropriate language. It is printed on excellent paper, and is a book that every girl and boy should read at the age of fifteen, or earlier. So many boys and girls grow up into manhood and womanhood in gross ignorance of the laws of our being. The book would make a fine gift for a birthday.

Scientific Finance. "The True Solution of the Money Question"; "The Cause and Cure of Panics"; "Important Facts about Money." By E. P. Miller, M. D. To be obtained from Fowler & Wells Co., New York. Price, 10 cents per copy, or 3 for 25 cents.

The above named pamphlets are among the latest documents on the subject of Scientific Money, and are of vast importance to every American citizen, and every reader of the JOURNAL should send for copies. We trust that every member of the Scientific Christian League will read these pamphlets, and get others to read them.

Faces and Phases of German Life. By E. Theophilus Liefeld, former Consul at Freiburg, Baden. Published by Fowler & Wells Co., New York. Cloth, 316 pages. Price \$1.50 net, postage 10 cents.

This book should have a ready sale among our German population, and also among our German teachers, as it describes in an interesting way individual types that have come under the observation of the writer. He has taken up the character sketch of German life and given a description of the country, its inhabitants, its government, the habits and customs, in fact, anything and everything that serves to explain and make valuable a book of this kind. He has endeavored, and, we believe, has succeeded in giving an accurate description of the German nation in an unprejudiced manner. Being a German Consul for many years, the author has had exceptional advantages over other residents abroad in understanding characteristics of the business people and citizens generally. Some of the chapters are upon Mr. Andros, the Terribly Afflicted Man; The German Emperor; The German Prisons; German Women; The German Soldiers; The German Post-Office; The German Universities; and The Carnival in Protestant Basel; and The Psychiatric Clinic. The book is printed in good type.

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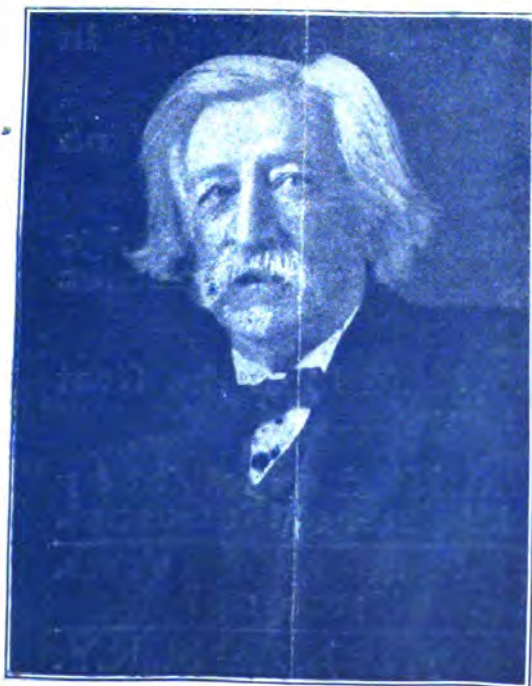
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THE PHRENOLOGICAL JOURNAL AND SCIENCE OF HEALTH

INCORPORATED WITH THE
Phrenological Magazine (1880)



THE LATE CHIEF JUSTICE FULLER.

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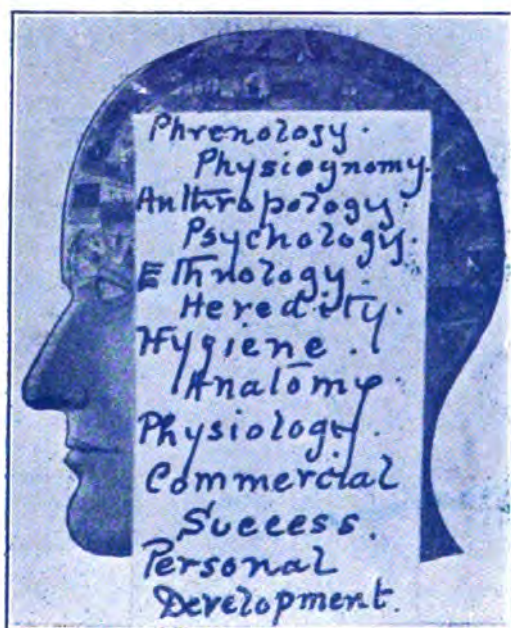
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WHOLE NO. 858

The Natural Language of the Faculties.

BY CRANIUM.

THE PERFECTING GROUP—*Continued from page 244.*

IMITATION.

There is a great difference among people with regard to their development of Imitation, and as the faculty is located in an easy position to find, it should enable those who are doubtful concerning the localization theory to be on the lookout and prove for themselves that we are not guessing in this matter of functional topography.

The faculty of Imitation gets its name from "imitatio," from "imitari—to imitate." It means to follow as a pattern, model or example; to copy or strive to copy. This faculty is called by scientists the "imitative centre," and Professor S. Exner and Dr. David Ferrier have made some interesting experiments with the electric current to this part of the brain of animals which affects the facial muscles. They have excited the area which gives expression to the power that manifests gesture and ability to mimic, and as the instrument of a mimic is his facial muscles, it is clear that experiment and observation have touched the same part of the posterior second frontal convolution where Gall located Imitation or the organ of Mimicry, bordering on the Vertical Frontal fissure beneath the Frontal bone; between Ideality and Benevolence and Spirituality and Agreeableness.

The function of this faculty gives one the ability to copy, take a pat-

tern, imitate, mimic, or do anything seen or heard. It gesticulates and gives versatility of manner, and power to adapt one's self to different kinds of work and spheres of life. It enables one to become some one else rather than the person's own self. It is one of the principal equipments of an actor or actress, a painter, sculptor, or designer.

Dr. Gall gives the following account of the discovery of the faculty and organ. One day a friend with whom he was conversing about the form of the head assured him that his had something peculiar about it, and directed his hand to the superior anterior region of the skull which was particularly well developed. Before that time Dr. Gall had not observed such a conformation. This man had a peculiar talent for imitation, and it attracted Dr. Gall's immediate attention, so much so that he went to the Institution for the Deaf and Dumb in order to examine the head of a pupil named Casteigner, who only six weeks before had been received into the establishment, and from the time of his entrance had attracted notice by his amazing talent for mimicry. On the *mardi-gras* of the carnival, when a



LARGE IMITATION.



SMALL IMITATION.

(Photos by Rockwood.)

little play was performed at the Institution, he had imitated so perfectly the gestures, gait and looks of the Director, Inspector, Physician and Surgeon of the establishment, and above all, of some women, that it was impossible to mistake them. This exhibition was the more amusing as nothing of the kind was expected from the boy, his education having been totally neglected. Dr. Gall states that he found the part of the head in question as fully developed in this individual as it was in his friend before mentioned. Dr. Gall then asked himself, is the talent for mimicry founded on a particular faculty and organ? He sought every opportunity of multiplying observations, visited private families, schools, and public places, and everywhere examined the heads of individuals who possessed a distinguished talent for mimicry. Dr. Spurzheim, alluding to Imitation, Wonder, Ideality, Wit and Tune, observes that "it is remarkable that the anterior, lateral and upper regions of the brain contain the organs of such powers as seem to be given particularly for amusements and theatrical performances." George Combe

says that "in children Imitation is more active than in adults. Young persons are very apt to copy the behavior of those with whom they associate, and hence the necessity of setting a good example before them even from the earliest years." "Children," says Locke, "do most from example; we are all a sort of chameleons that still take a tincture from things near us."

The faculty is divided into three portions. The lower portion gives the power to copy, to take a pattern, and to act as others act, and is called *Mimicry*. The middle portion gives the power to represent emotions and feelings by gestures and actions, and gives the dramatic interpretation of the mind, and is called *Gesture*. The upper portion of the faculty enables a person to take on the manners and ways of others, and is adapted to travel and to business life, and is called *Assimilation*.

Persons in whom this faculty is largely developed possess a strong tendency to mimic, copy, or plagiarize, and it must be held in check by the exercise of Firmness and the avoidance, so far as possible, of servile imitation of all sorts. In order to further restrain the organ a person should not allow himself to copy anything which he can avoid, but cultivate originality and preserve his identity.

A person who has very little Imitation finds it exceedingly difficult to do anything from a copy or drawing, making patterns and models, taking part in private theatricals, or mimicing his friends. But he must endeavor to imitate everything he sees worthy of imitation, to assume the language and actions of others, and persist in constant repetition until he thoroughly masters his lesson. He can in this way do much to increase this important organ.

Many illustrations could be given of persons possessing this faculty in an exaggerated state. It is said of Garrick, the celebrated actor, that he possessed such an extraordinary talent for mimicry that at the court of Louis XV., having seen for a moment the king and about six other members of the aristocracy, he carried off the manner of each of them in his recollection. He invited to supper some friends who had accompanied him to court, and placing his friends in two files he retired from the room, and on returning his friends exclaimed: "Ah, here is the King Louis XVth to the life." He imitated in turn all the other personages of the court who were instantly recognized, by not only their walk, gait and figure, but also by the expression of their countenances. This organ helps to give the dramatic talent to an actor as in Toole, Edwin Booth, Salvini; to a poet or author, as in Shakespeare, Voltaire, Moliere, and Corneille who are examples of this fact. It is large in the bust of Sir Walter Scott whose productions abound in admirable dramatic scenes. The faculty is also indispensable to the portrait-painter, the engraver and the sculptor, and on examining the heads of W. Douglas, Mr. Joseph, Mr. Uwins, W. Allen, James Stewart, Mr. Shelby the ornithologist, and Mr. Lawrence McDonald, George Combe found it large in them all. This faculty is particularly large in the ventriloquist, and it also aids the musician

and linguist, and all persons who practice arts in which expression is an object.

MIRTHFULNESS.

Every one knows what is meant by Mirthfulness or Wit, yet few words present more difficulties in their definition, says Dr. Gall. The word Mirthfulness comes from the old English word "mirthe," or the Anglo-Saxon "mirho."

The function of Mirthfulness is to enjoy sport and gaiety, and appreciate the witty, the ludicrous, the droll, the incongruous, and the eccentric. It is the entertaining element in character, and gives pleasantness to the disposition, and enables a person to make fun and crack jokes, and make ill or well-timed remarks. It delights in glee and gaiety, and is manifested by laughter, joking, and in playing tricks as well as a general expression of jolliness.



LARGE MIRTHFULNESS



SMALL MIRTHFULNESS.

(Photos by Rockwood.)

Dr. Gall observed that to convey a just idea of the faculty that produces it he could discover no better method than to describe it as the dominant feature in the minds of Rabelais, Cervantes, Racine, Swift, Sterne, and Voltaire. In all these authors, and in many other persons who manifest a similar talent, the anterior superior lateral parts of the forehead are prominent and rounded.

It is located in the second frontal convolution, beneath the temporal ridge, between Causality and Ideality, above the organ of Time, and below a portion of Agreeableness. The physiognomical location of this organ shows itself in the face in a graceful turning upward of the corners of the mouth.

The faculty of Mirthfulness is divided into two portions. The lower portion gives a sense of the ludicrous and absurd, and ability to ridicule, and when combined with large Comparison it gives the intellectual perception of the incongruous in thoughts and ideas. When combined with large

Combateness it gives force and sarcasm to argument and debate, and is called *Wit*. The upper portion gives a disposition to make fun and express jolliness, hilarity and cheerfulness, and capacity to turn things into puns, and is called *Humor*.

Persons having this faculty developed in a large degree enjoy having a good laugh, go to the theatres especially to see burlesque players, read Mark Twain and other witty writers. We should endeavor to restrain the abuse of this faculty by cultivating sobriety and reverence. Benevolence should also be called in to aid us, showing that we often give great pain by our disposition to make fun at the expense of others. Cautiousness will often help to restrain the exercise of this faculty.

Persons who have but a small development of this faculty never see the facetious aspect of things, and refuse to lower their dignity, and are afraid that they will lose their self-respect if they allow themselves to make fun and enjoy a joke. In order to cultivate a mirthful attitude persons should seek the company of mirthful people, for nothing is more contagious than genuine mirth. It is said, "there is a time to laugh as well as a time to weep," and laughter is promotive of health and longevity. We are told "to laugh and grow fat," and most people who enjoy fun and good humor generally increase the Vital Temperament and take on flesh. We are reminded of Shakespeare's adage, that "a light heart lives long."

This faculty is illustrated largely in the American people who generally have some tall yarn and humorous story to relate, and never allow themselves to be outwitted. The Irish are also proverbial for their wit and general good humor. A story is told of an Irish hod-carrier who rescued a lady's parasol which was being blown away. On handing it to her, he said, "Ach, if you were half as strong as you are handsome it would never have got away from you." She replied: "I do not know which most to thank you for, your kindness or your compliment." He responded: "Niver mind; a single glance at your bright eyes pays me for both." The wit of this consists in embracing the opportunity to say a brilliant, pleasant thing without being rude, and we admire it more than we laugh at it.

There's music in the sighing of a reed,
There's music in the gushing of a rill,
There's music in all things, if men had ears,
Their earth is but an echo of the spheres.

Byron.

The Physician and Physical Culture.

BY CONSTANTINE F. MCGUIRE, M. D.

A Paper read before the Annual Meeting of the American Medico Pharmaceutical League, of New York.

The prevention of disease at the present time occupies the attention of the medical profession to a greater extent than at any other period of the world's history. Physical culture on account of its relation to the prevention of disease necessarily commands the study of medical men in general.

Educators appreciate this fact thoroughly, and as a result we find no school or college complete without the addition of a gymnasium. By reason of their profession, one would naturally expect these gymnasiums would be in the hands of physicians, but as a rule this is not the case.

It is thought in some quarters that men of recognized athletic ability are the proper persons to whom to entrust the physical care of our young men and women, with the idea, we suppose, that agility and dexterity are the end of physical culture.

This, I may add, is an erroneous idea founded upon the theory that what one man can do can also be accomplished by any other man who receives the same training. The falsity of this proposition was brought home to me in the examination of a noted athlete. I remarked to him that he must have taken considerable exercise in the gymnasium to have such fine muscular development. His reply was to the effect that he had taken no special exercises, but had inherited his strength and agility from his mother.

This subject of inheritance is ignored in a great measure by trainers in our gymnasiums, but it is a truth nevertheless, of the highest importance.

Temperament is another factor ignored by these teachers. We know for a fact that horses are bred for certain specific purposes, and it may be added that like rules apply in a great measure to man.

It is the ignoring of these laws of temperament and heredity that causes so much misery in after life to those who have entered into tests of strength and agility. It is unnecessary for me to enumerate the diseases that arise from over-exertion, as the limits of my paper will not permit me to enter into detail. I do not wish, however, to be thought as condemning the Gymnasium in toto, but simply to draw attention to some of its glaring defects.

In this connection there are certain fundamentals to be mastered before entering the Gymnasium, and it may be added that as a rule these fundamentals are wholly ignored.

These fundamental rules have reference to the proper carriage of the body, as in walking, standing and sitting; to the proper method of breathing;

to a correct method of vocalization; and lastly to a true knowledge of the effects of the emotions and passions upon the human body. Once these four rules are mastered the after course in the Gymnasium will be shorn of most of its dangers and the knowledge thus gained will be of practical utility in after life.

In acquiring a knowledge of these rules no apparatus is needed, nor does it demand of the learner either agility or expertness.

It may be added that the fundamentals of any science or art are as much as the average man can acquire, and this applies not only to physical education but also to moral and intellectual training. In other words, the students of physical culture are taught too much of the fine points of the art, before they are sufficiently grounded in these fundamentals.

Another truth that is forgotten is that the main object of physical culture is to equalize the circulation of the blood, and it may be added that no amount of massage or Turkish baths can take the place of these fundamental rules.

Everyone cannot excel in atheletic sports, but all can learn to make the best possible use of their organization and thus be classed among the survivors of the most fit.

There is no doubt that games and sports are the best means for attaining physical health for youths, but as one grows older and is occupied with the care of his avocation the practice of these fundamentals are the best means for the preservation of one's health.

It is clear from what we have said that adaptation must be regulated by individual needs. In this connection we may say that the physician is in better position of knowing what these needs are than the ordinary trainer. The physician is able to detect any defect in the working of the internal organs of the aspirant; and he is also in a position to regulate the amount of exercise for particular individuals and thus prevent injury from excess of any kind.

Before closing I would call your attention to the utility of Phrenology in connection with physical culture. By its study you may learn much in regard to the different manifestations of the Temperaments and of the laws of heredity, and though phrenology may be tabooed in some quarters as a useless study, I may add I have found it of great assistance in the estimation of character, and of bringing home to the student his weak points as well as strong ones if he expects to have a well-rounded out manhood.

I will now conclude by giving the four rules of health in the form of a little rhyme, so that they may be the more easily remembered;

Stand erect,
Breathe through the nose;
Try to keep your larynx down,
And cultivate repose.

Personality in Business.

BY J. ALLEN FOWLER.

HINTS FOR THE EMPLOYEE.

BUSINESS MEMORIES.—*Continued from page 254.*

ANALYTICAL MEMORY.—(*Comparison.*)

Analytical memory is used in business as much as any other form. It is expressed by association and suggestion. When a person is equipped with a large development of Comparison, he is equipped with a memory that enables him to remember the classification of things; it gives him power for inductive reasoning, and to reason from parallel cases; it induces him to make a collection of scientific facts connected with his business following the laws which govern them; and it gives him a memory of the resemblance of things he has to sell to other things that he has seen. It enables him to detect an error of judgment or a defect in the goods that have been supplied, or a mistake in the prices quoted. It gives a Salesman a memory of analogy and the discernment of first principles, and therefore helps him to discriminate, illustrate, explain, expound, criticise, expose, employ similes and metaphors, and put this or that together or draw inferences.

This memory is large in all those persons who have shown business capacity in writing or speaking, especially in analyzing their subjects. It gives to the business man the capacity to show shrewdness, sagacity, analysis of human character, discernment, penetration, appropriateness, cogency, descriptive capacity, and a perpetual flow of illustrations. A business man who has this memory largely developed shows that he can classify all kinds of material, such as drygoods, groceries, tinware, haberdashery, boots, drugs, trees, herbs, flowers, fruits, seeds, animals, in fact everything in nature sold by a Salesman through the law of Comparison. It gives a business man the memory that detects resemblances, differences and bearings; it generalizes correctly from true facts; it shows a business man that from a little capital a large business may be built; it spells out important results from the slightest data; it helps the Salesman to draw inferences readily and correctly; it assists him to discern at a glance the point at issue; it enables him to be copious and appropriate in illustrating his meaning, and frequently explains power and gives him great resourcefulness of mind; it enables him to remember through his Individuality the faces of his customers, the form his goods take, the size, bulk and weight of the material that he has to sell, and furthermore the method, system and order with which he regulates and

classifies his goods. As a business employee he often has to work out a new formula to please and attract his customers, and it is the organ of Comparison that helps him do this. This memory is a co-worker with the Reflective Faculties in the conception of system, generalization, and classification. A business man, and especially an employee, has so many details to bear in mind that he cannot be a successful merchant without extensively using his Analytical Faculty.

MEMORY OF BUSINESS ENGAGEMENTS.—(*Time.*)

One of the most important memories that we possess is a memory of business engagements. A man who forgets his business appointments is looked upon as "no good" in the business world, and it is essential for him to make a special effort to increase his perception of time and retain a memory of dates as well as recognize time as it passes. Persons who possess a large organ of Time are particularly valuable to business managers, as they are able to recall the month, the day, and the hour when business transactions have been made. Such people are constantly being referred to, and a business manager is often at a loss himself when his employee is away, or where he cannot refer to him concerning an important transaction.

Sir G. S. MacKenzie had a ploughman in his employ who could tell the hour of the day with great accuracy, and also the time of high water, although he resided several miles from the sea. The faculty of Time helps a person to know how much he can accomplish within a certain time, and this is a great acquisition to a business man.

In order to cultivate this faculty a person should acquire the habit of working by the clock and of saying to himself, "I will get so much of my work done before twelve o'clock, or five o'clock, and keep an eye on the clock while working until the habit is formed. It is well for people to have regular hours for rising, retiring, and taking their meals, so as to be able to get into the way of doing things systematically. Life itself is largely made up of habits, and the organ of Time is very singularly dependent upon regularity of life. In order to be punctual in our engagements, as well as to remember engagements, one must know definitely whether a piece of work will take ten minutes or half an hour to accomplish, and by constantly repeating this method of doing one's daily work the organ of time will be kept in an active state.

MEMORY OF BUSINESS DETAILS.—(*Perceptive Faculties.*)

No Business Man can afford to be without a good endowment of the Perceptive Faculties, for with these he keeps an account of all the details of his business. His mental eye is upon every department of his work, and

while he may employ some one else to do his accounts for him, or promote business in various ways, or attend to his buying, or see his customers, he, with his large Perceptive Faculties, has to remember the hundred and one details that he has to carry in his mind, and cannot be referring to his books all the time to refresh his memory concerning them. It will be readily seen, therefore, that the Perceptive Faculties play a very important part in the Business Man's equipment. With the Perceptive Faculties a Business Man can remember the order, method and arrangement of the various kinds of work of all his departments connected with his business, and if he has a large Department Store he has more details to keep in mind than a man who is in a wholesale business and has only one line of goods to sell. To-day business is done by large combines, and therefore each department is under the supervision of a separate and distinct Superintendent. But there is a general Sales Manager, who is referred to by all the departments, and this is the man who requires to give a general supervision of a large area of the business; he it is who should possess an active development of the Perceptive Faculties. His life is so full that he has no time to hunt up records at a moment's notice; hence he finds it necessary to carry in his mental memory-box or storehouse the items and particulars that he finds it necessary to recall. He becomes so accustomed, in fact, to depend upon his memory of details that he finds no difficulty at all in helping all his assistants under him with the requisite particulars concerning their work. He is called the general factotem. He has to be a man of good humor, and enjoy detail work; otherwise he would be bored continually with everybody's business. But as it is his affair to look after the business machinery that keeps every department moving, he apparently has a good time even although the work is perplexing at times.

In order to cultivate this memory of details, a business man must increase the activity of his Order, Individuality, Form, Size, Weight, Language, etc.; and in order to make these faculties responsive he must use them every day, in fact, every hour of the day. He will find that by daily exercise of these faculties he will be able to recollect the order, method and system of his business; he will be able to recall the faces of his customers; he will remember the forms, outlines and bulk of things connected with his business; and he will use appropriate language to clothe his ideas.

It will be readily seen, therefore, that this memory is very important for the success of a Business Man.



People of Note.

THE LATE CHIEF JUSTICE MELVILLE W. FULLER.

In one sense the selection of a Chief Justice of the Supreme Court of the United States is as important as the election of the Chief Executive—the President himself, and people would do well to consider the personality and work of those they select for this important office. Those persons who have graced the bench since 1801 to July, 1910, have been persons of strong mental caliber, such as John Marshall, Robert B. Taney, Salmon P. Chase, Morrison R. Waite, and Melville W. Fuller. The latter has guided the republic through the great period of constructive establishment of the Constitution. Judge Taney was a great man whose fame will never be for-



THE LATE CHIEF JUSTICE FULLER.

(As he appeared when he was appointed in 1888).

gotten. Chief Justice Chase was a brilliant exponent of the theory concerning the unity of our national life and the supremacy of our central institutions of government. Chief Justice Waite was careful, upright, safe and estimable in character; and Chief Justice Fuller will be remembered as an admirable figure and as a Judge in most respects well fitted for the supreme bench.

The late Chief Justice Fuller possessed a symmetrical head, though it was not so fully developed in the crown where egotism, pride and vanity are supposed to hold court, as it was developed in the breadth of the top head, along the range of faculties that make for justice, equity and sincerity of motive. Of these characteristics he was past master, and he could be relied upon in his decisions of justice, be it for the poor or the rich. His judgment was always tempered with sufficient sympathy for the subject to make him admired and held in respect by everyone who knew him.

His organs of Hope and Spirituality filled his life full of trust and confidence for the future. He was a man who looked on the bright side of things, without wasting any ammunition for a wrong cause.

He could be firm as well as kind, and there were times when he showed both characteristics in a positive and decided way.

Practical ability, scientific acumen, and intuitive judgment were key notes in his character, and these were to be found in his fully developed brow, and his prominent central faculties.

Kindness, sympathy, reflection, scrupulousness, intuitive judgment, and analytic foresight were among his finest mental qualities; while his excellent expression of Language, his keen sense of arrangement, or Order, and his remarkable foresight marked him out as a singular man of power, beauty of character, nobility of temper and versatility of mind.

The late Chief Justice Fuller was appointed to office in 1888, and served for a period of twenty-two years, which was brought to a close by his death on July 4th.

A NONOGENARIAN.

Extreme old age alone is not sufficient to make life thus drawn out a pleasure; but when a person of ninety-nine years retains his mental faculties, his memory of people, his capacity to converse intelligently with his family and friends, and his interest in what is going on around him, as well as his general healthiness of constitution, then one may well be proud of having sustained himself to this remarkable period of life.

Mr. Robert Huson, of South Orange, N. J., is the oldest inhabitant in that locality, and has just celebrated his ninety-ninth birthday. Mr. Huson, who has daily read a chapter in the Bible for the last fifty years, was born in England on July 19th, 1811. He emigrated to New York when a lad, paying his passage by working his way in the ship's cabin. At an early age he had a good industrial training where thoroughness was required, and he became a competent and skilful workman, learning every detail of his business. He finally became engaged in the contracting business, and in 1847 went into business for himself, accepting contracts which he successfully completed to the satisfaction of his patrons. Although a master mason, his work has

mainly been in another line. His special department has been furnace and boiler work, and, in short, the setting up of all sorts of heavy machinery which require a support of masonry. In this specialty he has been an expert and has conducted a profitable business, being called upon to take contracts in Pennsylvania, Boston, Bridgeport, New Haven, and other places.

Mr. Huson is healthily organized, has excellent digestive powers and a wonderful hold on life (or large Vitativeness). He has remarkable recuperative power and great versatility of mind. He has always known how



ROBERT HUSON, AGED 99.

to adapt himself to circumstances, and has been able to take advantage of every opportunity that has presented itself.

He dislikes to see waste of any kind, and though generous in his impulses, is prudent in his expenditure.

He is known, in short, for his sympathy for others, his breadth of intellect, steadiness of purpose, moral reliability, energy, grit and wiriness of constitution.

He is cared for by his granddaughter, Miss Naylor, who has taken the utmost thought of his personal comfort for a number of years past.

Is Telepathy and the Subconscious Mind a Matter of Temperament?

BY GERALD CARLTON.

In a recent article Professor Hugo Munsterberg, of Harvard University, not only denies the existence of Telepathy (which he calls Mental Telepathy), but emphasises that "that the story of the Subconscious Mind can be told in three words: There is none."

Divesting Telepathy of the additional "mental," which is unnecessary, as there can be only one kind of Telepathy, I quote from an encyclopedia which explains what Telepathy is, as follows: "Telepathy—at a distance—communication between mind and mind otherwise than through the known channels of the senses. The evidence is of two kinds. There are, firstly, experimental cases where one person,—the 'agent'—tries deliberately to convey an idea or impression to another,—the 'percipient'—who may or may not be endeavoring to receive a communication at the time; and secondly, spontaneous cases, where communication occurs unexpected and unsought by either of the persons concerned. Spontaneous occurrences *prima facie* telepathic have been noted in all ages and countries."

Professor Munsterberg, in his article, says:

"I am no longer investigating the phenomenon of Mental Telepathy, for I am convinced that there is no such thing. Physicists have tried to account for it by assuming the existence of an ethereal substance as fine as thought, the vibrations of which affect simultaneously all brains which are attuned together. This theory is unsatisfactory, because of the unlikelihood of there ever being two brains so exactly alike as to vibrate in unison at every step of the complicated thought process. In addition, it fails to account for the phase of telepathy which relates to events still to come,—clairvoyance."

Looking over a picture of Professor Munsterberg, I am not surprised at his not being a success in the realms of telepathy. *Prima facie* the Professor is a materialist, as is Ernest Haackle, as are most of the German philosophers. They approach the subject on purely material scientific grounds, and fail. They are honest in their deductions, so far as they go, but once they invade the psychic realm, or tread a spiritual atmosphere, down they come again to what is called common sense reasoning. They can go no farther. Their great intellects are beclouded and they are forced to one decision, as in the case of Professor Munsterberg,—that Telepathy does not exist, and that "the story of the subconscious mind can be told in three words: There is none."

Such are the men who profess to have no belief in Phrenology. Without even investigating the subject they condemn it.

There are other scientific minds, equally great, perhaps greater, who have indubitable belief and indubitable proof of the existence of Telepathy, namely: Flammarion, Sir William Crookes, Sir Oliver Lodge, Lombroso, and, if I am not in error, the late Lord Kelvin. The great journalist, Stead, is an absolute believer in its existence through having put Telepathy to the severest of tests.

Professor Munsterberg scoffs at the existence of the subconscious mind, and then goes back into the realms of Hypnotism, which he practices and believes in,—a phase surely of the subconscious mind. He confesses to having hypnotised two hundred people and having removed a variety of mental diseases. He admits to having cured drunkenness and the drug habit, but he doesn't tell you that he has been dealing with the subconscious mind in effecting those cures. There is a contradiction somewhere which Professor Munsterberg may some time kindly make clear. He is not at all going into the realms of the subconscious when he is controlling his patients through hypnotic action. Cures by hypnosis some hold are not only not safe, but they are not reliable. A number of the most acute scientific minds declaim against its practice. The beneficial results of the system are doubtful at best, they say. One of the subtlest thinkers in the Roman Catholic Church, in a late work, describes hypnotism's accumulated evils, condemns its practice in no unmeasured terms, and warns his readers that nothing good can come of it. For a like reason he nails spiritualism to the cross,—not in sneering language, but as a warning to the deluded who think they are in communication with the shades of loved ones, but who are in reality committed to evil, supernatural intelligences,—intelligences that do incalculable harm and are the chief sources of insanity and suicide, not to mention murder and kindred crimes.

But to come back to telepathy: Has it or has it not an existence? Speaking for myself, I would say, "Yes." There are numerous people who by temperament are better adapted than others to receive impressions,—telepathic impressions—which have their genesis in the law of Vibration. There are inequalities in men, and this is one of them, in spite of the dictum that all men are born free and equal. There are three words also to this: "They are not," either through heredity or through mental or physical equipment. The rate of vibration in one may be greater than the rate of vibration in another. Nature has its favorites in all animated creation. The character of vibratory law is the explanation. Why is one more impressionable than another? Because of heredity and because of temperament.

Recently I have been reading a great book by a great author, who denies the existence of immortality. Like some German philosophers, he says that the soul of man dies with his body. Proof enough that the writer is both materialist and atheist,—a mere child in the problem of a future existence. Notwithstanding his brilliant intellect, this man steals from you hope and

leaves you nothing but blank despair and a lack of faith in the goodness of God.

I sincerely hope that Professor Munsterberg will not next turn his attentions to denying the existence of immortality as he has denied the existence of telepathy and the subconscious mind.

"Of our having bodies," says one writer, "we are more or less painfully aware. That we have souls,—in the full ecclesiastical sense—it is questionable if there be one of us who does not suspect. May one's soul (telepathically) act independently of the body?" Then he goes on to write of an acquaintance of his who was in Australia in his youth. In the bush he was wounded. A letter arriving from home informed him that his mother had seen him wounded, in the surroundings, in the part and in the manner in which the misfortune had come to him. Years later this man was in business in New York City, while his mother was still in the old English home. He was standing in his office talking to a customer one day in relation to an ordinary affair. All of a sudden he started, filled with wonder, feeling dazed. The customer asked him what was wrong. When he could speak, he replied, "My mother is dead." The man saw his mother as certainly as he saw the customer who was near him. Had a sensitized plate been exposed to him and the customer at that moment, the negative of each of them would have been recorded. The question arises—would the negative of the mother have been also recorded? Later events proved that the mother had died at that very minute. The mother was brought to the son by love.

May we not stand on the borders of scientific knowledge,—not the materialistic knowledge of Professor Munsterberg—which will settle for ever and for all the question, "If a man die shall he live again? Is this one phase of Telepathy, which the Harvard Professor takes so much pains to deny, or is it mere coincidence, as my friend, T. F. O'Conner, M. P., insists?

Mrs. C. W. Van Horn sends the following verses:

BABY'S SKIES.

Would you know the baby's skies?
Baby's skies are mamma's eyes.
Mamma's eyes and smile together
Make the baby's pleasant weather.

Mamma, keep your eyes from tears;
Keep your heart from foolish fears;
Keep your lips from dull complaining,
Lest the baby think 'tis raining.

—St. Nicholas.

Science of Health.

HOT WEATHER HINTS.

Light clothing, both as regards texture and color, should be worn, and the lightest simplest foods eaten sparingly. The less of animal food of any kind the better. All the narcotics, and the condiments—pepper, salt, mustard, etc.—should be tabooed, particularly alcohol in every form should be avoided, even iced drinks used very moderately, if at all, and taken into the stomach slowly. Swallow no food that cannot be chewed and treat every mouthful until it is reduced to a creamy consistency. No drinking at meals. When thirsty, drink freely between meals. The more one lives on ripe fruits and vegetables the less demand there will be for drinking water. Be moderate in quantity and particular in quality of all foods and drinks.

Avoid white flour products and live largely on uncooked foods. Nuts, fruits and vegetables are ideal foods. Lettuce or raw tomatoes or raw cucumbers make a wholesome salad, when eaten plain or without any dressing, and are an excellent food for the summer. Eat only when there is a desire for foods and when feeling indisposed fast twenty-four hours, or longer if not feeling better. This will enable the system to “clean house” as it were. Whenever it is necessary to cook fruits or vegetables do it as much as possible in their own juices, or in the juice of other vegetables or fruits. Steam cookers are useful at such times.

Give your body an air bath whenever you can. Keep the body supple by bathing and moderate exercise. The hot bath, and particularly the Turkish bath, is the greatest luxury during hot weather. It cools the blood by eliminating its impurities and bringing about a perfect circulation without any tax on the vital energies. It works in harmony with every function and should be utilized at least once a week. Court the sunshine and live naturally; abandon flannel underwear and use linen mesh. Exercise every muscle of your body daily, but be careful not to overdo. Forget how old you are, forget all unpleasantness. Busy yourself eight hours out of twenty-four with congenial employment; adopt for a motto, “Do it now.” Do some kind act every day if it is no more than to speak kindly to a cur dog. Cultivate the resistance powers of the body.

Get a hobby, don't ride it to death, but have it handy for an occasional canter. Practice daily auto-suggestion for health, happiness and success. Don't fear anything. God, man or the devil. Cultivate the will power, cheerfulness, optimism and mental poise, and believe in yourself. Stand and sit erect. Know that there is only one disease, but it has a thousand symptoms, that drugs or men never cure; nature cures every time.

CHARLES H. SHEPARD, M. D.

WHICH IS RIGHT?

The American for July 1, contained an account of a man who lived to be 103 years of age, who had been in the habit of smoking tobacco and using alcoholic stimulants and eating anything that was set before him. Now it seems to me that the form in which this was given to the public would do immense harm. It practically says that using tobacco and alcoholic stimulants, and eating everything that a person finds he can digest, is the proper thing to do, and people will not be hurt by so doing. I copied a portion of what was said in the *American* and sent it to an American Scientist, who says:

"I note what you say concerning the man of 103 years of age. I think that many of those stories in the papers are fake stories, not to be relied upon; but even if that was true, where they can show one man who, because of his strong inheritance, has lived to that age, abusing himself as this man is said to have done, I can show them a thousand who have followed the same course and gone into premature graves."

He says further:

"I have just received an order for one of our books from a man in San Francisco, California, who has been an agent of ours for several years, and on his next birthday he will be 113 years of age. It is Captain Diamond. Very likely you have heard of him, a most marvelous man. I think he has not touched any meat for 70 years, at any rate he has not for more than half a century. Many years ago he went to Dr. Warren, of Boston, to talk with him in regard to abstaining from meat, for it troubled his mind as he believed that it was not right to kill animals in order to eat them. Dr. Warren told him that he would not live 6 months if he should give up eating meat. He declared to the Doctor that he would give up eating meat and he would have nothing more to do with doctors either, and he has adhered to his resolution. Dr. Warren has been dead many years. You will perhaps remember that he was the author of the "Household Physician." Captain Diamond is vigorous and does not appear like a man more than 60. The world is opening its eyes as never before to the truth of True Scientific Living."

In addition to the above, I would say that I have recently passed my 80th birthday, and I have not used animal flesh, for twenty years. At one time I was in very poor health, but now I am about as active as any man you will find at my age.

It was eating things that the Creator did not design man to eat that brought sickness and death to the human race. Our First Parents were told exactly what to eat in the 29th Chapter of Genesis, and what the consequences would be if they disobeyed, and no one need be surprised if he gets sick and dies from eating things that contain evil elements. If the millennial

age ever comes to the people on this planet, you will find neither slaughter-houses, tobacco dens nor beer saloons.

CURED BY 26 DAYS' FAST.

MAN WHO TRIED IT HAD BEEN VICTIM OF CHRONIC RHEUMATISM.

We find in the *New York American* of July 11th, 1910, under the above heading, the following statement in reference to a complete cure of a case of Chronic Rheumatism by a complete fast of 26 days.

"William Herbert, Jr., of Newark, has cured himself of rheumatism and recovered his health simply by refraining from food of all kinds for a period of twenty-six days. He went to Grand Junction, Col., in search of health, and has sent word to his father that he has completely recovered.

"'After fasting six days,' he writes. 'I became so feeble I had to go to bed. All the nourishment I took was water. I lost my appetite three days later and from that time to the end of my fast had no desire to take food. I got out of bed after ten days and remained up until the end of my fast. I am now eating a little fruit.'

Mr. Herbert suffered from chronic rheumatism for a number of years."

E. P. MILLER, M. D.

THE SCIENTIFIC CHRISTIAN ASSOCIATION DEPARTMENT.

THE HIGH COST OF LIVING.

PRICES FIXED BY VOLUME OF MONEY IN CIRCULATION.

The question as to what is the primary cause of the present high price of living is being widely discussed, but thus far no one has correctly answered.

It seems to me that the following facts give a true solution of the question:

It is an old axiom that if the volume of money is increased the prices of all products will increase; and if the volume is lessened the money value of products is correspondingly lessened. Hence the volume of money largely controls prices.

The monthly Treasury report gives stock of money in the United States, December 1, 1909, as \$3,428,602,048, while on page 168 of the Treasurer's report for 1908 it is stated that the total money in the country, July 1, 1897, was \$1,905,996,619, an increase in twelve years of \$1,522,055,428, being a yearly increase of \$126,883,787.

The yearly increase in circulation during this time was \$124,258,451, and the per capita increase has been \$12.11.

The Treasury statement for December 1, 1909, shows an increase of bank notes during the month of November, 1909, amounting to \$3,492,701. The national banks now have out \$715,433,457 of their notes, and the Vreeland bill provides for the issue of bank notes to the amount of billions of dollars more.

If the people want to stop the increase in the cost of living they must take the power to issue money out of the hands of stock gamblers and put it in the hands of the people—that is, of the Government—where it belongs.

E. P. MILLER, M. D.

PHYSIOGNOMICAL NOTES.

THE FACE.

The *Large Face* is generally indicative of power, strength, and executive ability. The large face is not necessarily combined with a refined person; very often it is just the opposite, but the large face generally accompanies strength, endurance, and tenacity. A person with a large face is generally able to accomplish comprehensive work and business that calls into play all the basilar faculties, such as those that give energy, force, pluck, courage, observation, and scientific skill.

The *Small Face* generally accompanies a person who possesses limited powers of endurance, vitality and strength. It often makes up for its lack of vitality with its thought, moral suasion, and spiritual insight. A small face naturally accompanies a small body, light in weight, and short in stature, and seldom do we see a small featured person with a large body, or a large face accompany a small body. If Nature should combine a large face with fine quality of organization, then we have a double amount of power.

The *Narrow Face* generally accompanies a narrow head, and where we find this phenomena we may always look for a lack of business capacity, and in its place professional capacity and strong philanthropic desires will be found. Generally the social qualities are largely represented in the narrow, long and high head, and such a person will be friendly disposed, sympathetic, and sincere in his or her friendships.

The *Smooth Face* generally accompanies the Vital Temperament, and is round, full and plump rather than angular or square. It has practically

none of the wrinkles which congregate in a face that accompanies the Mental or the Motive Temperament, and generally enjoys a good laugh, a practical joke, or a witty book.

The *Rough Face* is found to accompany a person with a tough organization, one able to weather every storm, and hence in appearance such a person has a ruddy countenance and irregular features. The nose is generally long and broad, the mouth large and irregular in shape, the chin square and massive.

The *Healthy Face* denotes excellent digestion, good breathing power, and fine circulation. There is a glow to the features, and the neck, ears and nose all denote warmth rather than a pale or ænemic condition of the blood.

The *Handsome Face* has generally regular features, a well proportioned length and breadth of chin, nose, and ears; there is an air of refinement to a handsome face that we do not find often expressed in those persons who have the Motive Temperament. Sometimes a person is called handsome because of his or her exquisite expression of the eyes. Sometimes Cupid curls the lips in a bewitching way, and oftentimes the face that would pass for being homely when it is calm and quiet, receives the credit for being handsome when it lights up with a smile.

The *Homely Face* is sometimes a misnomer, for persons who are sick, lonely, discouraged and forsaken have often a dispirited countenance; but when circumstances change and there comes joy, anticipation, and love into the life of the individual, we find that the homeliness is changed into good looks. At least, the expression of the eyes often lights up the face that has been called homely. A truly homely countenance, however, is generally one of irregularity and of unsymmetrical proportions, and is generally the result of large Combateness, Destructiveness and Acquisitiveness, and a small development of Benevolence, Friendship, and Agreeableness.

The *Sickly Face* indicates poor circulation, digestion, and breathing power, and a high state of the nervous system. The blood supply is poor, and it does not properly nourish the brain cells nor give a quickening power to any part of the body.

The *Hard and Bold Face* is one that tells of toil from a physical standpoint, and large Destructiveness and Combateness from a mental point of view. There is no sympathy to soften, no love to elevate such a nature, and it is certainly one to be pitied.

THE NOSE.

The nose of a *Traveling Salesman* generally bears the appearance of breadth just above the wings. This is the nose that indicates the ability to acquire property, make good sales, secure returns through bargains and

fine talking, and get large orders even when persons have indicated that they did not wish to buy or make a bargain. The thickness of the nose above the wings is the true facial sign of Acquisitiveness, and a traveling salesman and a good business man have generally this characteristic strongly developed.

We find it large in George Peabody, Andrew Carnegie, and the Rothschilds, all of whom have made large fortunes. The noses of the Jews are generally thick as well as arched, and this nose has not been incorrectly termed the "Jewish Nose."

The Nose of the *Thief and Liar*.—In the nose of the thief we find a solution of why the person is tempted to take what does not belong to him. The organ of Conscientiousness is small, and Acquisitiveness is very large; thus in the face we find that the nose is very much crooked or curved, and the body of the nose is broad from the base upwards. You very seldom find a professional thief possessing a thin nose. He steals property for gain, and does not mind how dishonest his actions are.

The shape of the nose of the liar depends much upon whether a person lies in order to acquire property, or simply to deceive another in connection with some business transaction. If for the purpose of acquiring property, then the person who lies will have a nose similar to the Burglar; but if he simply wishes to deceive in actions and to gratify his ambition, we find that the nose is not so crooked as is the case with the land defaulter, and we search for other signs in the face of the professional liar.

THE EYES.

The eyes of the *Credit-man, Salesman, and all-around Business Man*.—The eyes of the honest business man who is engaged as a salesman or a credit-man are generally small, piercing, and keen in expression.

The eyes of the *Gambler, Deceptive Person, and all who are low and Sensual* are furtive, changeable, downcast, and often irregularly shaped and unevenly developed, one being a little larger than the other, and one having a gray color, the other hazel.

THE EAR.

The ears of a good *Salesman* are broad, and give to the person vitality, strength, good digestive power, and comradeship. Such a person generates life readily, and is social, genial, and a good conversationalist. A narrow ear is not conducive to enable a person to enjoy late suppers or dinners. Persons with such ears make friends wherever they go, and they talk business, and sound business, too.

The ears of the *Desperado* are pointed at the top, and those of a *Selfish Person* are narrow, constricted and irregular. If a desperado is of a low

type, he will have a low upper portion to the ear, and the region from the opening of the ear to the top will be very short or narrow.

THE MOUTH AND LIPS.

The lips of a good *Salesman* are regular and fit appropriately together.

The lips of the *Liar*, and the *Hard, Severe and Unfeeling Person* show themselves to be irregular, unsightly, and unbalanced. When a person lies for the sake of getting notoriety, the lips are generally parted showing the teeth.

THE CHIN AND JAW.

The Chin and Jaw of a successful *Salesman* are indicated by their squareness and roundness combined. The roundness gives the power of appeal, and the squareness gives the capacity to clench the bargain.

The *Impulsive Chin* is full, round, and often has a double chin attached. While the *Well-controlled Chin* has the attributes of the round, square, pointed and long chins combined.

THE FOREHEAD.

The lines that show in the Forehead of a *Good and Bad Salesman* are, in the former, straight and perpendicular between the eyes; in the latter, or bad Salesman, the lines are light and irregular. The lines of Injustice and Dishonesty, and the lines of the Criminal are irregular across the forehead, and the eyebrows meet.

THE VOICE.

The voice of a successful Salesman is bright, cheery, optimistic. Its inflections are hopeful and airy, not heavy and dull. The Salesman possesses a silvery toned voice which is so oiled to its subject that it knows exactly what to say, and says it without hesitation.

The Voice of the *Sneak* is one that is low and hardly discernible. While the Voice of a *Desperado* is loud, bold, and strong. The voice of one who is *Deceptive* and a *Liar* seldom expresses itself in the same tones twice alike; it adjusts itself to the person with whom it is talking. If the person is gentle, weak and effeminate, the voice is softened to appear sympathetic; if speaking to a strong, blustering, executive man, there is a tone of persuasion, at the same time it is strong and rather gruff and pretentious.

THE HANDWRITING.

The Handwriting of a good *Salesman* is neat, regular, connected, but shows firmness, force in the lines that cross the t's, and ambition is manifested in the tails of the g's and in the height of the h's, l's, etc.

The Handwriting of the *Conceited Person* is the opposite to being firm or positive; it is a variable style. The formation of the letters is irregular, the curves are unsteady, and there is deceit lurking in all its points.

The Handwriting of an *Humble Person* is pale and has little force to it. It is hardly discernible, and shows a great lack of resolution and firmness.

The Handwriting of a *Suspicious Person* is indicated by the lines being thin, indicating caution, tact, and diplomacy as compared with the bold, large and round handwriting.

The Handwriting of the *Reserved Person* is small and cramped; occasionally angular. While the Handwriting of the *Open-minded and Candid Person* is large, round and full. These characteristics also show liberal-mindedness and generosity.

The Handwriting of the *Criminal* is generally disjointed. There is no concentration, and the individual indicates an irregularity of mind as well as of caligraphy. Often the Criminal's handwriting is bold as well as irregular, but it is never even, well-formed and graceful.

The Handwriting of the *Liar and Sneak* is very erratic, ill-formed, generally large and inconsistent.

THE WALK.

The Walk of an *Honest, Reliable Business Man* is regular, even, and well-balanced. The steps are taken with precision and evenness and in a straight and level line.

The Walk of the *Thief and Liar* is stealthy, underhanded, and uneven.

The Walk of the *Conceited and Selfish Person* is stilted, unsteady, often excited and uneven. Some are small steps, others are long steps; there is no concerted or regular effort displayed to make it even, regular and straight. Such a person walks with a swing to his shoulders and hips, while his head is well thrown back.

THE HAND.

The Hand of a good *Business Man* is generally firm and broad, rather than long and tapering. It is warm rather than cold or clammy. It is large rather than small, and has the appearance of usefulness rather than of beauty.

The Hand of a *Thief and Gambler* is generally irregularly formed, and is abnormal in the length of the different fingers.

The Hand of the *Liar* is generally smooth, small, but irregular in type.

The Hand of the *Selfish Person* is generally of medium size, its fingers bent inward, not outward; they grasp rather than separate; hence they draw together, and are never found to bend backward.

The Hand of the *Buyer*, especially of fine material such as silk, velvet and plush, is rather small, delicate in shape, refined, and well cushioned, as well as plump, soft and round in shape, not broad, bony or angular.

The Hand of the *Mechanic* is generally broad and large, strong and powerful, yet pliable and yielding.

The Hand of the *Architect* is the hand of an artist; hence the fingers are long, tapering and slender. Such a hand has less color in it than the hand of the Mechanic.

THE HANDSHAKE.

The Handshake of the thoroughly *Honest and Reliable Business Man* is firm, cordial, and pliable. It is not of the "swing-hammer" sort, nor is it cold, clammy, or unfeeling. The shake is ardent, positive and well sustained. The good business man gives one firm grasp and lets go of the hand.

The Handshake of the *Dishonest and Untruthful Person* is half-hearted, weak, and unreliable. It is not a hearty grasp, but one that is cold, unsympathetic, and shrinking.

SENSE AND NONSENSE.

LACK OF CONJUGALITY.

A soldier belonging to a brigade in command of a general who believed in a celibate army asked permission to marry, as he had two good-conduct badges and money in the savings-bank.

"Well, go away," said the general, "and if you come back to me a year from to-day in the same frame of mind you shall marry. I'll keep the vacancy."

On the anniversary the soldier repeated his request.

"But do you really, after a year, want to marry?" inquired the general in a surprised tone.

"Yes, sir; very much."

"Sergeant-major, take his name down. Yes, you may marry. I never believed there was so much constancy in man or woman. Right face; quick march!"

As the man left the room, turning his head, he said, "Thank you, sir; but it isn't the same woman."

Lady Visitor: "That new girl of yours seems very nice and quiet."

Mistress: "Yes, she's very quiet. She doesn't even disturb the dust when she's cleaning the room."—*Stray Stories*.

A LITTLE BOY'S LAMENT.

A. T. Worden in Sioux City Tribune.

I'm going back down to grandpa's,
I won't come back no more
To hear the remarks about my feet
A-muddyin' up the floor.
They's too much said about my clothes,
The scoldin's never done—
I'm goin' back down to grandpa's,
Where a boy kin hev some fun.

I dug up haf his garden
 A-gittin' worms fer bait;
 He said he used to like it
 When I laid abed so late;
 He said that pie was good fer boys,
 An' candy made 'em grow.
 Ef I can't go to grandpa's
 I'll turn pirate first you know.

He let me take his shotgun,
 An' loaded it fer me
 The cats they hid out in the barn,
 The hens flew up a tree.
 I had a circus in the yard
 With twenty other boys—
 I'm goin' back to grandpa's
 Where they ain't afraid of noise.

He didn't make me comb my hair
 But once or twice a week:
 He wasn't watchin' out fer words
 I didn't orter speak;
 He told me stories 'bout the war
 And Injuns shot out West.
 Oh, I'm goin' down to grandpa's,
 Fer he knows wot boys like best.

He even run a race with me,
 But had to stop an' cough;
 He rode my bicycle and laughed
 Bec'us' he tumbled off;
 He knew the early apple trees
 Around within a mile.
 Oh, grandpa was a dandy,
 An' was "in it" all the while.

I bet you grandpa's lonesome,
 I don't care what you say;
 I seen him kinder cryin'
 When you took me away.
 When you talk to me of heaven,
 Where all the good folks go,
 I guess I'll go to grandpa's,
 An' we'll have good times, I know.

SAYINGS OF LITTLE FOLKS.

A mother walking through a cemetery with her little daughter asked her if she knew what the gravestones meant. "Oh, yes, I know," said the child; "those are stones telling the names of the angels!"

One evening at supper little Lester said to his grandmother:
 "Grandma, do your glasses make things look bigger?"
 "Yes, dearie," said grandma. "Why?"
 "Oh!" said Lester, "I only thought if they did, maybe you'd take 'em off when you're cutting the cake."—*Little Chronicle*.

THE
Phrenological Journal

and **SCIENCE OF HEALTH**

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)



NEW YORK. LONDON. SEPTEMBER. 1910

All the events of our life are materials out of which we may make what we will. He who has much spirit makes most of his life.

Novalis.

THE MIND OF AN ANIMAL. Professor Lipanay, of Paris, who has made long re- searches into the habits of domestic animals, in a recent lecture at the new Dog's and Cats' Home, near Rueil, said that he was convinced that animals have a certain amount of reasoning power. He declared that a simple kind of reasoning and reflex thought must be admitted to exist among them. Cats, more than dogs, he said, learn to imitate their masters' voices. A pet canine has different ways of asking for different things; and their cries are easily understood. This fact seems to prove that the animals make an effort to raise themselves to the level of human beings. It is also well known that dogs, cats and birds, having become familiar friends, understand the meaning of certain words without a person's gesture. The intelligence of a bird he compared to that of a child. If a strange canary is placed in a cage containing several others, all will stop their chirping and singing to look at the new comer; and it has often been observed how one of the birds will pick a feather out of the stranger and bound away. This is merely to tease the intruder, as children are seen to do when a stranger comes among them.

As for animals in circuses, which are so clever, the professor attributes their cleverness to habit rather than to any particular intelligence.

Anyone who will take the trouble to compare the heads of animals will readily see that there is a great difference in the skulls of cats, birds, dogs, moles, parrots, etc., and a difference in disposition can be accounted for by the variation of skull development.

THE AMERICAN INSTITUTE OF PHRENOLOGY. There are many persons who are long-
ing to take a Course in Phrenology, and yet they are putting off their study because some person of their acquaintance does not believe that Phrenology is reliable. Let us give such persons a few hints.

From a business point of view, a hard-headed business man like Harri-
man has said: "I do not pay much attention to a person's dress, but I always look at the head, and I rarely make a mistake in my estimate."

The greatest Psychologist of the age, Herbert Spencer, has said: "Who-
ever calmly considers the question cannot long resist the conviction that dif-
ferent parts of the cerebrum must in some way or other subserve different
kinds of mental action, localization of function being the law of all organiza-
tion."

Colonel Roosevelt has said: "Fit yourself for the work God has for you
to do in this world, and lose no time about it."

Horace Mann, the great educator, said: "I declare myself a hundred
times more indebted to Phrenology than to all the metaphysical works I ever
read. I look upon it as the guide to Philosophy and the handmaid to Chris-
tianity. Whoever disseminates Phrenology is a public benefactor."

The once popular preacher, the Rev. Joseph Cook, said: "In choosing a
Foreman or a Clerk, guiding the education of children, settling my judgment
of men in public or private life, or endeavoring to understand myself and to
select the right occupation, there is no advice of which I oftener feel the need
than that of a thoroughly able, scientific, experienced and christian Phre-
nologist."

The able critic, Lyman Abbott, has said: "I have found the phrenological
classification of faculties by far the most convenient for practical use in the
study of mental phenomena and in the popular treatment of mental and
moral phenomena in the press and in the pulpit. For this purpose I think
that on the whole Spurzheim has been more serviceable to me than any

treatise on Psychology which I have ever read, and I have read a good many."

After knowing what these and similar good men have said on the subject, will not those who have doubted the Science of Phrenology now decide in its favor, and allow us to teach them its truths?

New Subscribers.

CHARACTER STUDIES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions; Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 891.—P. H. K., Chicago, Ill.—Your photographs indicate that you have plenty of will power to carry you through difficult kinds of work. But you need in conjunction with this faculty a more emphasized organ of Self-esteem to help you to realize your duty to assume responsibilities and value your talents properly. Things that are organized on a small scale do not appeal to you. But do not let your Sublimity carry you out of your depth; keep sufficiently near the shore to allow yourself to preserve your strength and not unduly tax yourself with work that does not really belong to you or will not pay you in the long run. You are a man of great perception, and ought to work by the eye. You can carry the form of things in your mind, and do not need to measure an article to get approximately near its proportion. In fact, if you were selling carpets you would know how much a person would require, if given the proportions of the room, to make up the dimensions. If you were a lumber merchant you would know how many cords of wood could be cut up from a certain amount of timber. You will make a good Surveyer, and an excellent Prospector. Were you in business you could get rid of goods as quickly as anyone; hence would make an excellent Salesman.

No. 892.—B. C. S., Calcutta, India.—The photographs of this gentleman show that he possesses a fine type of the Vital-Mental Temperament. His mind is a very active one, and he is capable of doing a considerable amount



of study, both along the lines of science and in analytical work. He certainly should be an expert in handling human character and human possibilities. He should be a teacher, or at least an advisor and an exponent of some definite and intricate line of thought. He should be at the head of some college requiring a broad survey of subjects, and should not terminate his life of activity without giving some attention to literature. He knows how to handle facts with the skill of a metaphysician, and his eye cuts through all unnecessary dross or artificial dressing. He must be good to himself by being simple in his tastes, habits and diet, and not add to his avoirdupois. He is shrewd, far-sighted, intuitive, quite ingenious in using up ideas, and capable of adjusting himself to many conditions in life.

No. 893.—J. H. R., Kennard, Ind.—This lad is healthily organized, and can be trained to take an important position in life where he can classify and sort out material in a business career, or work up in a line of chemistry and make himself into an expert manufacturing druggist. Or he can use his abilities in a professional line by becoming a lawyer, debater, and business attorney. He will not have so much regard for money, but he will make it freely through exercising his judgment on matters and things concerning other people's affairs. He must be taught to be orderly in his habits and have a place for everything, and his mother must not pet him by doing the things for him that he can do for himself. He is firm when he has made up his mind to do a thing, but he must take care to always be right before he sets his mind in one direction. He will deal in large things.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

D. A., Kansas City.—You ask how you can cultivate Agreeableness. You can do this by making a study of the people who surround you, and try to get in touch with them and see things from their point of view. Do not always try to justify everything you do and bear down on the shortcomings of others, but lay out your mind to do work in a sunny atmosphere by making the sunshine yourself. If you will try to look at things in a cheerful way you will find you can increase your own happiness thereby.

J. I., England.—Persons take to drink for different purposes, some because they like it, others to be social, and others for its deadening effects upon their minds. You will find, therefore, that persons of keen intelligence, bright wit, and even benevolence, as you say, will manifest a desire to drink.

But in all these persons the higher qualities are subjected to control, while the lower ones run riot with the disposition. Eventually, when sufficient alcohol is taken into the system, the lower part of the brain will also become influenced. It is before this period is reached, when only a little alcohol has been taken into the system, that a person shows benevolence, wit, etc. See the PHRENOLOGICAL JOURNAL for June, 1909, in which there is an article on "The Brain and Skull," giving the effects of alcohol on the brain.

What Phrenologists Are Doing.

AMERICAN INSTITUTE OF PHRENOLOGY.

The opening meeting of the forty-sixth session of the above Institute will be held on Wednesday evening, September 7th, at eight o'clock, when an interesting program will be rendered, and some of the claims of the Science and the objects of the Institute will be explained. Demonstrations of Character will be made one feature of the evening's entertainment. All friends of the Institute are asked to specially reserve this date and circulate cards of invitation among their friends.

THE FOWLER INSTITUTE, LONDON.

The Fowler Phrenological Institute will commence its Autumn Course of instruction in September. A thorough course of instruction in Phrenology, Physiognomy, and kindred subjects, will be undertaken by Professor D. T. Elliott, the well-known London exponent of Phrenology. Mr. Elliott is arranging lectures in and around London for the Fall. Applications can be made at No. 4 Imperial Buildings, Ludgate Circus, London.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

The above named Society will resume its activities on September 6th, after a holiday recess of two months. On September 13th a meeting will be held which will take the form of a Social Phrenological Evening, when Mr. George Hart Cox will exhibit some views of famous men and women and tell something about them. Questions will be invited and answered from

the platform, and several brief delineations of character will be given during the evening. Students' Classes for the scientific study of Phrenology will commence on Friday evening, September 16th.

FIELD NOTES.

Dr. J. M. Fitzgerald, of Chicago, is working steadily in the cause of Phrenology.

Mr. Wm. E. Youngquist is the Swedish enthusiast of the North.

Japan is still holding her own in issuing a monthly Phrenological magazine.

Miss J. A. Fowler has just completed another section of the Summer work of the Institute by holding three successful meetings in East Orange, on July 9th, 15th, and 25th. On the last occasion Mr. J. C. Yoder, Miss Ida Anderson, Miss Margaret Pascal, and Miss Silvera, of New York, and the Misses Bell, of Hasbrouck Heights, were present, among other guests from Orange. Mr. Yoder and Miss Fowler spoke on the usefulness of Phrenology in the education of children. Miss Pascal mentioned a famous painter who was once advised by Mr. Fowler to study art; this he stoutly refused to do at first, but after making a trial of his ability he decided to go on with it, and finally became a famous artist. Mrs. Alfred Dixon mentioned an instance of a gentleman who was advised to change his business and commence the study of law, and has now built up a fine practice.

On August 5th, Mrs. Tristram Coffin convened a very interesting meeting at her home on the Hudson. A large commodious porch was well filled, and while the speaker told those present of the gifts and wonders of their minds, they enjoyed a fine view of the Hudson River in the foreground. The Rev. Mr. Kirkby, of Marlborough, introduced the lecturer, and mentioned that he knew Mr. Fowler in England and read the PHRENOLOGICAL JOURNAL years ago, and was a firm believer in the Science.

On August 6th, Miss Fowler visited Dr. C. O. Sahler's Sanitarium, at Kingston, where a large number of persons assembled and evinced their interest in the subject. The doctor was enjoying his usual health, and spoke interestingly of the first time he heard Mr. Sizer lecture on Phrenology in New York when he was attending Columbia College. Mr. Clark Bell, of New York City, was in the audience.

Mr. C. J. Stewart is lecturing in Blaine, W. Va.

Mr. George Cozens is located at Sedan, Minn.

Pittsburg, Pa., is the center where Mr. Otto Hatry is engaged in Phrenological work.

We find that Mr. C. W. Tyndall is lecturing in Cincinnati, Ohio.

Mr. George Savory is at San Diego, Cal.

LECTURE BUREAU.

The following names are on our Lecture Bureau list:

Dr. J. M. Fitzgerald is located at Chicago, Ill.; William E. Youngquist, Stockholm, Sweden; George Morris, Portland, Ore.; Dr. B. F. Pratt, Tacoma, Wash.; Dr. Edwin S. Morrell, Defiance, Ohio; George Markley, Pittsburg, Pa.; Dr. D. M. King, Mantua Station, Ohio; Dr. and Mrs. V. P. English, Cleveland, O.; N. S. Edens, Highland, Cal.; Dr. George T. Byland, Crittenden, Ky.; George Cozens, Hamilton, Ont.; H. E. Gorman, Rebersburg, Pa.; William McLuen, Perry, Ia.; Hon. J. J. McLaughlin, Charles Town, W. Va.; J. G. Scott, Sterling, Col.; J. H. Thomas, Massilon, O.; Dr. J. M. Peebles, Battle Creek, Mich.; Dr. C. B. Lyman, Rockford, Ill.; M. Tope, Bowerston, O.; James Webb, Esq., Leyton, Eng.; George Hart-Cox, Esq., London; William Cox, London; Otto Hatry Pittsburg, Pa.; O. H. Williams, New York; C. J. Stewart, Beckley, W. Va.; J. Sekiryushi, Japan; E. F. Bacon, Oneonta, N. Y.; D. T. Elliott, London, Eng.; Wm. M. Engel, Philadelphia; J. E. Halsted, Vancouver, B. C.; D. E. Vines, Newark, N. J.; Mr. and Mrs. F. Knox, Seattle; J. W. Lerman, Brooklyn; Miss Ida Anderson, New York; Miss J. A. Fowler, New York City.

Persons desiring lectures for their various localities should communicate with THE PHRENOLOGICAL JOURNAL under the Lecture Bureau Department, 18 East Twenty-second Street, New York City.

MARRIAGE OF A GRADUATE.

We are pleased to announce the marriage of Mr. J. E. Halsted and Miss A. M. Rouff, of Newark, N. J. The ceremony took place August 15th at the Marble Collegiate Church, Fifth Avenue, New York, after which the happy pair started for their new home in Vancouver, B. C., where visions of rapidly made fortunes flitter before their eyes. Miss Rouff is an estimable, cultured and business lady who is in every way suited to the gentleman of her choice. Mr. Halsted is an all round capable man of experience who has traveled extensively and seen much of the business world, is an ardent student of Phrenology and a graduate of the American Institute of Phrenology. He will continue his Phrenological work in his Northern home. We wish them God speed and a successful career.

"You have been a very good little girl to-day, Winnifred," said her mother, as she was putting her to bed.

"Yes," said Winnifred, "I know I have been very good."

"How do you know it?" asked her mother.

The child answered: "I know it because all day my heart has felt like gelatine!"—*Woman's Journal*.

PHRENOLOGICAL REMINISCENCES.

At one of the Meetings of the British Phrenological Society Mr. Thos. Timson gave an address on "Personal Reminiscences," in which he spoke of his practical interest in the subject of Phrenology dating back to 1880 when the late Mr. L. N. Fowler visited Leicester. He had found scope for Phrenology amongst commercial and manufacturing firms. In the case of one firm that had not less than eighty-four shops, employing in them some eight hundred to nine hundred persons during the past fifteen years, all their employees had been phrenologically examined by him, or their photos sent to him for his opinion upon them before being engaged. Mr. J. Millott Severn gave an interesting delineation, followed with a short address in which he made reference to his examination of the heads of various celebrities, among them being that of Mr. Lloyd-George, the Chancellor of the Exchequer. Some six years ago he gave a delineation of Mr. Lloyd-George's head and it then measured exactly twenty-three inches in circumference, and he remarked that the frontal lobes were particularly well developed. Quite recently he had had an opportunity of examining Mr. Lloyd-George's head, and on measuring it found that its circumference had increased to twenty-three and a quarter inches. "But," added the speaker, "he has got out the Budget since then." Mr. Bart Kennedy's head ten years ago measured twenty-three and a quarter inches; it now measured twenty-four inches exactly. He had written eleven books in the meantime. The above statements went to prove that the head of an individual can grow and develop perceptibly after maturity.

Mr. J. W. Taylor, Mrs. Willis, Dr. Bernard Hollander, Mr. Geo. Hart-Cox and Mr. Wm. Cox also addressed the audience. A report of these addresses must be reserved for another issue of the JOURNAL.

HOW MANY CAN YOU GUESS?

What candy is a spice and a money-making establishment? Peppermint.

What sweets are wild flowers of the springtime? Buttercups.

What goodies result when a sour fruit rolls off the table? Lemon drops.

What candy is a lively goat and a near neighbor of the English? Butterscotch.

What candy is rubber and "to fall"? Gumdrops.

And which consists of a famous river in the East and a variety of nuts? Jordan almonds.

What candy good for the throat is gray with age and a hunting dog? Hoarhound.

What American dainty is "to explode" and an important food product? Popcorn.

What popular flavor is like holly and mistletoe? Wintergreen.

What bonbons should show which way the wind blows? Straws.

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ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

Phrenological Era, Bowerston, O.—We regret to learn that the editor of this magazine has met with a severe accident to his eyes which has somewhat interfered with the publication of the paper. We are told that it will be published hereafter as a quarterly magazine, and an interesting issue is promised for September.

The American Review of Reviews, New York.—Some interesting articles in the August issue of this monthly are "Mr. Roosevelt's Country Life"; "The Passion Play and Players"; and "Fewer and Better Doctors," all of which are profusely illustrated.

Good Health, Battle Creek, Mich.—This is a monthly magazine which always contains up-to-date notes regarding the subject of Health and Hygiene. The current issue contains several excellent articles, among which we mention the following: "The War on Cancer," by P. Harvey Middleton; "Open Air Schools," by Mrs. E. E. Kellogg; and "The Art of Relaxation," by M. Winifred Rouzee, A. B.

Blacksmith and Wheelwright, New York.—This magazine is published monthly by the M. T. Richardson Company, and is the pioneer journal of its class in the world. Those who are interested in automobiles will find two very interesting articles in the August issue, on "Automobile Seats and How to Make Them"; and "Automobile Care and Repair."

Wee Wisdom, Kansas City, Mo.—This is a Young Folks Magazine devoted to Practical Christianity, published monthly by the Union Tract Society. Several stories that will interest the little folks are published each month, as well as letters from little friends all over the country and their portraits. The magazine is celebrating this month its sixteenth birthday.

Advocate and Guardian, New York.—This is a semi-monthly magazine, published by the Executive Committee of the American Female Guardian Society and Home for the Friendless, and contains news of what is being done for the children, as well as other interesting reading. The leading article in the current issue is on "Some Wonders of the Sky," and is illustrated with a picture of Halley's comet.

Publishers' Department.

REVIEWS.

"Four Epochs of Life." By Elizabeth Hamilton Muncie, M. D., Ph. M.,
Published by Fowler & Wells Co., New York. Price \$1.00, postage
12 cents.

This is just the book that we have been looking for several years past. It is written in the form of a story and has a special charm about it on this account, and many persons will read it in this form who would not care to peruse it if the solid facts had been unaccompanied by a touch of romance. We think the author has proved her talent as a story writer as well as her ability in handling such a difficult subject as the "four epochs of life." She has covered the topic well in the 23 chapters. She appeals to fathers as well as to mothers, and one special chapter is for "Fathers and Sons." Another chapter is on "Know Thyself," and although the whole book is on this subject, yet it is treated with great force in this special chapter.

"The Housekeeper's Reference Book and Domestic Counselor." Compiled
by Adeline O. Goessling. Published by the Phelps Publishing Co.,
Springfield, Mass. Price 50 cents.

This book is designed to help the intelligent housekeeper of limited means, who looks on the domestic field as one worthy of her best efforts and who fully recognizes that the business of keeping house is the most important as well as the most complicated business in the world. There are practical points of education upon which the housewife can draw for information.

"Womanhood; or The Physical Life of Maiden, Wife and Mother." With illustrations. By David R. Overman, M. D. The Thomson Publishing Co., St. Louis, Mo. Price \$2.00.

This book is capable of laying before the reader much useful information, especially to our lady readers. It is full of timely advice, and we recommend it to the attention of all wives and mothers. It is fully illustrated with valuable plates and pictures. The author has gleaned his wide amount of knowledge from experience and observation attained from many years of active practice, devoted to the treatment of diseases common to the busy people living in a large city. He has endeavored to portray the psychological as well as the physiological side of the part that woman plays as spinster, wife, mother, and business woman in the great drama of life. The writer believes that he has produced a book for intelligent, sober-minded men as well as for women. The publishers have spared neither pains nor expense in the effort to secure the very best of art simplicity and correctness in the illustrations.

"Within the Holy of Holies; or Altitudes of Attainment." By Rellimeo. Published by the Progress Co., Chicago, and L. N. Fowler & Co., London. Price \$1.00, postage 6 cents; English price 2/6 net, post free 2/9.

This book is a new and original contribution to the Higher Thought. The writer issues this book under a non de plume, but is well known to New Thought readers. We are sure that such a beautiful volume, full of inspirational thoughts, will sell, edition after edition, in quick succession. It is certainly suggestive and uplifting. The book is produced in an unique form in two colors, and is handsomely bound with gold on cover and top. Some of its chapters are on the following topics: "Concentration"; "Illumination"; a song, "God is Love"; another, "Open My Eyes"; a third, "Stillness."

"365 Desserts." Published by George W. Jacobs & Co., Philadelphia. Price 50 cents.

Beginning with Mince Pie and closing with Carrot Pudding, this book contains some very choice recipes. Would not every mother want a book of this kind if she only knew of it? We feel, therefore, that the book has only to be known to be appreciated. Many mothers are distracted to know what dessert to have for dinner, and this book will be a real boon to such persons. The book is well arranged and is illustrated with little pictures around the margins. It is just what its name indicates—recipes of a choice character for every day of the year.

A First Book in Psychology. By Mary Whiton Calkins. Published by the Macmillan Co., Fifth Avenue, New York. Price \$1.90.

In presenting this book the writer has expressed the conviction that

Psychology is most naturally, consistently and effectively treated as a study of conscious selves in relation to other selves, and of external objects to their environment, personal and impersonal. Nearly every Psychologist, the author says, writes about selves as conscious of people, of things, or of laws and formulae. The Psychology of Self which this book sets forth is a conscious adoption and scientific exposition. Miss Calkins,—who, by the way, is Professor of Philosophy and Psychology in Wellesley College,—has written a book that differs from its predecessor, "An Introduction to Psychology," in several ways. In general she has tried to make a simpler and more direct approach to the subject. She has further tried to embody what appears to her to be an important result of so-called Functional Psychology. In other words, she has taken account of the characteristic bodily reactions on environment which accompany perception, thought, emotion, and will; and she has briefly considered the various forms of consciousness as factors in conduct, and as significant in individual and in social development. She has radically changed the order of topics. The consideration of the different classes of elements of consciousness have been introduced singly, as subordinate parts of the chapters, or groups of chapters on Perception and Imagination, Recognition and Thought, Emotion and Will. This work, then, is not a condensation of an old one; yet it does not teach a new Psychology. The same conception of Psychology underlies the two works.

On page 288 of the Appendix, we find that Section III treats of the Human Body from the Psychologist's standpoint, and includes the Cerebro-Spinal Nervous System. The writer makes reference to cortical areas as important to the psychologist only for the following reason: investigation has shown that the excitation of certain parts of the cortex is accompanied by definite forms of sense, consciousness, and of bodily movement. There is much dispute, the author says, among the anatomists about special features of cerebral localization, but the following results may be accepted as practically assured. She does not say what the disputes are, nor does she show any knowledge of the localization of function other than that of the special senses. What a great deal of valuable information she has yet to collect on the functions of the various cerebral centres as known by the Science of Phrenology.



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PART III.—Astrology; General View and Scope of Astrology; General Principles of Astrology.

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"Four Epochs of Life."

By

ELIZABETH HAMILTON-MUNCIE, M. D., PH. M. OF THE MUNCIE SANITARIUM, BROOKLYN, N. Y.

In this work Dr. Hamilton-Muncie deals in a charming manner with sex life, from its inception to maturity, and weaves into a fascinating story that knowledge which all true parents feel should be transmitted to their children.

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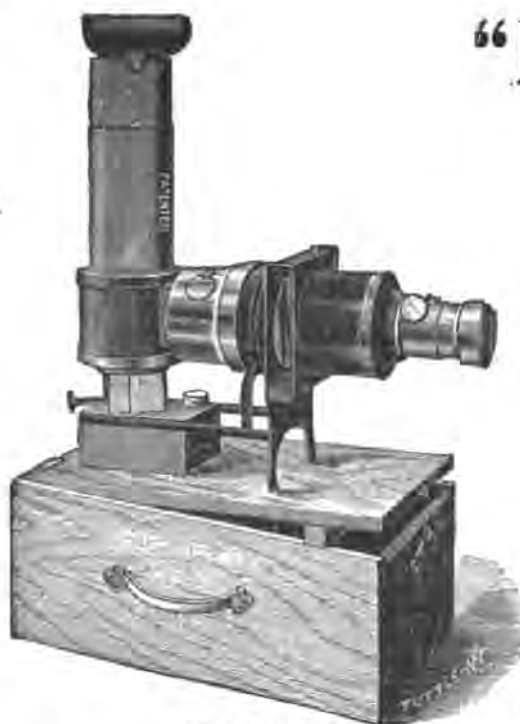
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1838

VOL. 123—NO. 10.

OCTOBER, 1910

WHOLE NO. 859

The Natural Language of the Faculties.

BY CRANIUM.

THE PERCEPTIVE GROUP.

The Perceptive Faculties were designed by Nature to give man the mental power of observation, a desire to see, to identify objects in Nature, and to realize their practical existence. This Group is distinct from the Reflective Group, as it does not stop to reason and philosophize about what it sees, with the exception that every faculty forms its own judgment about what it sees, more or less.

We find that the Perceptive, Knowing, Observing and Literary Faculties include Individuality, Form, Size, Weight, Color, Order, Calculation, Locality, Eventuality, Time, Tune and Language, the last four being recognized as those pertaining more to literary and musical matters.

INDIVIDUALITY.

This faculty imparts the desire and ability to know objects as mere existences, without regard to their modes of action or the purpose to which they may be subservient. Hence its function is to identify objects in Nature, and it is the door through which most forms of knowledge enter the mind. It is the great prompter of the mind to see and gather knowledge of a scientific nature. It is the faculty that gives a specific form to all the ideas entertained by the mind. George Combe says it gives the tendency to per-

sonify nations and all phenomena.

Individuality is located at the root of the nose, between the eyes, and in the superior or first frontal convolution, beneath the frontal bone.

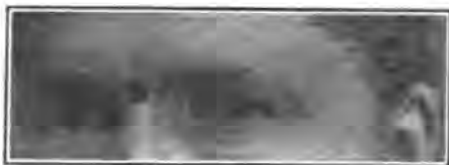
It is divided into two portions. The lower portion gives the desire to see merely physical objects and to identify them in a general manner, and is called *Physical Observation*. The upper portion gives the ability to identify individual powers of the mind, and is called *Mental Observation*.

Persons in whom this faculty is largely developed see, observe and examine everything; they remember faces remarkably well, and are found among practical observers of men and things. When this faculty is combined with large Philoprogenitiveness, a person is interested in whatever concerns children, and it is greatly used among teachers to-day who study Psychology and those subjects that pertain to child life.

If this faculty is over stimulated it may lead a person to be too inquisitive, and therefore should be restrained by the Reflective Faculties.



LARGE INDIVIDUALITY.



SMALL INDIVIDUALITY.

When the faculty is deficient an individual fails to observe the things that are around him, and may travel abroad without seeing anything very definitely. In order to cultivate this faculty a person should study Natural History, especially Botany, Anatomy, Mineralogy and Chemistry, also Phrenology and Physiognomy.

Individuality will be found to be large in the pictures and busts of Shakespeare, Sheridan, Sir Walter Scott, and John Stuart Mill, also in Andrew Carnegie, John D. Rockefeller, J. Pierpont Morgan, Charles M. Schwab, John W. Gates, H. C. Frick, and Mark Twain.

FORM.

This faculty, as its name indicates, gives a sense of form, outline, and the shape of things. It recollects faces, and sees how a child resembles his parents, or how the shape of one thing differs from that of another. It is a great aid in reading, spelling and committing to memory, and the function of this faculty disposes us to give figure to every being and conception of our minds. Dr. Gall was struck with the circumstance that certain per-

sons and animals recognized with the greatest facility individuals whom they had not seen for years, and even then seen only in passing. Dr. Spurzheim recognized this faculty as one among whose peculiar applications or offices is recollection of persons, for persons are only known by their forms. He separated the faculty which appreciates configuration from that of Individuality, since we may admit the existence of a being without taking its figure into consideration.

The organ of Form, or Configuration, is located in the internal angle of the orbit, between the eyes, where it gives great width when well developed, and is in the first or superior frontal convolution near the crista galli, beneath the frontal bone.

When this faculty is largely developed in persons they are able, like King George III, to recognize persons very distinctly. The late Mr. Bewick, one of the most eminent wood engravers in England, was distinguished for his talent in this direction, and his eyes were placed far apart. Cuvier, the



LARGE FORM.



SMALL FORM.

great French anatomist, owed much of his success as a scientist to the development of this faculty. It is said that his memory was particularly remarkable in what related to forms considered in the widest sense of the word; the figure of an animal seen in reality or in drawing never left his mind and served him as a point of comparison for all similar objects. If given the bone of an animal he could almost invariably detect from what animal it was taken. This was one of the first organs of the mind that Dr. Gall discovered among his schoolmates, and he called it "Knowledge of Persons."

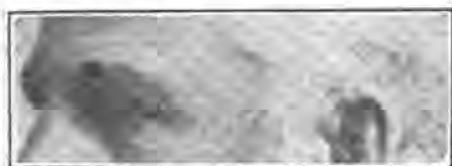
Persons who have a deficiency of this organ never bestow more than a superficial attention on mere forms and outlines, but they generally have some reason to explain every fact or data through their large Causality. Dr. Gall could not paint or design, but he was able to compare with great facility the numerous forms of head through the activity of his large Comparison. He was constantly comparing the form of individual cerebral portions of a head with certain tastes or characteristics eminent in any way, and was more fully developed in the organ of Size than Form. He was so conscious of the want of the organ himself that he often remarked he could not recall the faces of people he had been talking with when he met them a

short time afterwards. Such subjects as Phrenology, Physiology, Geology and Botany greatly help toward the cultivation of this faculty.

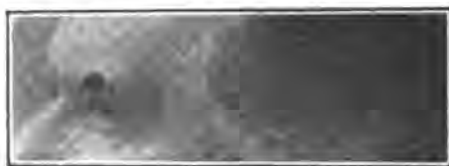
The faculty is known to be very large in the Chinese, and was large in Michael Angelo, Rubens, and a large number of artists of the old school as well as among modern artists, like Leighton, Tadema, and Luke Files, of the English Royal Academy of Paintings, and Huntington, Remington, and others, of the American School of Art. We also find it large in Whistler and Kate Greenaway.

SIZE.

This faculty gives a recognition of bulk, magnitude, and the quantity of things, ability to measure by the eye, and power to detect any departure from the true proportion of things. It is located in the first frontal convolution, on each side of the root of the nose, at the internal extremity of the



LARGE SIZE.



SMALL SIZE.

arch of the eyebrow, on the two sides of Individuality. The faculty of distinguishing the size of things differs from that of form, for two objects may be of the same form but not of the same size. Dr. Spurzheim considered that there must be a faculty the function of which is to perceive size, and further observation has proved the soundness of his conclusion, for the situation assigned by him to the organ has been found to be correct, and it is regarded as ascertained.

This faculty is well developed in persons who study Geometry, Architecture, Machinery, Carpentry, and all kinds of decorations. When developed with Locality it gives conception of perspective. With this faculty large a person can judge of distances without measuring, and has an excellent eye for proportions. This faculty is very useful to a Phrenologist, and also to a leader of an army, for with it he can tell how to space his men in the field when he wants to make them appear a large army or a small one. When this faculty is combined with large Constructiveness a person has a good mechanical eye, capacity to work out a plan and judge accurately of quantities in general. It is not usually too large in anyone, but sometimes persons

are disturbed by seeing disproportions, and find it difficult to put up with things that are not quite regular in proportion and size.

When a person has a deficiency of this faculty, that one is constantly doing things out of proportion, and though an artist may have large Form, yet he may be deficient in Size, as in the case of a lady mentioned by George Combe, who copied figures accurately in regard to form, but inaccurately in regard to size. This faculty can be cultivated by constant attempts to estimate the length, breadth, and other dimensions of objects verifying observation by measurement.

The organ was large in Herschel and Newton, and is seen to advantage in all draughtsmen, designers, scenery painters, and artists who draw from nature, not from their imagination. Builders, engineers and jewelers also show a large degree of Size.

WEIGHT.

This is the faculty that gives conception of the laws of gravity, motion and balance; it gives the ability to ride, shoot, and walk without losing the



LARGE WEIGHT.



SMALL WEIGHT.

equilibrium; it gives a sense of force and resistance in machinery, grace in dancing and cycling, and direction of muscular action of all kinds.

The organ is located between Size and Color, on the arch of the eyebrow, just on the inner half of the dividing line and below Locality, in the middle frontal convoluton beneath the frontal bone.

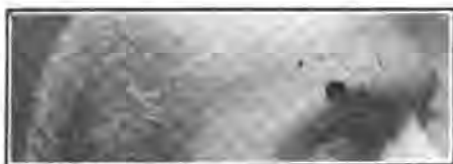
When this faculty is large it gives an individual the power to judge the momentum or weight of bodies, the sense of form in machinery, the ability to ride, balance and walk. In a musician it gives the power to properly produce the expression of harmony. This faculty may make a person attempt dangerous feats of climbing, walking on narrow places, and speeding with an automobile, and should be held in check by Cautiousness.

When the faculty is small persons are liable to fall when skating, riding a horse, practicing gymnastic feats, or balancing on a pole or rope, or when climbing, sailing, or cycling. A person should cultivate this faculty by practicing balancing exercises.

Blondin was a notable example of a large development of this faculty, for he was not only able to cross Niagara Falls on a tight-rope, but at one time he carried a man on his back when doing this wonderful feat. Sailors who run up the rigging like monkeys have this faculty large, and all persons who have large Weight are seldom seasick. It is necessary in tennis and archery. To William Tell it meant a great deal; he knew if he missed his aim his little son's life was in peril, but his organ of Weight together with courage served him well, for his arrow went straight into the apple. It was large in the engineer Brunel, the designer of the Thames Tunnel, and his son, builder of the Great Eastern. It is large in all eminent engineers like Stevenson and Jardine. It is large in Edison, Marconi and Tessler, also in successful aeronauts, and if flying machines come into general use the organ practice.

COLOR.

Although the eyes see different forms and outlines, they do not neces-



LARGE COLOR.



SMALL COLOR.

sarily perceive colors unless the organ of Color is sensibly developed. Sight, then, does not give the sense of perception of colors. Many persons are color-blind who have but a small development of this faculty.

The function of this faculty is to distinguish all shades of color and the relative harmony or discord between them.

Dr. Spurzheim mentions that a large development of this faculty is indicated by an arched appearance in the middle of the eyebrow, and that this sign is found in the portraits of Rubens, Titian, Rembrandt, Salvator, and others, but its large size is indicated also by the projection forward of this part of the eyebrow without arching. Dr. Gall states that it is an indubitable fact that determinate laws of proportion in colors exist. The three primitive colors of blue, yellow and red, he says, do not harmonize. If we mix two of these an immediate color is produced. Blue and yellow give green; blue and red, violet; red and yellow, orange.

The faculty of Color is located between Weight and Order in the central arch of the eyebrows, and is in the middle frontal convolution beneath the frontal bone.

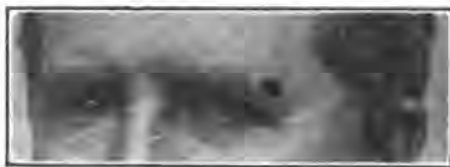
When the faculty is large in an individual he is able to distinguish colors with great accuracy. In fact, it is necessary in all business people, and was large in such persons as Turner, and Worth of Paris. A tobacco merchant cannot get along without this faculty; he needs it in matching the different shades of tobacco.

When it is small in individuals they often make odd mistakes in the selection of what appears to them green, red, blue or yellow. Dr. Spurzheim mentions a family all the individuals of which could distinguish only black and white. In order to cultivate this faculty a person should observe and classify or arrange colors, paintings or flowers.

It is generally larger in women than in men; hence the eyebrows of women are more finely arched, and this explains why they are more frequently lovers of flowers and are fond of a variety of colors in dress. Almost all artists possess this faculty in a large degree, as, for instance, Rembrandt and Raphael. It is most essential that railroad officials should have a large organ of color so as to be able to distinguish the signals.



LARGE ORDER.



SMALL ORDER.

ORDER.

This is the faculty that recognizes method, system, arrangement and neatness. Dr. Gall stated that he met with facts which strongly indicated that order depended on a primitive faculty. Combe mentioned a number of instances which confirm the existence and location of this organ.

The faculty is located on the outer corner of the arch of the eyebrow, between Color and Calculation, in the inferior frontal convolution and beneath the frontal bone, and its function is to give method to physical objects and to help in classifying all the works of Nature. It gives breadth to the brow.

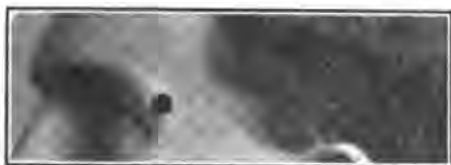
It is divided into two portions. The inner portion gives a sense of order, method and arrangement, and is called *Neatness*. The outer portion gives system and precision, desire to work by rule, and ability to lay out work, and is called *System*. The former is generally larger in women than in men, while the latter is generally larger in men than in women.

When large it often gives a morbid desire to straighten things out

unnecessarily, and makes a person painfully subject to the influence of disorder and lack of methodical arrangement, and effort must be made to withdraw the mind from the contemplation of such matters. It should be considered how impossible it is to have everything arranged exactly to one's mind, and that we only waste our time and our temper in attempting to reduce everything to the regular arrangement we love.

When it is small in an individual his business is often reduced to chaos for want of orderly arrangement, and without order a student will often begin several studies, one after the other, without properly finishing any one.

Farmers are generally good illustrations of this faculty, for they must keep their fields neat and tidy and also keep their implements in good condition. Spurzheim mentions an idiot in Paris who could not bear to see a chair or any other object out of its place, and as soon as anything was deranged he, without being excited to it, directly replaced it. Dr. Spurzheim met a girl in Edinborough who in many respects was idiotic, but in whom the love of order was very active. She avoided her brother's apartment in consequence of the confusion that prevailed in it. It is usually large in Quakers, and we have often heard it said that "order is heaven's first law."



LARGE CALCULATION.



SMALL CALCULATION.

CALCULATION.

This faculty gives the ability to understand figures and to do work where a knowledge of numbers is necessary. It gives quickness in mental arithmetic, and is capable of estimating correctly the cost of material. This faculty does not pertain to mathematics, for the latter requires Causality, Comparison, Time, Constructiveness and Sublimity. Calculation is the language of numbers. When combined with large perceptive, a man has good business talent, and when combined with large Comparison, Locality and Causality a person will excel in mathematics, astronomy, and other sciences. But Calculation gives him delight in using figures in summing up the value of things. It helps him to recognize the number of houses he has seen of a certain character, or the number of pages he has read, and to reckon in his head the profit and loss of a business transaction.

The faculty is located on the outer angle of the eyebrow, next to Order,

in the lower and inferior frontal convolution beneath the frontal bone. It gives breadth to the outer angle of the eye.

It is divided into two portions. The inner portion gives quickness in the use of figures and expertness in computation, and shows a knowledge of the power of numbers, and is called *Figures*. The outer portion gives ability to make estimates with reference to the value and quality of things; it takes into account the profit and loss and the cost of a business transaction, and is called *Estimates*.

When large it enables a person to become expert in figures, and helps him to value property, goods and material; and when too highly stimulated it inclines one to put everything into figures. It can be restrained by looking at things in general rather than reducing them into individual parts.

When a person is deficient in this faculty he is sadly lacking in ability to judge of the profit and loss of things, and ought to study arithmetic and algebra and the practice of calculation in its various forms, and should get acquainted with numbers by remembering the addresses of friends or the pages of a book.

As examples we have Zera Colburn, Newton, Herschel, and Buxton, among others, who all showed a large development of this faculty. Dr. Spurzheim mentions that certain races of negroes make five the extent of their enumeration, that is, they count only as far as five by simple terms; all their numbers after five are compound, whereas ours are not so until after we have passed the number ten. Negroes in general, he says, do not excel in arithmetic and numbers; and, accordingly their heads are narrow in the seat of the organ of Number.

CHARACTER STUDY CLUB.

This Club was organized at the commencement of the year. The conditions of membership are the payment of one dollar, which constitutes a membership for one year (including a year's subscription to the PHRENOLOGICAL JOURNAL), and a life membership by securing ten subscriptions to the PHRENOLOGICAL JOURNAL. One thousand new members are desired before December.

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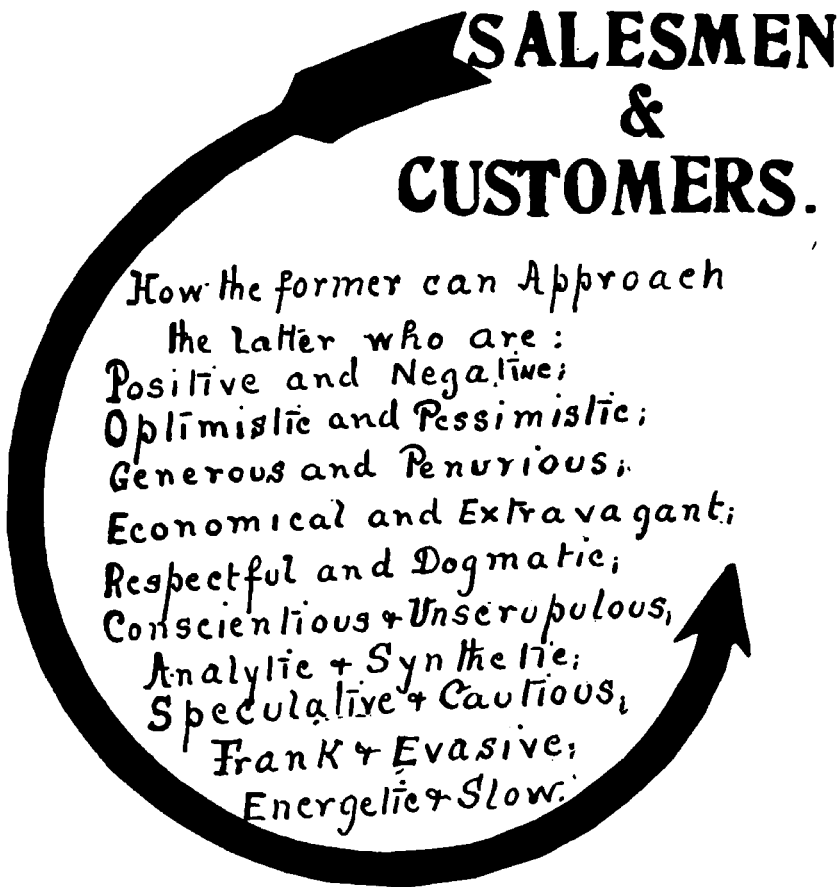
Personality in Business.

By J. ALLEN FOWLER.

HINTS FOR THE EMPLOYEE.

HOW A SALESMAN CAN UNDERSTAND HIS CUSTOMER.

We are told that many a sale is nearly made, but lacks completion because the Salesman does not use tact in the consummation of his transactions,



or because he does not "know his customer." He must learn to "turn the tide" his way if he wants to succeed in business, and the only way for him to do this is to learn how to accurately read his customer and understand how to approach him in a reasonable manner.

We have therefore decided to give a few hints to Salesmen on the following characteristics of customers:

(1) *Positive or Negative*.—When a customer appears to be Positive, and has a strong development of Firmness, which faculty it is said is located on a direct line above the ears, the Salesman must be persuasive in his conversation and suggestive rather than dogmatic in his manner. While if his Customer is Negative, and he finds the faculty of Firmness small, he can afford to be more aggressive in his style of conversation, and allow his persuasions to be more pronounced.

(2) *Optimistic or Pessimistic*.—If a Customer is Optimistic then the Salesman should, to a certain degree, encourage his ideas and at the same time point out the dangers of his being too speculative and sure of his business. If the Customer is inclined to be Pessimistic the Salesman can quickly see by the development of Hope or the lack of it, how to handle him. If the organ of Hope is small it should be the business of the Salesman to encourage him in closing a sale and show him where he can increase his confidence in himself and how he can be more buoyant.

(3) *Generous or Penurious*.—When a Customer is Generous a Salesman will have very little difficulty in approaching him. But he must take care to be just as generous as his Customer, and must never show a close spirit during his deal, for his Customer has large Benevolence, and he likes to be treated as well as to treat. If a customer is Penurious the Salesman will have to be very particular and not expect too much from his man, and treat him rather as though he were liberally inclined in order to draw him out and make him feel that he is a "good fellow." This will encourage his Benevolence and help him to stand well in the eyes of other Salesmen.

(4) *Economical or Extravagant*.—If a Customer is Economical and has large Acquisitiveness he certainly will want a Salesman to give him a bargain, and often by cutting off a few cents from a small order, and a dollar from a large one the Salesman will be able to gratify his Customer's sense of economy and probably obtain a larger order than his Customer originally intended to give. If the Customer is very Extravagant, and the Salesman sees that he is able to appeal to his large ideas and to his organ of Sublimity, he will have but little difficulty in doing business with him. But the Salesman should not take undue advantage of this faculty if he wishes to retain this gentleman as a Customer.

(5) *Respectful or Dogmatic*.—When a Customer shows a Respectful attitude, then the Salesman must be particularly courteous in his manner of address, and give the Customer time to think instead of pressing him. He cannot be "jollied," as can a person who is full of fun, and the Salesman's language should be adapted in style and tone to the attitude of the Buyer, bearing in mind the large organ of Veneration located in the center of the top head. When a Customer is Dogmatic, the approach of the Sales-

man has to be made in a calm self-possessed way. He should speak in a quiet and dignified manner and gradually grow more confident and independent. He should at once notice the form of head of his Customer, and he will realize that the head is high in the crown where the organ of Self-esteem is located.

(6) *Conscientious and Unscrupulous*.—When the Customer is highly Conscientious, the Salesman will find that the head of such an one will be broad on the top, above the ears, or sloping if the organ of Conscientiousness is small. When large, the word of the Customer can be relied upon, and all orders will be paid for and contracts kept. Therefore he can approach him with the assurance of having a fair man to deal with, and will not need to protect orders. When the Customer is Unscrupulous, then the approach of the Salesman must be made in a tactful, diplomatic way, for without wounding his Customer's pride or conscience he must safeguard his orders and make a definite settlement at the time when the order is given. Only a tactful Salesman can manage an unscrupulous person.

(7) *Analytic or Synthetic*.—If the Customer has an Analytic type of mind, and is full in the upper part of his central forehead, the Salesman must approach him by analyzing his goods and showing him how much better in quality and more reasonable in price they are than those of other firms; then the Salesman will get along well with his Customer and probably draw from him a large order. If a Customer is Synthetic and has a forehead that is broad in the upper region, the Salesman should be willing to explain at some length the cause and effect, the reason and the data concerning the goods that he has to sell, and he must show some originality and philosophic capacity when appealing to such a mind. The Salesman should not hurry an order with such a Customer, but give him time to think the matter over.

(8) *Speculative or Cautious*.—A Customer who is inclined to be Speculative has large Hope and Sublimity, and a Salesman should adapt his conversation to the higher order of his goods and the profit that the Customer can get out of them, and appeal to his business capacity. Such a person's head is generally well rounded out in the upper side region along the center of the arch. A Customer who is Cautious has to be approached by a Salesman, first with the spirit of equal concern, and gradually to inspire confidence in the mind of the would-be buyer. But some consideration must be paid to the foresight or cautiousness of the buyer, and all his doubts carefully removed by the Salesman. His head will be broad on the lateral posterior angle half way between the ear and the top of the head.

(9) *Frank or Evasive*.—The Customer who is Frank in his dealings with others is naturally easy to get along with. The Salesman should therefore be equally frank in explaining the quality and worth of his goods, and leave nothing hidden that the Customer ought to know. He will be some-

what narrow in that part of the head located an inch above the ears, while the man who is taciturn and non-committal will be broad in this region. The Evasive Customer is one who does not open out his mind quickly, and the Salesman has to appeal to him in an adroit way, often on a subject that is foreign to his business, in order to bring him round to the order that he knows the Customer wants to give, but evades giving.

(10) *Energetic or Slow*.—An Energetic Customer is one who rises with the dawn and begins business early. Hence a traveling Salesman can make his appeal early in the morning for his mind will be ready for business as soon as he can see him. The Salesman must also be sharp, quick, and know how to bring out his points in a shorthand way and condense what he has to say in a few sentences, and not draw out his arguments as he does to the synthetic Customer. The Customer who is Slow has to be treated in the opposite way, and the afternoon is the best time to approach a man whose mind works deliberately, if the Salesman is a traveling man. But if the Customer goes to the Salesman in a store, then the Salesman must be patient and diplomatic, and appear in no hurry to sell his goods.

Personal Likes and Dislikes.

BY ROSE ALBERY.

Not all of us are so harmoniously organized that one or more of the senses is not easily antagonized by the intrusion of matters foreign to the instincts of its nature.

The sense of sight is generally the first informant that impresses favorably or unfavorably in respect to the object presented before us and instantaneously communicates its relative conditions to the other organs of sense that might be affected by further contact.

It is a common error to mistrust an honest person; and a malignant evil to be flatteringly deceived by a false character. How many of us are victims of the latter? It is comparatively easy to judge the better man of the two, but when we come to discriminate between the varied conditions that make up the ordinary individual, the subject becomes more difficult.

In respect to our likings and dislikings of persons, a group of the phrenological organs is actively and independently engaged. Benevolence, that may be called the open door of the mind, with its faithful attendant Human-nature and assistants Suavity and Intuition, is a large enough portico in every human being's mental domicile to admit at sometime strangers. How

then are we to discern the difference at first sight, to make of one a lasting friend and to avoid the boredom of the other? I think a few points may be cited wherein a judicious knowledge may be obtained by an observational view only, of a person as to whether an introduction would be desirable.

The first essential of the study of human-nature, is to know one's-self, unbiased by selfishness or conceit. We can then draw a nice comparison between ourselves and those whom we meet, so that if we happen to be a little insincere ourselves in regard to some particular virtue, and notice that our friend's head has a precipitous incline at the same elevated point, we can say, "You're another." At least it will help us to be aware of our dealings with such a person. But circumstances do not always call for the necessity of taking off the hat, and we are at a disadvantage from a topographical view of the head. But all the faculties of the mind are displayed on the countenance, so that often one look at a face tells the history of the man.

I think the strongest objections to our dislikes for others bear more upon the comparative qualities of organization and environment, than upon any combined faculties that go to make up any particular trait of character, however faulty.

In all cases there will be some relative condition of a combative nature.

The intelligent, delicate, refined person of the mental temperament will have a shrinking abhorrence of a person with a loose vital temperament, and little education. The cultured person with either of the temperaments will have a dislike for a person of the same temperamental condition, of an inferior quality of organization, but with the same aspiring faculties.

Persons with the motive temperament do not form likes and dislikes so easily; their sense of touch, a requisite qualification, is not so impressionable, though they are apt to make stronger friends and more positive enemies than those of other temperaments. In forming our friendships or alliances we should take more time for analysis of character.

The occipital part of the skull covers the organs of our social nature, and in the second lateral convolution lies the organ of Friendship. Persons with this organ large make friends easily; those who have it small or moderate should make friends with those whose dispositions are most like their own, but who have some emulating characteristic by which they may profit.

In forming our attachment for marriage, the temperamental differences should be widely recognized; there should be equality, not necessarily quality. But there should be one or more equally desirable faculties in one, to balance the superior conditions of the other, to form an harmonious combination. In all cases there should be an appreciable sentiment for that which is laudable and praiseworthy in each other.



People of Note.

FLORENCE NIGHTINGALE, "THE ANGEL OF THE CRIMEA."

Miss Nightingale, who had reached her ninetieth year, was a wonderful woman; she was called "the Angel of the Crimea," because of her marvelous organizing ability and talent for introducing methods in superintending the sick and wounded during the Crimean War, and also in distributing the supplies among the wounded, and she was also called "the Lady with the Lamp," because, it is said, at night when all was still she made the rounds with a little nurse's lamp in her hands to see that everything was in proper shape in the hospital.



THE LATE FLORENCE NIGHTINGALE.

She had had a liberal education among hospitals in England, Scotland and Ireland, had studied with the Sisters of Charity in Paris, had trained as a nurse in Kaiserwerth on the Rhine, and had visited the hospitals at Berlin, at Lyons, Rome, Brussels, Constantinople and Alexandria. Thus she was the best equipped woman to visit the Crimea when the death rate at that place was forty-two per cent. In 1854 she offered her services to the English government, saying that she thought the soldiers needed good

nursing such as only women could give them, and, strange to say, at the same time a letter was on its way to her from Sir Sidney Herbert, of the War Department, who, with the feeling that it was "a woman's work, and there is one woman in England who can set it right," wrote and asked Miss Nightingale to go to the East and organize a nursing service in the great hospital at Scutari. The supplies were abundant, but the trouble, it is said lay in the fact that there was lack of brains and method in their use. Florence Nightingale supplied the *brains* at just the moment when they were needed. With a party of nearly fifty women, Florence Nightingale started for the Crimea, where they arrived on the night before the battle of Inkerman. From then on she ruled Scutari.

What kind of brains did she use? First of all, she showed pluck; secondly, courage; thirdly, sympathy; fourthly, intuitive judgment; fifthly, perceptive ability; and sixthly, friendliness, and the following faculties were probably largely developed: Destructiveness, Combateness, Benevolence, Human Nature, Individuality, and Friendship. This is truly a wonderful combination of mental powers, all of which a trained nurse requires if she is to be successful in her work. These faculties, as far as can be seen from Miss Nightingale's photograph, were all largely developed.

In short, she showed that she had analytic force of character in bringing order out of chaos; she had dynamic energy which men only are supposed to possess, but which she displayed with wonderful skill; while she had also forensic thought which gave her courage to act as "lady in chief" of the great responsibility that was imposed upon her.

PROFESSOR RICHARD L. GARNER, FAMOUS AMERICAN ANTHROPOLOGIST.

It is not every man who would choose to live in a bamboo hut in the heart of the African Jungle, with only two negro servants, and wild chimpanzees and gorillas for companions. But so enthusiastic is Prof. Richard L. Garner about the chimpanzee that during his four expeditions he has had a total of twenty-two chimpanzees and nine gorillas in his house for the purpose of studying them, and has distinguished about twelve words the monkey uses.

We can see by Prof. Garner's face and head the appearance of a man who is a distinguished scientist, a keen observer, a noted analyst, and one able to classify knowledge, data and information. His brow is a spacious one, and consequently he is well equipped with ability to gather and use the data that he has collected. He is remarkably endowed with large Human Nature, and all scientists who make animals their special subject require this mental asset. He has also large Benevolence which has probably enabled

him, together with his large Philoprogenitiveness, to get in touch with animal life.

The book-worm or the Wall Street banker could neither of them have done the work accomplished by this distinguished traveler.

Should we not all make further studies of the character of animals and human animals, so that we may increase our knowledge of one another and our pets?



PROF. GARNER AND "SUSIE," HIS TRAINED CHIMPANZEE.

When chatting the other day on Dr. Garner's work in Africa, with another anthropologist, he remarked, "I could tell you much of the language of chickens, as there are about seventy next door to my hotel, and I have learned much about the habits, ways and methods they have of communicating their feelings, emotions, and thoughts to one another." The learned doctor then pictured to us what he saw the chickens do, how they acted and what they apparently said.

Science of Health.

HEALTH A NATURAL CONDITION.

Long ago it was impressed upon my mind that the great burden of disease, we may well say, nine-tenths, is developed by Man's indiscretions. When Nature is abused it is manifested in Disease. What more simple and desirable than to stop abuses and give Nature an opportunity to recover itself? Anything contrary to this inevitably results in the reverse of happiness. This shows the wisdom and necessity of studying the Laws of Nature and conforming to her precepts.

By attention to the sanitary environment of our homes and workshops there is a higher standard of health secured, but there is more danger from the unsanitary condition of the body itself. This is of the first importance. We must seek Natural Salvation for all Natural difficulties. In proportion as we discover the needs and truths of this idea will our relief come. The science of medication is no exception to this rule. What was once, and at no very remote time, considered orthodox, is in the light of present day intelligence considered barbarous, and we may well surmise that the great bulk of to-day's work in this line will in time be consigned to well merited oblivion.

Every normal man desires to live as long as he can be a useful member of society, and his latter days should be the happiest of all, and so they are when the lives have been consistent with natural laws. It is not reasonable to think that the experience of a long life is to be thrown away, on the contrary, that experience is valuable to every one who will heed its lesson.

Without health there is no permanent happiness.

The amount of disease and misery in the land is appalling, and calls loudly for reform, and the duty devolves upon all who have studied the question to do whatever is possible for the amelioration of the condition. There are many who are presenting their panacea, but unfortunately they do not agree, and so it resolves itself into the problem that everyone must work out his own salvation. And this is not a difficult matter. There are certain broad principles that are easily understood and more easily applied. They are so simple that they have been overlooked in the search for the panacea of life, the fountain of youth.

The great bulk of disease comes from excessive alimentation. Life is to-day too high strung and artificial. We live too fast, and there is too much overdoing in every direction. Business, to succeed, must be carried on under high pressure. We do not sleep enough. Our tables are overloaded with food, while those who eat the most are not the best nourished.

It is time to stop and enter upon a new regime. The simple life appeals to every one who fully considers the subject and would be truly happy. As we grow in knowledge so shall we enter into the joys of a higher life.

CHARLES H. SHEPARD, M. D.

DR. WILLIAM OSLER ON "THE FAITH THAT HEALS."

Dr. William Osler, of Baltimore, Md., who a few years ago made himself famous by suggesting that when men arrived at the age of fifty they reached the height of their usefulness in this world, and if they were chloroformed the world might be benefited thereby, has recently written an article on "The Faith that Heals," which has been published in the *British Medical Journal*, and in which he says that "faith has always been an essential factor in the practice of Medicine."

A correspondent of the *New York American* has sent a notice of this article of Dr. Osler's to that paper, from which we quote as follows:

The doctor says:

"My experience has been that of the unconscious rather than the deliberate Faith Healer. Phenomenal, even what could be called miraculous, cures are not very uncommon. Like others, I have had cases, any one of which under suitable conditions could have been worthy of a shrine or made the germ of a pilgrimage."

Dr. Osler speaks of cures that might be called modern miracles, adding, "Without any special skill in these cases or special methods, our results at the Johns Hopkins Hospital were most gratifying. Faith in St. Johns Hopkins, as we used to call him, an atmosphere of optimism, and cheerful nurses, worked just the same sort of cure as did Aesculapius at Epidaurus; and I really believe that had we had a hand at that arch-neurasthenic of ancient history, Aelius Artistides, we could have made more rapid cure than did Appollo and his son, who took seventeen years at the job.

"To some a sign of decadence to me the growth of Christian Science and of Mormonism are among the hopeful indications that we are in the childhood of the race. And, as I said, the punishment fits the crime.

"For generations the people of the United States have indulged in an orgy of drugging. Between holy pharmacy in the profession, and quack medicines the American body had become saturated ad nauseam, and here, indeed, was a boon even greater than homeopathy. No wonder the American spirit, unquiet in a drug-soaked body, rose with joy at a new evangel. In every country there were dyspeptics and neurasthenics in sufficient numbers to demonstrate the efficacy of the new gospel.

"But the real secret of the growth of Christian Science does not lie in the refusal of physical measures of relief or the efficacy of prayer, but in

offering to people a way of life, a new epicureanism which promises to free the soul (and body) from fear, care and unrest; and its real lever is the optimism which discounts the worries of the daily round.

"Faith cures of Christian Science are the aches which we all know so well. They are exclusively in the realm of functional disorders. I have not met with any case of organic disease permanently cured. I know of reputed cures of locomotor ataxia; two of these patients still take opium for the lightning pains."

Speaking of the Emmanuel movement, Dr. Osler says:

"Here, again, all the success will depend on the individual character of the man conducting the movement. Only in existence for a few years, it is impossible to say what the future has in store, but it is an honest attempt to bring back that angelic conjunction of physic with divinity."

Dr. Osler closed his article by saying:

"I feel that our attitude as a profession should not be hostile, and we must scan gently our brother man and sister woman who may be carried away in the winds of new doctrine. A group of active, earnest, capable young men are at work on the problem, which is of their generation and for them to solve. The Angel of Bethesda is at the pool—it behooves us to jump in."

E. P. MILLER, M. D.

THE SCIENTIFIC CHRISTIAN LEAGUE.

The object of this Association is to teach the true Science of Life. There is a Science of Mind and a Science of Body, a Spiritual and a Physical Science. Both mind and body, both spirit and flesh, both brain and muscle, both heart and soul, are all governed and controlled by scientific laws.

Jesus Christ said in His Sermon on the Mount:

"Think not that I am come to destroy the law or the prophets; I am not come to destroy but to fulfill." He protected men from their own folly.

"For verily I say unto you, till heaven and earth pass not one jot or tittle shall in no wise pass from the law till all be fulfilled." He was a rigid law keeper.

St. Matthew says:

"The people who sat in darkness saw great light, and to them which sat in the region and shadow of death light is sprung up." We need to know more about ourselves.

"From this time Jesus began to preach and to say, Repent ye, for the kingdom of Heaven is at hand."

"And Jesus went about Gallilee teaching in their synagogues and

preaching the gospel of the Kingdom, and *healing all manner of sickness and all manner of disease among the people.*" People now are doing similar work through magnetism, suggestion, etc., etc.

"In those days came John the Baptist preaching in the wilderness of Judea, and saying: Repent ye for the kingdom of heaven is at hand." "He said: I indeed baptise you with water unto repentance; but He that cometh after me is mightier than I, whose shoes I am not worthy to bear; He shall baptise you with the Holy Ghost and with fire." We should get this baptism and learn the ways of right living.

Christ said to Nicodemus: "Verily, verily, I say unto you, that except a man be born again he cannot see the kingdom of God." The process was so simple that Nicodemus was at first incredulous.

Again He said: "Verily, Verily, I say unto thee, except a man be born *of water and of the spirit* he cannot enter the kingdom of God." Many do not know the meaning of Water and Spirit; their education is incomplete, they do not treat their bodies and brains aright.

In I John, 6th-8th verses, we find the following: "This is He that came by water and blood, even Jesus Christ; not by water only, but by water and blood. And it is the spirit that beareth witness, because the spirit is truth." The blood is the life. We must feed ourselves aright and nourish our brains aright.

John again says: "For there are three that bear record in heaven, the Father, the Word, and the Holy Ghost; and these three are one." "And there are three that bear witness in earth, the spirit and the water and the blood; and these three agree in one."

As man's body is composed of 75 per cent. of water, is it not evident that if man wants his blood cleansed and purified for the Spirit of God to dwell in, he must use water freely inwardly and outwardly to cleanse and purify it?

St. Paul said to the Corinthians: "What, know ye not that your body is the temple of the Holy Ghost which is in you, which ye have of God, and ye are not your own. Know ye not that ye are the temple of God, and the Spirit of God dwelleth in you?" Therefore, we should eat no unclean thing, and keep our bodies and minds as pure as possible.

"If any man defileth the temple of God him shall God destroy; for the temple of God is holy, which temple ye are."

It is pure blood, a pure body, and a pure spirit that agree in one, and that bring the kingdom of God within us.

Thus the Scientific Christian League stands for everything that is good, namely: right living, the right interpretation of the Bible, and a right understanding of the brain and a proper use of the mind.

THE EDITORS OF THE P. J.

Is Phrenology a Dependable Science?

Anyone believing in the Science of Phrenology who has read the *Atlantic Monthly* for July should feel highly honored with the reference made by Frederick L. Wachenheim in his article on "Medical Experimentation on Animals," page 10, as follows: "I am afraid that many intelligent persons still believe in Phrenology." I am afraid the writer does not know that the ranks of disbelievers are lessening every day.

On the other hand, a believer in Phrenology is pained to read the writer's further inference, namely: "It is highly significant of the dense ignorance of our grandfathers that so fantastic and absurd a system as Gall's Phrenology was accepted even by some physicians as a likely explanation of brain physiology." Now, to say the least, the writer shows a very limited knowledge of what Gall's system teaches, otherwise he would not taboo the science. The greatest brain specialist in London said, when I visited him in 1896, "that we owed a debt of gratitude to Dr. Gall for his marvelous work and plates on the brain," which he had just been re-examining. We refer to Dr. David Ferrier, the author of "The Functions of the Brain," etc.

Instead of Phrenology being fantastic and absurd, we find that Dr. Gall led the way to a re-examination of the brain on practical lines, for instead of cutting off the brain surface in slices, as the physicians used to do, Dr. Gall, Dr. Spurzheim, Dr. Andrew Combe and Dr. Richardson showed them a better way, namely of examining the brain from the base and tracing the nerves upwards to their apex, which method has been highly commented upon as the best way of ascertaining the true course of the cerebral nerves. Therefore I claim that Dr. Gall's system, instead of being fantastic and absurd, is the grandest system of metaphysics, the most scientific system of cerebral topography, the truest science of mind study, the clearest explanation of the functions of the brain, and the fullest and most complete dissertation on the organology of the brain.

Further on the writer says: "It was only when dogs, and, more especially, our still nearer relatives, the apes, were drawn into the experimental field, that we really began to find out what was going on in our brains." Here he again shows his great ignorance of the experiments and observations made by Dr. Gall previous to this period.

The writer, like Dr. Thompson, of New York (who wrote a book on "Brain and Personality") is prejudiced against the system that has thrown more light upon the true working power of the brain and nervous system than any other similar system that has been brought forward since, or that existed previous to Dr. Gall's day. In fact, all the experiments of modern

science and all the modern dissections of the brain have only more fully proved that the centre for Fright, the centre for Cheerfulness, the Speech centre, the Imitative centre, and the Gustatory centre have all located more conclusively the organs of Cautiousness, Hope, Language, Imitation and Alimentiveness, as Drs. Gall and Spurzheim called them, through discoveries made by them in thousands of cases. And whatever subject can be proved by experiment and observation the psychologist declares to be scientific. Therefore, I claim that Phrenology is dependable and scientific, because it has been tested by experiment and observation, and more than that, by measurements of various parts of the brains of animals and human beings.

Our friend, the critic, should be more careful before he tries to dispose of Phrenology in such a sarcastic and wholesale manner, for it is not true that the system is either "fantastic or absurd."

DOES IT PAY?

The question is often asked, does it pay to have an examination of character from the head? While some people are waiting to be convinced and are standing like doubting Thomases, to hear what some great Objector has to say, others have had Examinations and are making hay while the sun shines, and now are well on the road to amassing fortunes of health, wealth and happiness.

No. I.—One gentleman who was recently examined was told to invent, and to give his mind to original work, as his head indicated he had unusual talents for original designs, but that he would not be in his element as an ordinary salesman. The gentleman replied: "For years I have been giving others the benefit of my ideas, but have succeeded in perfecting one invention which has proved to be very successful. I wanted to know whether I was in my right sphere or not. You have helped me to decide this question."

No. II.—A lad came in one day with his father, and was told that he could take up Civil Engineering or devote himself to some branch of Natural History, and that he would be successful in making collections of flowers. His father said that they had just returned from Europe, and everywhere they went the boy had collected specimens of flowers and pressed them in books, and that he had shown quite a distinct liking for mechanical work. He was also told to study some wind or stringed instrument rather than the piano and organ. The father said his son was a good player on the clarinet, but disliked the piano and organ. He was now satisfied that Civil Engineering was his forte.

The Homes of Skulls.

One of the Homes of Skulls is to be found at 18 East 22d Street, New York, as described by the picture, and is the centre of the American Institute of Phrenology. There are in the collection some English, Irish, Greek, German, French, Spanish, British Columbian, Sandwich Island and Greenland skulls, besides other national types such as Caucasian, Indian, Malayan, Mongolian and Negro. These have been collected from time to time by O. S. and L. N. Fowler, Mr. and Mrs. Wells, and Nelson Sizer.



THE HOMES OF SKULLS.

Some have been presented as gifts from foreign countries; some have come from battlefields; while others from old burying grounds which have been disturbed by modern building innovations.

The second Home is at St. Leonard's Church, Hythe, Kent, England. This curious old church possesses rather a wonderful history. In all probability it now stands where an ancient abbey once decorated the hillside of the pretty sequestered seaside town—originally one of the Cinque Ports. The crypt is finely proportioned. It was when the Vicar was restoring the chancel that the workmen found a hidden doorway in good preservation.

Under the high altar is where the human remains are deposited, and on either side as you enter you see some six hundred skulls arranged on ledges; while arranged in a pile some twenty-five feet in length, eight feet high, six and a half feet thick, are the bones of many hundreds of people. It is estimated that there are altogether nearly seven thousand people represented. By what means they were brought to this place the people are not quite sure. It is thought that many of them were Frenchmen killed in an engagement at Hythe, A. D. 1295, and that continual additions were made to the collection until they increased to so vast a number. Another account supposes that they are the remains of the Britons slain in a battle fought between this place and Folkstone with the retreating Saxons, in the year 456, and to have attained their whiteness by lying for some length of time exposed on the seashore. Several of the skulls have deep cuts in them as if made by heavy weapons, most likely those of the Saxons. The bones seem mostly of the extremities that are arranged with the skulls. There are a small number of children, but only a few, the remainder belonging to male adults. There seem to be no feminine skulls in the collection, at least as far as we examined them. The teeth are noticeable for their soundness and regularity, which is one indication of their age. The wormian bones of some are very distinct, so are the speno-parietal sutures. The ancient Celtic Britons give the appearance of rounded skulls; the Saxons the elongated or bordering on the dolichocephalic skulls; while the Romans are noticeably square shaped or bordering on the brachycephalic skulls. Robert Knox, M. D., F. E. S. M., Mr. Walker the distinguished anatomist, and Dr. B. W. Richardson, M. D., have examined the skulls from time to time.

J. A. FOWLER.

The Electro Auto.

Men of great attainments need no encomiums; their works speak for them, and therein is their repute. The works they do are the people's property; and the World is not thankless. What a man does in the world, while he is in it, constitutes the sum of his life. Be it little or much, the fruit he bears, the product of his life is all there is to it. From savagery to enlightenment, this is true of the human.

The Electro Auto is the fruit of Genius, the output of care and thought, and it proclaims the dawn of a new era in history. Our little run-about is named "Rozinante," after the Horse upon which Don Quixote rode forth, to right the wrongs of the World, and she is properly so named, because the electro auto will advance Societary Progress to an extent never dreamed of by the Don.

The sum of true religion is found in the approximation of the human

to the qualities of the Deity itself. These being, Omniscience, all wisdom; Omnipotence, all power; Omnipresence, everywhere—hence, it is really and truly found that there is more true religion in the Electro Auto than there is in any other organism on earth. Wisdom is inherent in its construction; Power it certainly has; and Pseudo Omnipresence is its best holt.

In fact, it is the ripest, juiciest product of man's best endeavor, and holds first place in the annals of modern progress. Whoso owns, drives, or even rides in the Electro Auto lives where there is the most fun in living—on the advance line of life.

Last Saturday night, the Unadilla Water Power at Rockdale, N. Y., ran a dynamo, feeding "Rozinante" her juice; at 5:30 next morning owner and



TOURING IN AN ELECTRIC AUTO.

chauffeur got on board, and she jogged down the Unadilla to its junction with the Susquehanna Valley, down the Susquehanna away, and then to the left, up the Bennettsville Gap, into the Masonville hills, and across the plateau divide—down the Sherruck, into Trout Creek Valley. And after a 26-mile run over Dudgeon hill country, we sat down to an 8 o'clock breakfast, up in the big house at Rockroyal. Later, after Sunday dinner, about 4 P. M., "Rozinante" rolled out of the yard and up the Sherruck, over hill and dale and arrived at Rockdale at 6 P. M. The fresh air, the singing of birds and the beautiful landscapes had fed the breath, and the ear, and the eye, without cloy or satiety, and there were no after-hour jim jams. The roads were better than ever before known, and the Electro Auto did the 52 miles on the one charge, and left off with power to burn.

AN OLD ROAD MASTER.

THE
Phrenological Journal
and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)



NEW YORK, LONDON, OCTOBER, 1910

Know the true value of time; snatch, seize, and enjoy every moment of it. No idleness, no laziness, no procrastination; never put off till to-morrow what you can do to-day.—Chesterfield.

ARMY MEN SELECTED BY TEMPERAMENT. An article recently appeared in the *New York Evening Mail* on this astonishing topic, that blonde and brunette soldiers may soon be selected for different parts of the country, and that Dr. Wiley and Dr. Woodruff, and a corps of other potent physicians are about to report the highly valuable military discovery that a dark complexioned soldier is able to fight harder, march longer, and less likely to die in tropic climes than a blonde. And similar investigations have proved that the blonde trooper can trek over more ground, slay what he has to slay, and get back oftener in the north temperate and arctic zones. Therefore the general staff, of which Gen. Wood is the new head, will probably consider the formation of a blonde army in the north and a brunette army in the south, and it has been suggested that if we get into trouble with Brazil or Argentina we will send a brunette army to quiet them, and if we have a war with Spitzbergen it will be the blondes we will send.

This means that if men of dark skin are found better equipped physically to fight in torrid latitudes, they will be separated from their lighter fellows into regiments and they will be sent to the army posts where they can

become more quickly acclimated. If you take a look around the tropics you will find that all the residents indigenous thereto are more or less dark; some of them, of course, show up merely swarthy, but others make a newly polished stove look pale. Their dark color is primarily due to blood pigments; that is, the blood pigments of the south are darker than those we ordinarily use in colder latitudes, and blood that produces dark pigments is much better inured to abound in heat than the different brand of blood that is in a blonde.

"If the theory with regard to the residents of the south can be proved to be true, that nearly all the residents are dark, is not the theory equally proved with regard to the residents of the north, that the Vikings were all blonde, and are not the Swedes also light haired and light skinned who have made the northwest famous?"

We have often pointed out this theory for missionaries who are sent abroad to northern and southern climes, though we have never suggested the above theory to the government with regard to the selection of army men.

LEGACIES. Horace Mann has said: "I look upon Phrenology as the guide to Philosophy and the handmaid to Christianity. Whoever disseminates true Phrenology is a public benefactor."

This being the case, are there not many persons living who have been benefited by a phrenological examination to that extent that they have risen to positions of fame and made their fortune thereby, and are they not willing now to do what Andrew J. Dotger recently did in making a will which left the residue of his estate after his widow's death to the Tuskagee School, which has amounted to a \$1,000,000 bequest? Will our beneficiaries think this matter over, for while Yale and Harvard, and other already wealthy colleges are remembered year after year by wealthy men and women, it is surprising that more have not remembered the sources which have made them great and wealthy, and endowed the American Institute of Phrenology. One friend, the late Mr. James P. Knowles, has done this, and we trust that others will follow his example.

It is a fact that if the schools would take up this question of Character Study, that thousands would be aided in selecting the right vocations in life. Who will help us to agitate this question during the coming months?

New Subscribers.

CHARACTER STUDIES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions; Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 894.—H. S., New Orleans, La.—Your photographs indicate that you have a strong development of the Motive Temperament. Your mind and body work together harmoniously, and consequently you are able to accomplish a good deal in an active executive line of work. We would not advise you to take up a sedentary occupation, but rather devote yourself to some commercial enterprise, or the management of some business, or the superintendency of men. You should be able to understand your fellows quite well, and will seldom make any serious mistake when superintending, directing, and regulating the work of men under you. You are quite forceful, determined, positive, perceptive and intuitive.

No. 895.—H. F. B., Winchester, N. H.—This young lady has excellent ability for a teacher, or could support herself by the study of music. She should be clever in understanding the right intonation to give to music, and will be able to express it satisfactorily. She will make a fine scholar, and should be given a good education. She has apparently an excellent constitution, with a predominance of the Mental-Vital Temperament; hence will be able to get along well in society and with children. She is affectionate, friendly and companionable. She should learn domestic science, and acquaint herself with the duties and responsibilities of a home.

No. 896.—J. D., Marwayne, Alberta, Canada.—You have a practical type of mind and are well able to adapt yourself to scientific study. You need to cultivate more confidence in yourself and realize your own worth, so as to make the most of your abilities. If you will do this we are sure you will be able to adapt yourself to an executive line of work. You could work well by the eye, and succeed in understanding the construction of machinery. In fact, the latter will appeal to you wherever you are. You are in your element when you are studying Nature, but must not give yourself too much to indoor sedentary work. You could make a good Mechanic, or could succeed in the study of Forestry, or Scientific Agriculture, for your photographs indicate that you have large constructive and perceptive faculties.

No. 897.—J. B. O., New York.—This young gentleman is an embodiment of the Vital Temperament, and must, we think, resemble his mother in this respect. His forehead is broad, and gives us the idea that he is a good observer of people, and likes to mingle socially with people. He will therefore get along well in some profession where he has to come in contact with others in a genial, social, friendly and companionable way. The features of his face indicate that his back head, or posterior lobe, must be well developed, for he has a full round chin, full lips, well filled out cheeks, and medium sized nose, and hence will not be averse to meeting people in society or in business. He appears to be quite analytical and able to adapt his mind to comparative work. Chemistry, Physiology, Anatomy, and Hygiene will appeal to him on one side of his character; and love of beauty, style, perfection, and ability to show considerable energy when interested in a piece of work on the other side of his character.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

J. I., Oldham, Eng.—You ask if we can tell any reason why one side of a youth's face, and that the left, resembles a pig's face. If there is any reason to be given, we would say that we believe that the youth must have a double character—that is, if the other side, the right, is normal. Some prenatal influences must have been at work to cause this condition.

We cannot understand why you could not get to know where our PHRENOLOGICAL JOURNAL was to be obtained. If you had sent to L. N. Fowler & Co., Ludgate Circus, London, our agent would have supplied you at once with a copy. Will you not endeavor to get five new subscribers before the end of the year, and thus interest them in the new Character Study Club. See another page of this month's JOURNAL.

J. H., Boston, Mass.—What faculties are necessary for a successful Civil Engineer?

You will need to develop Constructiveness, Form, Size, Weight, Comparison, Calculation, Causality and Sublimity. In Civil Engineering you will have to know something about Drawing, as well as Mathematics, Physics and Chemistry.

The American Institute of Phrenology.

The Opening Meeting of the forty-sixth Session of the American Institute of Phrenology was held on Wednesday evening, September 7th, when a number of interesting addresses were given and the Winter work was begun in earnest.

Miss J. A. Fowler, in welcoming the friends present, spoke of the successful meetings that had been held during the Summer, and wished to thank all her friends most heartily for their endorsement of her work in carrying Phrenology into so many parts of New Jersey and New York. She said that her principal work during the Autumn would be in connection with the Public Schools, and she hoped that all devotees of the Science would assist the Institute in getting up meetings both of a private and public nature, so that Phrenology might be brought more closely in touch with individual life. She urged all to send the names and addresses at once of those who were willing to hold meetings, in order that the Autumn program might be completed. She then outlined what she intended to do.

Mr. M. H. Piercy, the Secretary, spoke on the work of the Institute and the interesting Course about to commence, and urged all who could give the time, to take up the study. He explained the usefulness and the profit of a Phrenological Examination. He also read the excellent address of Dr. Charles H. Shepard, the President, who was unavoidably absent, which was as follows:

"The question this evening, 'What Phrenology has Done for Me,' is a pertinent one. Personally it has changed the whole tenor of my life. Delicately brought up, by a maternal parent whose life ambition was that her beloved son should enter the ministry, and thus thoroughly indoctrinated in the old school of theology as it was in that day, it was very much of a change when, after meeting and having a head examination by the hands of Prof. L. N. Fowler, I was interested to pursue the subject still farther. Prof. Fowler was on a Lecturing tour in the Northern part of this State, where I was then residing. The acquaintance ripened into a friendship, which ever afterward was a pleasure to me.

"Then I commenced a study of the science, reading Spurzheim, Combe, Prof. O. S. Fowler's works, and whatever there came to me, that appeared on the subject. This was in spite of the idea that some of my orthodox friends, who regarded Phrenology as one of the worst forms of irreligion, considered that I was on the high road to infidelity. But such warnings were not heeded, and the more I looked into the subject the more interesting it became, and the fallacy of the orthodox faith of the day was more and more apparent. A new light was opened to my eyes, that led me into the blessed

freedom of truth. Even though entirely alone in the mental struggle that ensued, my new faith held me up until the end, for which I can never cease to be thankful.

"There is much to be gained from the study of Phrenology, by the individual. It is interesting to note the wonderful progress of the world in all the sciences. Astronomy enables one to pierce the immensity of the universe; the microscope, to fathom the lower world until the ion is reached; Phrenology opens the avenues to the mysteries of the mind with facts based on physical demonstration. The broadening of the mind is not the least; the knowledge gained of one's self is a large factor in his education and progress through life, enabling him to sympathize and moreover to understand the position occupied by his neighbors, and do for them what he would have them do for himself. Thus Phrenology makes us better citizens and more helpful in this world of progress."

The Chairman said that the President had given them the keynote of their work, that Phrenology introduced a man to himself. Dr. Shepard she said was one of the pioneers of the Science of Phrenology and the Science of Health, and what he said was worth listening to.

She then asked Mr. George Singleton, a graduate of the Institute, to explain the usefulness of Phrenology in business life and to give some of his own experiences along this line. This he did in an able address on the subject: "Man." This address we hope to publish in a future number of the JOURNAL. He likened the human brain to a chest filled with tools, and applied each faculty to the individual uses of the brain. He said that every faculty, like every tool, was applicable to a certain purpose; that the stars differ in brilliancy; and all men are not alike. He advised all who could attend the Institute this Autumn to do so.

Dr. C. F. McGuire, another graduate of the Institute and a member of the Faculty, one who had long been interested in Phrenology, and who had written a book on "Physical Culture as Applied to the Temperaments," gave a practical and humorous speech, and closed by appealing to all who could possibly give the time to the subject to decide to do so at once and take the Course at the Institute, for they would be more than repaid by so doing.

Miss Fowler then called upon Dr. Elinor van Buskirk to address the audience, and said that in doing so she was reminded of her own mother who was a practical physician in this city many years ago, and had proved that women as well as men could be successful physicians. Dr. van Buskirk said that when she was a little girl she was anxious to study all she could about Character and the sciences of Anatomy and Physiology, and when the time came for her to make up her mind what she should do in life, her mother brought her to Miss Fowler to decide the momentous question. Miss Fowler told her she had just the organization to become a physician, and

that was the very thing that she wanted her to say. But she was prepared to take up any work that Miss Fowler thought she was the best adapted for; and she had never regretted having devoted herself to the medical profession. Phrenology the doctor admitted has assisted her materially in understanding her patients, and therefore she had made good use of what knowledge she possessed of the Science. She thought the time had passed when we should stop and explain what Phrenology could do, for she believed that everyone ought to understand its practical as well as its theoretical value.

Mr. J. C. Yoder, whom Miss Fowler called the "Mark Twain" of Phrenology, gave a humorous as well as a forceful speech, which we cannot do justice to here, but which should have been heard to be fully appreciated. He closed his remarks by a humorous parody on health and his first visit to the "room of skulls" at the Institute.

Miss Fowler made two practical examinations of a lady and gentleman present, and appealed to all present to join the Character Study Club, the fee for which was one dollar, and which entitled them to a year's subscription to the PHRENOLOGICAL JOURNAL. She asked Miss Adena C. E. Minott, a former graduate, to kindly circulate the membership cards through the audience and to make a few remarks, which she accordingly did and spoke of the benefit she had derived from her study at the Institute. Fourteen names were secured to the Club.

Among those present were Mr. G. Ordell (graduate of '92), Mr. Geo. Beauchamp (graduate of '07), Miss K. Mahoney, Miss Anna Miller, Miss Isabel Mackay, Miss E. Bratt, Mrs. Jennie Harrington, Mr. Charles T. Mackay, Mr. T. J. Morris, Mr. C. S. Hardison, Mr. J. D. Gabler, Mr. J. Dunivan, Mr. Reid, and others.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

A Social Phrenological meeting of the above-named Society was held on September 13th, when the President, Mr. J. Nayler, spoke on "Some Diversities of Character: Are they the Result of Heredity or Education?" Phrenological delineations were given during the evening. Mr. George Hart-Cox exhibited a number of views of famous men and women and explained something about the characteristics of each. On the evening of October 11th, a lecture will be given by Miss M. L. C. Ewen, on the subject: "The Destructive Element in the Constitution of Man."

THE FOWLER INSTITUTE, LONDON.

The Fowler Institute opened its Autumn course of instruction in Phrenology, Physiognomy, and kindred subjects, in September, under the direction of Prof. D. T. Elliott, the well-known London exponent of Phrenology. Lectures have been arranged for and a number of interesting and instructive meetings will be held during the season. Further particulars as well as literature on the subject may be obtained by applying to Mr. C. R. King at No. 4 Imperial Buildings, Ludgate Circus, London.

Field Notes.

Dr. J. M. Fitzgerald has just returned to Chicago from Lithia Springs, Chautauqua, Lithia, Ill., where he met with great success. He had arranged for one lecture, but before he left he was asked to give five, and his private work pressed so heavily that he was obliged to turn away many who wished private examinations. The Rev. Jasper L. Douthit, the organizer and proprietor, assisted Dr. Fitzgerald in all his efforts. Dr. Douthit is a wonderfully fine gentleman of experience, one of Nature's noblemen, and at seventy-six years of age has the spring and vigor of action of a much younger man. He says that Phrenology has prolonged his life probably twenty-five years, and it has brought him, in a measure, a large share of his happiness and made him useful. Dr. Fitzgerald says it is a real pleasure to meet a man of his character and lofty ideals. Here, he says, is an example of the benefit that Phrenology should be to all rational persons. A professor of Yale University was present at some of the doctor's lectures and became deeply interested. Thus Phrenology gains favor wherever it is fairly well presented.

Mr. H. D. McDowell was eighty years old on July 19th, and has lectured on Phrenology for forty years. He is now in Romulus, Okla., and still in harness. We congratulate him on his faithful and steady devotion to his work.

During the month several visitors from different parts of the country have dropped in to the Institute. We were pleased to see Mr. Corman, graduate of '92 and '95.

Nice Old Lady: Will you kindly tell me if the lady who writes "The Mother's Page" every week in your paper is in? I want to tell her how much I have enjoyed reading her articles on "The Evening Hour in the Nursery."

Office Boy: That's him over there with the pink shirt smokin' a pipe.—
Minneapolis Tribune.

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AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

Success Magazine, New York.—Contains an article on "New Animals in America," by Capt. Fritz Duquesne, illustrated; also "Marriage in America," by Robert Haven Schaffer; and another on "When Women Vote," by John Kendrick Bangs, all of which are interesting reading.

Review of Reviews, New York.—The September number contains a fine article on "Are Railroad Rates Too High?" Another is on "Moving Picture Shows for the People," and still another on "Judson Harmon, Governor of Ohio," by Sloane Gordon, who thinks that Gov. Harmon will be the Democrats' future nominee for President in 1912. Fine views are given of the home of Gov. Harmon, the Governor fishing, playing golf, and with his family.

The Naturopath, New York.—The current issue contains useful articles on Health and Diet. It has also some pages for German readers in their own language.

The Progress Magazine, Chicago, Ill.—The opening article is on "Exact Science and the Unseen World," by Christian D. Larson. Another valuable article is on "Agricultural Awakening of the South," by Jay F. Durham, illustrated with a picture of Dr. Seaman A. Knapp, the man who is teaching the southern farmer how to get the best from his land.

The Stellar Ray, Detroit, Mich.—Contains articles on Psychic Research and kindred subjects.

The Nautilus, Holyoke, Mass.—This magazine has an article on "Making the Man of To-morrow." Also one on "Electronic Chemistry," by Edgar Lucien Larkin; and another by Wallace D. Wattles, on "Lessons in Constructive Science."

The Woman's Home Companion, Crowell Publishing Co., New York.—This is one of the best monthly journals issued. In September the story of the Roosevelt family's famous tour through Europe, which reads like a romantic novel, was commenced. Mrs. Burton Harrison began a series of articles on "The American Drawing Room." She writes of the interesting men and women who have been entertained by her in her "New York Drawing-room." Other interesting articles make a very attractive number.

American Agriculturist, Springfield, Mass.—Contains an article on "Why Farmers are Buying Automobiles." "Woman's Experience with Farm Automobiles" is another distinctive article; while another is on "Autos from Various Viewpoints," all of which are up to date and well illustrated.

Harper's Bazaar, New York.—This magazine is a wonder in its production. The articles are well illustrated and show great skill in their preparation. For instance, in a recent number Martha Cutler prepared a paper on the Passion Play, and several beautiful illustrations graced its pages.

The Housekeeper, Minneapolis, Minn.—This magazine holds its own among the crowd of other journals that pertain to fashion, style and dress.

Publishers' Department.

REVIEWS.

The Science of Being Well. By Wallace D. Wattles. Published by Elizabeth Towne, Holyoke, Mass. Price \$1.00.

Now that we have reduced our living to a science, we are beginning to live properly. Thinking that some people are still unaware of how to live, Mr. Wallace D. Wattles has written a primer on the subject, and all who are not initiated into the secret of living properly had better secure a copy at once. It is a sequel and companion to the book that Mr. Wattles wrote on "The Science of Getting Rich," which caused such an interest when it came out a few months ago. While "The Science of Being Well" is a book that teaches right thinking on Health problems. By the right use of the principles he lays down the involuntary as well as the voluntary functions are brought into harmony, and harmony means health. All the readers of this book will find it invaluable, because if you are well you want to keep well, or if you are ill it shows you the way out into the light. The writer says that the way a man thinks about things is determined by the way he believes

about them. His thoughts are determined by his faith, and the results depend upon his making a personal application of his faith. If a man has faith in the efficiency of medicine, and is able to apply that faith to himself, that medicine will certainly cause him to be cured; but though his faith be great he will not be cured unless he applies it to himself. Many sick people have faith for others, but none for themselves.

How to Be Happy. By Edward Earle Purinton. Published by Harmony Club of America, 700 West End Avenue, New York.

This booklet is a wonderful little treatise on how to be happy in everyday life. "Consciously or unconsciously we have made happiness the object of all our endeavor," the writer says, "and rightly too, for we plan, toil, strive, save, suffer, hope and pray for it. We count no price too great, no sacrifice too costly if only we may be sure of it. With it we ask for nothing else; without it we find the whole world empty and meaningless." The writer defines Happiness as follows: "Happiness consists in possessing the body of an animal, the heart of a child, the brain of a man, the soul of a woman, and the consciousness of a god; then allowing each in turn to be lovingly exercised." The writer further says: "We can roughly classify all our troubles into four groups: Those pertaining to the body, the heart, the mind, and the soul. Oftentimes they overlap, sometimes they affect the entire being; but always the physical, emotional, mental and spiritual distinctions remain." Different authorities on how to cure unhappiness are given in the following ways: The minister says, "Pray"; the educator, "Read"; the physician, "Exercise"; the business man, "Work"; the politician, "Fight"; the philanthropist, "Give"; the reformer, "Agitate"; the philosopher, "Meditate"; the yogi, "Renounce"; and the poet, "Love." The writer says the rational cure for unhappiness comprises two directions, as follows: "First, study out the cause in yourself; second, choose from the many prescriptions offered by authorities the one that your judgment indicates will do the work."

Solid Facts about Money and Coinage. By E. P. Miller, M. D. Fowler & Wells Co. Price 10 cents.

This pamphlet contains many facts about money that are not generally known, and few men are better able to write on the subject than Dr. Miller, who has given a life time to the preparation of this and similar documents. Comparatively few people trouble themselves about the money question, and this accounts for the way in which the money in this country has been manipulated. At the end of the pamphlet a summary of facts in regard to money and its coinage is given. The author also gives a word to farmers. He says: "The silver men have done, and are still doing their best to make the farmers believe that the free coinage of silver is the sure and only way by which they may get out of their difficulties. But the fact is it will take

away one-third of the volume of our money, change the basis of all values, reducing them one-third, and above all, will, by destroying confidence, prevent moneyed men from investing in business enterprises, and compel a reduction of wages, etc.

The Life of a Christian. By Charles Mercer Hall. Published by Longmans, Green and Co., 91 Fifth Avenue, New York, London, Bombay and Calcutta.

This book is a series of short chapters on the Spiritual Life. By Spiritual Life, the writer says, we understand the life of the soul, whether in the world or in the cloister. It is the real life of the christian or the atmosphere which he breathes. It fills an important niche because, as Bishop Webb truly says, we cannot have too many good books dealing with a spiritual life, and there is no book that exactly takes the place of this one. It is largely helpful in instructing souls in the Faith and in leading them on to the Spiritual Life. In these days of unrest anything that will strengthen one's belief in the future life is useful, and we believe that this book will help to deepen and intensify our thoughts of God and His Kingdom. In the chapter on Prayer, page 29, the writer says: "Prayer is hard work, a golden stair, indeed, but its heights are steep. Prayer is communion with the infinite, so men to-day may talk and walk with God. In prayer, in the visions of the night, men as they pray gain strength, and the eye of faith discerns the immortal glory." We recommend the book to all who want hints on the Christian Life.

Thoughts of a Thinker or Science and Health Under the Limelight. By Alice Amanda Josselyn. Published by Fowler & Wells Co., New York. Price 75 cents, net. Postage 5 cents.

This book has some very interesting facts and revelations about Christian Science. It is written in an epigrammatical style for the sentences are short, pithy and to the point and can be easily understood. It points out the defects of the Science of Healing or Christian Science as it is generally understood and suggests a more rational form of belief. It closes with a chapter on the Science of Psychology—God's Way of Healing Through Man's Mind and says the best tonics in the world are Hope, Joy and their various synonyms, Contentment, Cheerfulness and Mirthfulness. The book is well worth its price and will start the reader in a practical line of thought.



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A Talk With Boys About Themselves

BY

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THE PHRENOLOGICAL JOURNAL AND SCIENCE OF HEALTH

INCORPORATED WITH THE
Phrenological Magazine (1880)



MRS. ELLA FLAGG YOUNG.

- AN -
- ILLUSTRATED -
- MAGAZINE -
- OF -
**HUMAN
NATURE**

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WHOLE NO. 860

The Natural Language of the Faculties.

BY CRANIUM.

THE PERCEPTIVE GROUP. (Continued from Page 315.)

The Perceptive or Knowing Faculties are very important for us to consider. In fact, the faculties that give us thought, reflection and reasoning capacity are not alone sufficient to enable us to store knowledge. Therefore the Perceptive Faculties aid us in gathering knowledge about what is taking place before our judgment has time to reflect on what we see.

LOCALITY.

The faculty of Locality imparts the ability to form ideas of places; it makes us delight in travel, and gives us a memory of scenery and all objects in Nature.

The word "Locality" comes from the Latin "*localis*—place," and means the state or condition of belonging to a definite place, or of being contained within definite limits.

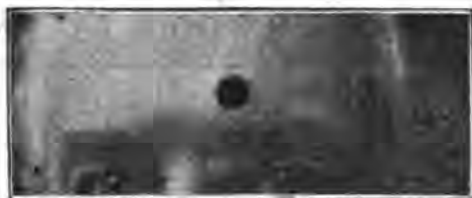
Gall mentioned the fact that he often wandered into the woods in search of natural history specimens, but he almost invariably lost his way, and finally had to secure the help of a schoolmate to enable him to find his

way or retrace his steps. Dr. Gall asked the boy how he contrived to guide himself so surely, to which the boy replied by asking Gall in his turn how he contrived to lose himself everywhere. In the hope of one day obtaining some explanation of this peculiarity, Dr. Gall moulded the boy's head, and afterward endeavored to discover persons who were distinguished by the same faculty.

The faculty of Locality is located in the middle or second frontal convolution, beneath the frontal bone; between Eventuality and Time, above Weight, and below Causality.

There are two divisions to the organ. The lower portion gives a desire to explore and travel into distant countries, and is called *Exploration*. The upper portion gives memory of localities, and is called *Locality*.

This faculty is large in persons who like to travel, and should be restrained when a person has too strong a disposition to rove, or shows a restless desire to change a place of residence. The organs of Continuity



LARGE LOCALITY.



SMALL LOCALITY.

and Firmness will aid Inhabitiveness to settle down and establish a permanent home.

When the faculty is deficient in an individual he finds it difficult to take pleasure in traveling, and prefers to stay in one locality rather than see the world in general. Persons who show a lack of this faculty are also prone to lose their way. Hence they must be more observant when traveling about, and depend upon their own efforts to find a new address.

The organ of Locality is generally found to be largely developed in the busts of all eminent travelers, navigators, explorers, or writers and astronomers, such as Livingston, Stanley, Columbus, Captain Cook, Galileo, Commander Peary, and Tasso the Poet, among others.

EVENTUALITY.

It is necessary for the mind to have a storehouse where knowledge can be retained, and the function of Eventuality is to impart memory of facts and give a recollection of circumstances, news, occurrences and passing events; whatever, in fact, that has been said, heard or seen, or in any way

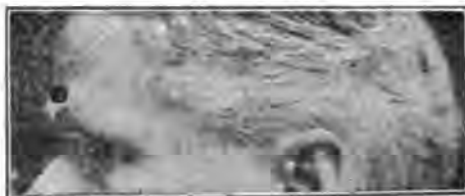
once known.

The term "Eventuality" comes from the Latin words, "*e—out*," and "*venire—to come*," or in other words, the coming as a consequence, contingency, also an event which comes as a consequence. It desires to know everything by experience, and consequently excites all the other organs to activity, and increases the acuteness of the senses. It is inclined to the pursuit of practical knowledge.

After Dr. Gall had discovered an external sign of the talent for learning by heart, he was not long in perceiving that it by no means indicated every species of memory. He observed that among his schoolfellows some excelled in verbal memory, and remembered even words which they did not understand; others recollected with uncommon facility facts and events; some were distinguished by possessing a strong memory of places; others were able to repeat without mistake a piece of music which they had heard only once or twice; while others excelled in recollecting numbers and



LARGE EVENTUALITY.



SMALL EVENTUALITY.

dates. But few individuals possessed all of these talents combined. He first regarded this as the organ of memory of things, but on further reflection he called it "*educability*." These observations of Dr. Gall apply to the part of the brain comprising the organs now designated Eventuality and Individuality; he did not treat of these as separate organs. We owe to Dr. Spurzheim the correct indication of the functions of each.

This organ of Eventuality, when large, gives prominence to the middle of the lower part of the forehead. It is located in the superior frontal convolution, beneath the frontal bone, just above Individuality and below Comparison.

It is divided into two parts. The upper portion gives memory of associations, and is called *Association*. The lower portion gives a consciousness of events and a memory of actions, news and changes, and is called *Action*.

Persons who have this faculty largely developed enjoy the possession of an excellent memory of what is going on around them as well as the history of events in other parts of the world. This faculty also helps to remember recitations, and whatever one reads, and it seldom needs to be restrained, except that one should endeavor to be more original in his

ideas and not depend entirely on memory.

Persons who have but a small development of this faculty find a difficulty in remembering verbatim the incidents of every-day life. But the organ can be cultivated by forming the habit of telling stories and anecdotes, and by relating events and occurrences in one's own life, or the events read in the newspapers of the day.

The faculty was large in Defoe, Sir Walter Scott, Captain Marryat, Pope, and others. The writings of Goodwin show little of this faculty, and in his mask the organ is small.

TIME.

We all know the importance of the organ of Time, and the function of this faculty gives us the power of conceiving time and of remembering the relation in which circumstances stand to each other; also the memory of



LARGE TIME.



SMALL TIME.

ages and the succession and lapse of time.

The word "Time" comes from the Anglo-Saxon word "*tima*," meaning duration considered independently of any other system of measurement or any employment of terms which designate limited portions thereof. This organ was definitely localized by Dr. Spurzheim.

It is located in the middle or second frontal convolution, between Locality and Time. The physiognomical sign is found in the curve of the eyebrow; when large it is arched, when small it is almost straight.

The organ is divided into two portions. The inner portion gives a sense of the lapse of time, and is called *Time*. The outer portion gives a sense of measure in music, walking, etc., and is called *Measure*.

Persons having this faculty large are always punctual in their engagements and regular in their habits. They take their meals at regular hours, rise and retire at stated times, do most of their work by the tick of the clock, and can generally tell the time of day and the age of a person. It also enables a person to remember the time when an event took place, and with large *Eventuality* it helps one to be a good historian. When it is

too strongly developed, a person should endeavor to be less strict with his general habits when circumstances have to alter their conditions, and should avoid too much routine.

When this faculty, as well as Continuity, is deficient, a person is liable to think that there will be plenty of time to do work later in the day, the week, the month, or the year, and keep putting off the work until another time, but that time may never come because many things may happen to prevent; hence one had better stick to what he is doing and finish it. The best time to do a thing is now; as the motto stands, "Do it now." Those having this faculty small should practice walking with an even step; they should encourage punctuality and regular habits in exercise, diet, sleep and work.

Musicians need this faculty, especially choiristers and instrumentalists playing in an orchestra, and conductors of music. An illiterate Highlander who was employed for many years by Sir G. S. Mackenzie as a ploughman,



LARGE TUNE.



SMALL TUNE.

could tell the hour of the day with great exactness, and also the time of high water, though he resided seven miles from the sea. The lower animals seem to be endowed with the power of perceiving and appreciating intervals of time, and cows are known to come to their usual milking stands when it is time for them to be milked. Horses, again, are known to get right away into the far corner of the field and refuse to be caught when they know it is time for their masters to use them, while others stand by the gate ready to be harnessed. Mr. Southey relates two instances of dogs who acquired such a knowledge of Time as would enable them to count the days of the week. One trudged two miles every Saturday to cater for himself in the shambles; the other dog, belonging to an Irishman, would never touch a morsel of food on Friday, even after he was sold to an Englishman. Dr. Vimont thinks it impossible to doubt that the lower animals possess the faculty of appreciating time; and he relates several facts in support of this opinion.

TUNE.

The faculty of Tune gives a sense of sound and musical tones, modulation of the voice in speaking, reading and singing, and the ability to learn and remember tunes. It also enables a person to emphasize and pronounce difficult words correctly. Its function gives a perception of melody and harmony of sounds.

Dr. Gall concluded that a well-marked difference existed between memory for music and other kinds of memory with which he was then acquainted, and that every kind had its distinct organ. He prosecuted his observations with fresh ardor, and at last discovered that the talent for music was connected with the organ now under consideration. Dr. Gall considered that the organ of Tune bears the same relation to the ears which the organ of Color does to the eyes. The auditory apparatus receives the impressions of sounds and is agreeably or disagreeably affected by them; but the ear has no recollection of tones, nor does it judge of their relations. It does not perceive the harmony of sounds, and sounds as well as colours may be separately pleasing, though disagreeable in combination.

This faculty is located in the inferior frontal convolution, beneath the frontal bone, between the organs of Time and Constructiveness, and above Order and Calculation.

It is divided into two parts. The upper portion gives a sense of sound, and is called *Tune*. The lower part gives the ability to regulate the voice in speaking, reading and singing, and is called *Modulation*. The latter comes next to Constructiveness, and is aided by this faculty.

When the faculty is largely developed, a person loves music dearly. With large Tune, Constructiveness, Imitation and Time, a person can play on several musical instruments. With large Ideality, a person will play with good taste and will have a fine ear for music; with large Veneration, will love sacred music; with large social faculties, will prefer ballads and national airs; with large Sublimity and Destructiveness, will appreciate band music; with large Mirthfulness, will prefer comic music and "rag-time." When an excessive fondness for music interferes with other studies and pursuits it should be held in check by the exercise of the restraining organs such as Conscientiousness, Firmness, and the reflective intellect.

When it is small persons have very little taste for music; they sing and play with great difficulty, and then only in a mechanical manner. To cultivate, persons should learn to sing and play instrumental music, attend concerts and try to appreciate the performance. They should pay attention to the comparison of sounds, and endeavor to carry a tune in the head even without humming it.

The heads of the Italians, the Welsh and the Germans are generally broader and fuller at the outer corner of the eye, above the eyebrow, than those of the Spanish, the French and the English, and the musical talent is more prominent in the former than in the latter. Dr. Gall examined the heads of many celebrated musical performers and singers, including Rossini, Catalani, and others, and he found the organ uniformly large. He also noticed that the portraits and busts of Hadyn, Gluck and Mozart showed it largely developed. The Esquimaux are very deficient both in the talent and in the development of the organ.

LANGUAGE.

The organ of Language shows the function to express our thoughts, feelings and emotions. It gives us verbal memory, ability to repeat verbatim, tells easily what is known, gives expression in language, countenance, deportment and art, and, when Tune is large, in music.

The word "Language" comes from the Latin "*Lingua—the tongue,*"



LARGE LANGUAGE.



SMALL LANGUAGE.

hence speech or language. It is the expression of ideas by the voice.

This was the first organ to be localized by Dr. Gall, and it was later established by Dr. Broca, in 1860. Dr. Gall from an early age was given to observation, and was struck with the fact that many of his companions in play as well as his schoolfellows were distinguished by their talent for acquiring a knowledge of natural history and languages. The compositions of one were remarkable for elegance; the style of another was stiff and dry; while a third connected his reasonings in the closest manner and clothed his arguments in the most forcible language. Their dispositions were equally different. Some years afterwards he still met individuals endowed with an equally great talent for learning to repeat; he then observed that his schoolfellows so gifted possessed prominent eyes, and recollected that his rivals in the first school had been distinguished by the same peculiarity. When he entered the university he directed his attention, from the first, to the students whose eyes were of this description, and found

that they all excelled in getting rapidly by heart and giving correct recitations, although many of them were by no means distinguished in point of general talent. This fact was recognized also by the other students in the class. From this period Dr. Gall realized the connection between this talent and the external sign as above described, and after much reflection he conceived that if memory of words was indicated by an external sign, the same might be the case with the other intellectual powers, and thereafter all individuals distinguished by any remarkable faculty became the objects of his attention.

The organ of Language is located in the brain just above the supra-orbital plate, in the third frontal convolution, beneath the frontal bone, and throws the eye outward and downward against the under eyelid.

It is divided into two parts. The inner part, called *Verbal Memory*, throws the eye toward the nose, and enables a person to repeat long passages verbatim. The outer part, called *Verbal Expression*, throws the eye outward from the nose, and gives the ability to talk and select appropriate language.

When the organ of Language is large and active it sometimes leads to verbosity, garrulity, and circumlocution, in which case there must be a systematic effort to check this tendency in writing, and a constant watchfulness over one's self in speaking.

When this organ is small, persons find it difficult to commit pieces of poetry by heart, and should practice the art of talking and writing, and repeat what they have read or heard many times, so as to perfect themselves in the use of language.

It will be noticed that the organ was large in the portraits of Charles Dickens, and was small in Gen. U. S. Grant.

A teacher in a Western public school was giving her class the first lesson in subtraction. "Now, in order to subtract," she explained, "things have always to be of the same denomination. For instance, we couldn't take three apples from four pears nor six horses from nine dogs."

A hand went up in the back part of the room.

"Teacher," shouted a small boy, "can't you take four quarts of milk from three cows?"—*Exchange*.

"I tell you what," said the sad-looking man, "it's pretty hard for a man with a large family to live on a small income."

"Yes," eagerly agreed the stranger, "but it's a great deal harder for his family if he dies on one. Now, my line is insurance; let me interest you—eh? What's your hurry?"

During all these centuries in which we have sought the North Pole, little did we reckon the power it possessed to heat things up.—*Life*.

The Application of Phrenology to Every-Day Life.

BY GEORGE SINGLETON.

An Address Delivered Before the American Institute of Phrenology,
September 7th, 1910.

When I was requested to prepare myself for a little talk this evening on the application of Phrenology to every-day practical life, it occurred to me to use the simple word—Man. Not Plato's man who was declared by him to be a two-legged animal without feathers, so that Socrates created great laughter by bringing into Plato's school a cock despoiled of its feathers, and exclaiming: Behold the man of Plato! I will confine my remarks to man as we find him to-day.

The Science of Phrenology teaches us that human bodies, heads and faces indicate the power of the individual soul, and all must be intelligently studied with a view of understanding what is required in their training to make them healthy, efficient, all-round average citizens. The twentieth century man who is a worker has something more to evolve during his lifetime than special knowledge of some one thing or the proving of his capacity for cornering material possessions, and he should be trained so as to enable him to work successfully in any and every sphere of this complex life.

Some men are endowed with talents for specialties, inventions, and discoveries of the forces of Nature, all of which are a great benefit to mankind; and while we admire such men, as we do a star that dazzles the world by its brilliancy, yet they are but few compared to the whole and therefore we must place them in a class by themselves. Progress depends on the great mass of steady every-day workers. How very little we hear about the manufacturers and merchants, men whose individual brains have devised and directed the great forces that are in motion and benefiting millions of people. *They* are the weft and woof of our civilization.

The real basis from which a nation derives its power is the physical, mental and moral condition of the individual citizen. Consequently the object of education should be to bring the individual up to a high level of health and efficiency; and in order to accomplish this, physicians, and all who are entrusted with the training of the young, should become enlightened on what is being taught at this Institute, and if they would make use in their professions of the knowledge thus gained, the liability to disease of mind and body would lessen, endurance would be increased and life lengthened.

Mind and body are connected, and this is a fact which scientific observation have rendered more and more certain. We know nothing of mental operations that are unattended by physical changes in certain portions of the body. There are certain organs of the body which are subservient to the discharge of the several functions; while, on the other hand, mental processes react on the bodily organism. Keeping in view the intimate relations of body and mind, it would seem only reasonable that we make a careful and comprehensive study of them. The average layman apparently has little time or opportunity for special study of himself, and as long as mind and body seem to work normally, he pays but little attention to them. It is only when weakening powers warn him of physical disturbances that he seeks enlightenment and assistance. If before such conditions made themselves manifest he had a little fuller knowledge of the laws that govern body and brain, the chances are that he would be able to avoid them. A sound body waits on a sound mind; the physical and mental balance must be both cultivated and maintained if life is to go on well and happily. The physical and organic ailments of the body are the province of the physician and surgeon, broadly speaking; spiritual and ideal conditions are within the province of the clergy; but we have a mental-habit field below the spiritual and above the physical.

The mental attitude of people toward life and living is quite as susceptible of treatment, and is quite as important a subject as the care of the body, and how to deal successfully with this mental-habit field is a question that is being threshed out industriously at the present time. Sir Isaac Newton, after his sublime discoveries in science, said: "I do not know what I may appear to the world, but to myself I seem only like a boy playing upon the seashore and diverting myself by now and then finding a pebble or a prettier shell than ordinary, while the great ocean of truth lies all undiscovered before me." Man as a whole, like everything else in Nature, is only partially known, but through careful and intelligent study, investigation and comparison a great deal has been learned about the origin of the manifestations of the mind. But it is very evident from what we see and know of the condition of many people, that there is a great need of a more general understanding and application to every-day life of the teachings for which this Institute and others stand for.

We must commence at the bottom or beginning, and that is the public and private schools. Those who have the management of our schools should require of those who make application for positions as teachers, that they have, among other requisites, a knowledge of the laws that govern body and brain, and are living evidence of their observation, because children are imitative and follow the example, in manner and dress, of those who are their instructors. It is quite evident that many of our school

(Continued on Page 364.)

Eulogium to the memory of Prof. O. S. Fowler.

BORN OCT. 11TH, 1810.

BY WM. E. YOUNGQUIST, of Sweden, Graduate 1898, of the American Institute of Phrenology.

Perhaps the reader may consider it bold to call Prof. O. S. Fowler the "George Washington" of Phrenology in America, but I shall do so and take the consequences.

When will, or when can the American people, and also the world's civilized races pay the debt of gratitude they owe to their pioneer champions of Phrenology? I answer: never. Money can never suffice. The volleys of praise that we may shower upon them may as a matter of fact please them, but perhaps not greatly affect them, as the whirlwinds of vituperation and the shameful attacks made upon O. S. Fowler and his work by the ignorant people of his time did not affect him to any great extent, for he toiled on unceasingly with his veritable flood of energy on fire, as it were, for the cause he loved so well.

I leave the details of his work for other pens to describe, while I only wish to mention the four great planks in the platform upon which he and his honored brother (Prof. L. N. Fowler) reared the grandest temple of knowledge and the most practical and scientific system of applied wisdom the world ever saw, built for the enlightenment of humanity. By this system alone a satisfactory solution of many momentous questions in regard to matrimony and child culture can be attained.

The four great planks I refer to are these: First, the adoption of examinations which these two men introduced, and through which Phrenology has been largely diffused.

Secondly: The application of Phrenology to the marriage question in a practical manner which the people could understand and apply themselves without too much inconvenience.

Thirdly: The application of Phrenology in connection with child culture in a popular manner, and especially to the fact of the mother's ability to attain the best results by her impressions upon the unborn child for good or evil according to the thoughts and feelings of the mother during pregnancy.

Fourthly: The spreading of small, popular, reasonable but valuable booklets and charts of various kinds, as well as the large works that a great many people cannot afford, or think they cannot afford to buy.

These cardinal points, as well as the Institute established in New York,

and the founding of the PHRENOLOGICAL JOURNAL started by these two brothers, I for one consider the most everlasting and immortal bridges built by these men for the infantile "goddess of Phrenology," with her hosts of faithful servants to pass over from the vales of obscurity across the chasm of ignorance, prejudice and doubt to the solid banks of conviction, wisdom and popularity. Every living civilized or semi-civilized race on the face of the globe bears the footprints, more or less, of Phrenology's impressions, and the Fowler brothers were the pivots upon which popular Phrenology first began to swing. They were the men who made the turning point from the old Phrenology to the new order of diffusing its practical benefits.

I am glad to say that I learned nearly all of my first lessons in the science, during the first twelve years of periodical study, from the books of the Fowler brothers, especially from the *Journal* which they established. The great work, "*Creative Science*," by O. S. Fowler, was my constant teacher at first. Those passages, with their flights of eloquence, inspire me still during my lectures while traveling, and in these pages I received an introduction to real manhood and womanhood.

Mighty were the thoughts he gave the world. Noble the inspiration of morality and the elevation of soul power which his teachings carried with them. His very face bears the stamp of an orator and a man who dares to say what he thinks. From him came the broadsides of eloquence that were delivered to eagerly listening thousands.

Much more could be said of him, but I will let others supply the deficiency, and will simply close by expressing my heartfelt thanks for the noble work laid down by Prof. O. S. Fowler for your benefit and mine, dear reader, which indirectly remains as a beacon light for humanity's living races of mankind as well as for the generations yet unborn, down the uncounted centuries on the endless river of time. May we all feel the gratitude we owe to him for his labors. Let us all try to discharge this debt of gratitude by helping others less fortunate than ourselves upon the royal road to wisdom and success.

That I may strive to follow in the footsteps of so noble a master is my fervent and constant prayer. Other heights must now be attained; other contests against ignorance must and shall be won; other burdens must be lifted from the souls of mankind. He shares the work of Almighty God who seeks to lift one or more of humanity's unfortunate souls onward, forward and upward; so that where one thought flourished before, another may be added to the treasures he already is in possession of. Will you lend a hand? This is the question of the hour.

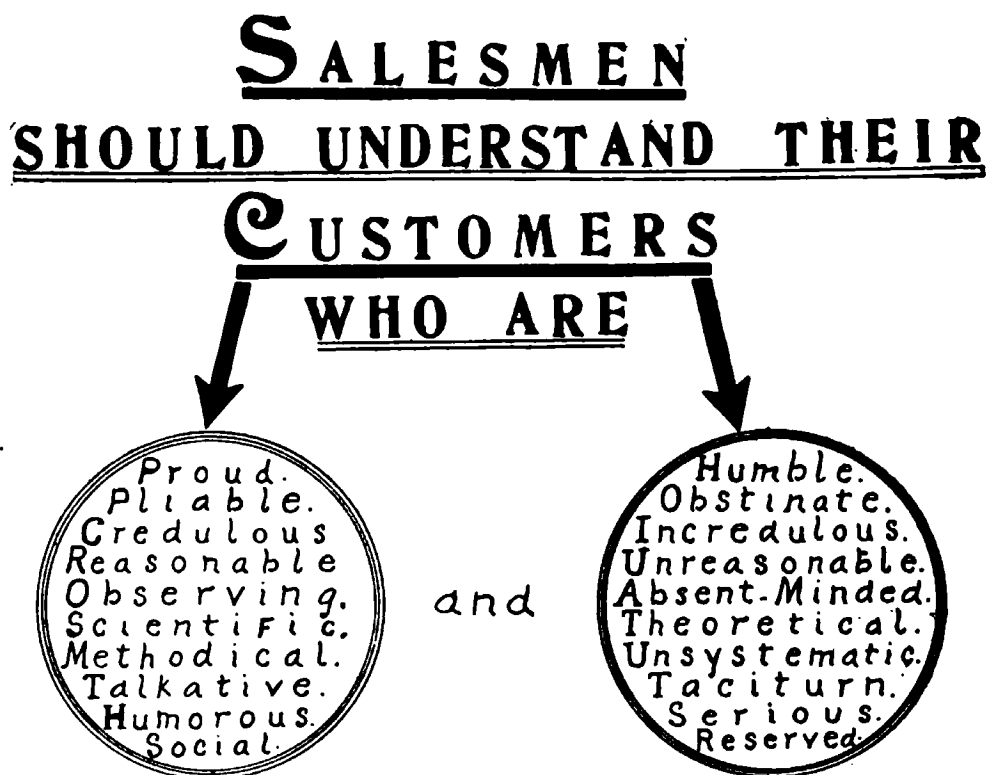
Personality in Business.

By J. ALLEN FOWLER.

HINTS FOR THE EMPLOYEE.

HOW A SALESMAN CAN UNDERSTAND HIS CUSTOMER.

When studying the Psychology of Business, we find that the department that is perhaps the most alive to the importance of studying the analysis of character is the department for Salesmen. This department the Employer sees is a very important one, for it reveals a mighty force in



detecting the characteristics of customers; and in order to understand the elements that rule the efficiency of men in getting hold of new customers and retaining the old ones, a person must first become acquainted with the mental material over which he has to preside. This refers to his own nature and what it needs, and also what the Salesman sees in other people.

Nor is the Employer left out of the count, for he needs to be very sure that he is securing the right kind of help to make his business a success.

The Science of Mind Action, therefore, through the aid of scientific measurements and comparisons, is the science that every business man needs to study to-day.

We will explain in the following pages how a Salesman is to understand and approach Customers who are Proud or Humble; Pliable or Determined; Credulous or Unbelieving; Reasonable or Unpractical; Observing or Absent-Minded; Scientific or Theoretical; Methodical or Unsystematic; Talkative or Taciturn; Humorous or Serious; and Social or Reserved.

(1) *Proud or Humble*.—A Customer who appears to be Proud has probably a large organ of Self-esteem, which inclines him to think well of himself. Therefore a Salesman who approaches a person of this kind would do well to be deferential and not too self-confident. While if the Customer is Humble in disposition a Salesman must be careful of his approach. He can afford to be aggressive without taking advantage of the humility of his Customer.

(2) *Pliable or Determined*.—A Customer who is pliable in disposition is a person whom a Salesman has to handle very tactfully. If the latter knows his business he will not take advantage of his Customer, but advise him wisely, for if he overreaches the mark he may lose his Customer altogether. If a Customer shows a determined spirit, the only way for a Salesman to approach such a man is to begin his conversation in a negative way, but never in a positive manner.

(3) *Credulous or Unbelieving*.—When a Customer is credulous and willing to believe almost anything, a wise Salesman will warn such an one against the tricks of the trade, and show him the reasonableness of his goods and prices. If, on the other hand, a Customer is unbelieving, a Salesman must be patient, reasonable and painstaking, and be willing to weigh his Customer's objections, and if they are wrong, show him his errors, and point out his mistakes in an agreeable way.

(4) *Reasonable or Unpractical*.—A Customer who is reasonable is a jewel of rare price, and not often found, but when discovered he should be appreciated and kept sight of. Another Customer, who is Unpractical, will buy goods he does not want, and leave unbought the things he really needs. In this case the Salesman must suggest something to him in the way of selecting the proper articles, and by doing so he will make of him a life-long business friend.

(5) *Observing or Absent-Minded*.—A Customer who is Observing sees without having his attention called to the fact, but he may be averse to reasoning things out. But when a Customer is really Absent-Minded,

a Salesman will have to tell him many times what he is supposed to remember the first time, and treat him with consideration, for he has large Continuity and Causality, and the Salesman must recognize this fact.

(6) *Scientific or Theoretical*.—When a Salesman comes across a Scientific Customer, he should realize that he will require to give even the smallest items of news about his goods, prices, styles, values, etc., as well as all general particulars, for a scientific man is definite and accurate, and goes to work very differently from a Theoretical Customer who is made up of theories in buying material, and these theories must be studied carefully by the wise Salesman.

(7) *Methodical or Unsystematic*.—A Customer who is Methodical will be broad on the outer part of the eyebrow. He will make all entries neatly on his books, and will have all of his obligations carefully noted; he will want to pay at a certain time, and will be much annoyed if his goods do not come when they are promised and in the way he is accustomed to have them. But if the Salesman has to meet a Customer who is Unsystematic, he will never know whether he is going to close a deal or not.

(8) *Talkative or Taciturn*.—A Talkative Customer has to be met by a Salesman in an agreeable way. But he must not expect to have much chance to talk himself, and he must not show any annoyance on this account, but simply converse sufficiently to explain his business and sell his goods. He must "get his spoke in" at the right psychological moment; then he will succeed. When, however, he meets a Taciturn Customer, then his turn comes to do the speaking, and he must be ready.

(9) *Humorous or Serious*.—Some Customers are decidedly witty, and they cannot do business without cracking a joke. A Salesman has to be ready with some funny story to meet such a Customer, and this will pave the way for another story in return from the latter. It is a very different matter, however, when a Customer is serious. In such a case the Salesman must not offend his Customer by making any funny allusions or cracking jokes, but must "stick to business." But after the deal is closed, the Salesman can then bring in a little fun and humor.

(10) *Social or Reserved*.—If the possibility of the social element can be brought into the matter of business, and the Customer likes the idea of going out to lunch to talk matters over, or attend an evening entertainment, the Salesman can easily tell this fact by the full development of the back or occipital region of the Customer's head. But if the Customer is reserved, and is fully developed over the ears, then he is one of the most difficult Customers to handle, and any familiarity is altogether out of place.

NOTE.—If the Salesman will study the first chapters of this series of articles on "Business Personality," he will find the location of the organs of the brain mentioned in these later articles.

In The Public Eye.

THREE CHARACTERISTIC IRISH-AMERICANS IN PUBLIC OFFICES.

Of all the national types that have settled down among us, the Irish stand boldly to the front, and we realize that they have been given three of our most prominent positions in the city government, and they are filling them with characteristic pride and success.

The Irish Nation is in the main Celtic, although in the northern part of the Island many of the people closely resemble those of the north of Scotland, and are undoubtedly of northern Scotch extraction. The people of the central portion are more of the English type. While those of the southern part of Ireland represent more of the Gaelic type.

JOHN PURROY MITCHEL.

Former Acting Mayor, John Purroy Mitchel, is of the Northern or Irish Scotch type, and unites in his characteristics some of the elements of the Scotch. His head is large and massive in its foreground, with ample breadth in the temples, and shows an excellent arch to the brow. These make him a ready thinker and a powerful doer. His objective mind sees what is going on around him, through his well developed perceptive faculties; while the height and breadth of his forehead indicate capacity to think, act and work without delay or hesitancy. His upper lip is short, which shows versatility of mind; his nose is long and slender, which tends to make him critical, determined, and spontaneous; his eyes are keen and penetrating; his lips are thin and firmly pressed, hence he is reserved and tenacious; and his chin and jaw are strong evidences of his quiet but persistent, combative, strenuous and aggressive nature. He is not of the English bulldog type, but resembles more the American greyhound in his height of stature and thinness of structure, or the Scotch terrier in his wiriness.

When he aims he hits the middle of the bull's eye. In short, he is critical, exacting, executive, tenacious and forceful as well as conscientious in character.

HON. WILLIAM J. GAYNOR.

Another Irish-American representing the middle or English type, is Mayor William J. Gaynor. This subject seems to be a combination of the Northern and Southern type, and is a composite of the Mental, Motive and Vital, or the Thinking, Knowing and Feeling qualities. His mind works easily; it vibrates with new thoughts on conservative lines, and its policy

is electric and constructive. He has the quickness of temper as well as the generosity of the Irish. We find in Mayor Gaynor a much larger amount of self-confidence, perseverance, determination of mind, executive ability, and philosophic imagination than is generally found in the average individual who comes from the Emerald Isle. His impulse is tempered down by common sense, and his natural eloquence is used for practical purposes, rather than for showy demonstrations.

WILLIAM A. PRENDERGAST.

In Comptroller William A. Prendergast we have a representative of the Southern or Gaelic type. He has a sanguine or Vital temperament, and



WM. A. PRENDERGAST.

HON. WM. J. GAYNOR. JOHN PURROY MITCHEL.

is a remarkable contrast to Mr. Mitchel, for his face is large and his features round and well filled out rather than pointed and sharp; while his mouth shows eloquence, ready expression, and argumentative ability, and his eyes show keenness of intellect. His sanguine temperament makes him ready to grasp a situation, and gives him energy and resourcefulness of mind. Mentally he is on the alert to new conditions; has a penetrating intuition that sees of what "stuff" men are made; is accurate in his perceptions of character, and able to handle "big business."

Thus we have the Northern, or Motive and Active type; the Central, or Mental and Thoughtful type; and the Southern, or Sanguine, Vital and Emotional type.

MRS. ELLA FLAGG YOUNG.

A woman who has been appointed Superintendent of the Chicago Public Schools, who has recently been elected President of the National Educational Association, and who has been through every department of school work, including a Professorship in the University of Chicago, must necessarily have succeeded in working out a distinct and positive character.

How can we account for this talent, this ability and power to win the confidence of the people?

One of two things must have happened; either the lady herself must possess exceptional powers of mind, or else the people must have practical common sense to see when they have a prize, and are not influenced by sex.

An analysis of Mrs. Young shows that she has balance of organization, even if she is a woman. Were she living in New York instead of Chicago, she would perceive the influence of narrow ideas.

There is a mental,—nay, more, an intuitive light that beams from her clear, steady, beneficent eyes that have evidently seen much that is good. She is big brained, though not big bodied, and it is a wonder to many how she can get through so much work as she succeeds in accomplishing.

Her lips are always ready to speak words of advice and counsel; her voice is well modulated, strong, yet soft and resonant; her manner is appealing and approachable, while her personality is self-reliant, self-confident, and well poised.

She has the rare gift of giving herself when she gives a gift, and if anyone seeks her advice she sends them away satisfied.

There is no weakness or indecision lurking around any of the features of her face; while above her face rests the brain of a woman built or made to do great things. The idea of strength is permeated throughout her whole organization, and no one would be likely to come to her with tales of gossip.

Mentally speaking, she presents a lofty forehead, which gives her intuitive ability, comparative judgment, as well as order and system.

Though not a mechanic, she has enough talent to become one if she so desired; but her constructive ability is more likely to show itself in organizing work, in planning out details, and in obtaining results.

She presents to our readers an evenly balanced head and face, and, like Mrs. Eddy, she is able to preside over a large following. Mentally, she is alert, keen, optimistic and thoughtful, and well fitted to assume the responsibilities of her work through the exercise of her executive ability, orderly mind, intuitive impressions, and practical nature.

J. A. F.

MR. JOHN S. HUYLER.

Not many men who are wealthy are inclined to dispose of their wealth while they are alive. The late Mr. John Huyler was one of the rare exceptions, and took genuine pleasure in making others happy.

The outline of his head was somewhat unique, as it was so full in the central lines and superior regions. Had he been flat on the top of the head,



MRS. ELLA FLAGG YOUNG.



THE LATE JOHN S. HUYLER.

like the typical German, he would have kept his wealth to himself, and would not have taken pleasure in dispensing favors among others.

His comparative areas were well developed, and his intuitive insight enabled him to fight a number of mental battles. He was a true born gentleman, and showed refinement, taste, and a cultured mind.

He dispensed his favors with judgment. Being a thorough believer in Phrenology, he often brought young men for an analysis of their character.

He showed his constructive ability in his wonderful capacity to invent and produce, as well as manufacture the best candy on the market. Huyler's candy is known the world over.

Science of Health.

SUGAR INJURIOUS.

There seems to be a general endeavor on the part of the mass of mankind to search the earth over for some delicacy with which to gratify the esthetic taste or the appetite. Were the object to find what would most benefit the human body, all would be well, but, alas! lack of knowledge is heedless of the results, unless they are immediately apparent. Immense amount of good nutritious grains are continuously sacrificed to furnish death-dealing alcohol and a large amount of fruits, grapes for instance, are sacrificed in the same way. A tremendous amount of labor is devoted to the raising and manufacture of tobacco and another large force to the production of crystalized sugar, all of which, if utilized in more beneficial channels, would make an Eden of the country and a joy to the life of mankind.

Sugar as found in all natural foods is a necessary element of nutrition, but when changed from its organized form it is detrimental to the best interest of the body. It becomes destructive instead of constructive, and leads to grave nutritional disorders. Its almost universal use has worked great damage to the community. While sugar is one of the most important elements of nutrition, it is not necessary to resort to the crystallized variety to secure a sufficiency for the needs of the body, for it is best obtained from any and all of the natural foods.

One of the best authorities in America says—Cane Sugar is probably responsible for more sickness and more deaths than any other one article of food, except flesh meat.

The fact that the use of sugar is inimical to the best interests of the human body is easily demonstrated. Any one can live well and thrive on an exclusive natural food, whereas the attempt to subsist on any concentrated food always proves a failure. The excessive use of them only results in derangements and disease. Experiments have proved this over and over with both man and animals. The wise provision of nature is shown in the bountiful supply of all the elements needed, in natural foods and in harmonious proportions. The vegetable draws its energies from the mineral world, while the fruits obtain the larger share of theirs from the surrounding atmosphere, in the sunshine.

The peril of sugar indulgence comes from its rapid oxygenation, thus depriving the system of its available supply of oxygen and introducing processes of tissue breakdown faster than is possible for systematic assimilation

to replenish and reconstruct. The sluggishness, dizziness and general drowsiness so common to young people in our sugar devouring age, are with very few exceptions due to the action of excessive sugar in the system. Protracted indulgence in sugar, coupled with rich pastry, has been declared by prominent pathologists to constitute the prominent factor in the evolution of tuberculosis and cancer. It was recently claimed by some authority in a Western city that candy was a greater stimulant than alcohol, and cases were given showing its power. Then, again, the premature breakdown of teeth, that has made dentistry one of the most lucrative professions in the world, is directly due to the excess of free sweets in the system, but the injury to the teeth is less than the injury to many of the vital organs, the stomach, kidneys and liver.

CHAS. H. SHEPARD, M. D.

TYPHOID FEVER.

ITS CAUSES.—No. I.

There is one thing to be considered in connection with Typhoid Fever and all other infectious diseases, and that is that those who have pure blood are immune from such diseases. Pure blood will destroy disease germs, they will not propagate in it. Hence it is that if people obeyed the laws that God has revealed in the Bible and that science is realizing in the human body, there would be no seed bed in the human body for the propagation or the increase of disease germs of any kind. Disease bacilli of all types can propagate only in blood and tissues that contain poison and foul matter.

Fasting, as well as pure water and pure air are the remedies for Typhoid. No food should be allowed until the fever is subdued. Pure water should be used inside and outside until the bacilli cease to propagate. The intestinal canal should be thoroughly cleansed every day, and tepid and cold packs and compresses should be frequently applied to the skin. The patient should have pure air to breathe all the time.

The New York State Department of Health, at Albany, has recently issued a four-page leaflet on the subject of Typhoid. This is a document that ought to be put in the home of every family in the United States, and we quote part of it here, as follows:

"Typhoid Fever is a communicable, infectious disease caused by the germ known as the typhoid bacillus. By strict observance of the simple rules in this pamphlet, the contraction and spread of the disease can almost certainly be avoided. The disease is usually transmitted by means of water, ice, milk or food containing typhoid germs, or through the agency of the household fly, or it may be contracted directly by people who come into direct contact with those having the disease. The disease is always most

prevalent during the late summer and autumn. While bad sanitary surroundings (such as lack of drainage, defective plumbing, open cesspools, sewer gas, decaying animal and vegetable matter, etc.) may make a person predisposed to the disease, they cannot themselves cause the disease. It requires the presence of the typhoid germ.

"The drinking water becomes infected by the entrance into it of the discharges from the bowels or kidneys of some typhoid case. The source of infection may be some miles away from the outbreak of the disease.

"Ice is a source of infection. Typhoid germs can remain alive in ice for several months, and they have been found in the particles of dirt seen in ice.

"Typhoid germs may be carried in milk, the milk becoming contaminated in the first place by being drawn from the cow by someone whose hands have come in contact with the discharges of a typhoid patient, by being in a vessel which has been washed by infected water, or by flies that have come in contact with typhoid discharges.

"Typhoid germs can live for a long time in the soil, and if a patient's discharges are put onto or into the ground without previous disinfection, the natural drainage may infect a supply of drinking water.

"Uncooked food may cause the disease through being washed by infected water. Several very extensive epidemics have been definitely traced to the eating of shell fish taken from polluted waters. Cooking destroys the germs.

"Flies are capable of being an active agent in transmitting typhoid fever, in fact, they are one of the chief vehicles of infection. The fall increase in typhoid fever wrongly regarded as an effect of climate, is mainly due to the activity and prevalence of the common house fly during the summer months, at which time the fever is contracted. The spread of the disease in summer boarding houses commonly attributed to the polluted well is more often due to the agency of the domestic fly.

"Actual contact between cases of typhoid fever and well persons is a frequent means of transmitting the disease when such well persons do not observe the proper precautions in handling the patient's discharges. Both the feces and the urine contain the typhoid germs for several weeks after the patients are apparently well. And many patients are so slightly sick that the disease is not recognized as typhoid; yet their discharges contain typhoid germs and are a source of danger. In rare instances, persons remain carriers of the typhoid germs for years after recovery from the fever, and are a perpetual source of infection. Many cases said to be malaria are really typhoid."

E. P. MILLER, M. D.

THE SCIENTIFIC CHRISTIAN LEAGUE.

Several subscribers to THE PHRENOLOGICAL JOURNAL have asked for further information in regard to the Scientific Christian League, and for the benefit of such inquirers we give the following:

The object of this Association is to have all those who believe in Christianity; in the Science of Brain and Mind; in the Science of the Human Body and Right Living, unite in an organization that is founded on the belief that Christianity points out and is practically the Science of Living, right here on this earth.

In the first sermon that Christ preached, His text was: "Repent, for the Kingdom of Heaven is at hand." John the Baptist, who came to prepare the way for the coming of Christ, took for his text: "Repent and be baptized, for the Kingdom of Heaven is at hand." Christ told His disciples when they prayed, to say: "Our Father which art in Heaven, Hallowed be Thy name, Thy Kingdom come, Thy will be done, in Earth as it is in Heaven."

The object of this prayer was to have the Kingdom of Heaven established in earth, and God's will done here as it is in Heaven.

Jesus Christ healed the diseases of all those whose sins He forgave. He commanded all of His disciples, when He sent them out to preach the gospel, to say: "Repent, for the Kingdom of Heaven it at hand." Christ said to His disciples: "Behold, I say unto you, the Kingdom of God is within you." Paul, in one of his epistles to the Corinthians, said: "Know ye not that your bodies are the temples of the living God; that the spirit of God dwelleth in you? He that defileth the temple of God, him shall God destroy." In another place he says: "Render your body a living sacrifice, holy and acceptable unto God." Christ even raised the dead and brought them back to life, and He gave His disciples power to do the same, and also to heal diseases of all kinds. He said to Nicodemus: "Except a man be born of water and of the spirit, he cannot enter the Kingdom of God."

Now, the aim of the Scientific Christian League is to unite in one organization all who believe in practical or Phreno-Psychology, in the Holy Ghost, the spirit of God, the spirit of Christ, and the spirit of truth and the right understanding of the mind. We have in view to start organizations in every township in the United States, and will found an Institution for teaching the principles and objects of the Scientific Christian Association. We shall aim to have a thousand acres of land purchased in each township, on which to established a Health Resort where the people may be taught how to live, what to eat and drink, the causes of disease and how to avoid them, and thus prolong their lives to an indefinite period, as well as to teach people what to do and how to work.

THE APPLICATION OF PHRENOLOGY TO EVERY-DAY LIFE.

(Continued from Page 350.)

teachers have very little, or no, knowledge of the operations of the mind as taught at this Institute. If they had information on this subject, and applied it to their every-day living and teaching, there is no doubt but what better results would follow, because the standard, mentally and morally, of the individual would be raised to a higher level than by the present method of teaching in our schools. We must admit that teachers are not altogether responsible for results, because they are compelled to teach in accordance with instructions from those over them. Economy on the part of School Boards, too many pupils for one teacher to handle, too great a variety of subjects, or teaching the class as a whole to the neglect of the unit, are all factors that are largely responsible for so many children leaving our schools before they reach the High School or graduate.

If a child fails to respond quickly it is not necessarily an evidence of dullness; it is often because the nerve centres are undeveloped, and consequently they tire of protracted effort. Doing a thing in the highest perfection of which one is capable is always a source of delight, and it acts as a tonic to the whole system.

At this juncture it is only fair to disclose the evidence for the basis of the charge that *many* of those leaving our schools have not been brought up to as high a standard of efficiency as they should have been. In *The World's Work* for August, Luther H. Gulick, M. D., writes as follows:

"Last June 250,000 boys and girls about fourteen and a half years old marched from the city public schools of America proudly bearing evidence of having completed successfully the eight years of study. During that month, and the months preceding, there dropped from the ranks another army of 250,000 children who had *failed* of graduation. They were of about equal age and had spent about the same length of time in school as their more fortunate schoolmates."

According to the statement of another recent writer, "We have a plethora of doctors, and 3,000,000 seriously sick all the time; 150,000 people die every year of tuberculosis, while 112,500 of these could either rid themselves of the disease or prevent it entirely by means within their reach. We have about 200,000 churches, besides home missionary and philanthropic societies, and over 4,000 missionaries in foreign fields at a cost of about \$7,000,000 annually, and yet 10,000 persons are murdered in a year, and of the murderers only two in every hundred are punished. Out of 786,000 arrests last year 350,000 were for drunkenness. The thug, the thief, and the assassin are operating with a vigor and freedom duplicated nowhere else

in civilization. In the march of civilization as applied to the protection of public life and property we have fallen woefully behind. The annual cost of crime as figured in property stolen or destroyed, and in money spent on police courts, jails, etc., reaches the impressive total of \$1,373,000,000. We consume about twenty-two gallons of alcoholic beverages per capita per annum. The use of tobacco is on the increase; besides cigars and tobacco in other forms, 55,000,000,000 cigarettes were smoked last year. We spend \$400,000,000 for our war and navy departments, and \$250,000,000 for education."

More could be offered on the same line, but the foregoing should be enough to convince the most skeptical that something is wrong somewhere. I wish that every one might study, and know, and apply the Science that is taught by this American Institute of Phrenology, for the reasons already given, and for others quite as manifest, for the results would be a fuller and better understanding of ourselves and our fellowmen, and this more intimate knowledge worked out to natural conclusions would fit man better to properly use his body and mind and enable him to deal with his fellowman more intelligently. Any person who will establish this understanding with himself is his own lightkeeper, and almost sure to navigate his life as a sailor does his ship, so as to avoid the shoals that invite disaster and disease.

Those who work with their heads for the most part should not neglect the great middle third of the body, lying between the collarbones and the hips, where the vital physical work of digestion is going on; nor should those who labor most strenuously with their bodies neglect the head. "Going to college, are you?" said an old physician to his son. "Well, if you come out all head and no body, or all body and no head, I wouldn't give a copper for you, but if you come out pretty well physically you will get along in the race." This is exactly the idea, and it applies equally to youth and to middle and old age. Ought we not to aim to be the all-round man, not developed on one or two sides merely, but on all sides? Let us try to impress upon the minds of our School Boards and Teachers the necessity and value of training the children of our Country in the knowledge of the whole self as taught by Phrenology.

Is Phrenology Reliable?

The above query was answered by John Newcomb's life. He was the father of Prof. Simon Newcomb, the foremost astronomer of his time. The following editorial appeared in *The Globe* of September 28th, and was based on the fine article that appeared in the October number of *McClure's*

Magazine. It would make interesting reading for anyone who is in doubt as to the reliability and truth of Phrenology. We regret that the word "bumps," and the expression "the absurdities of Phrenology" should have been used in this connection, as they are entirely out of place, as the article in *McClure's* shows. We leave our readers to form their own conclusions when they have read the *McClure's* article.

Editorial from *The New York Globe*.

"Prof. Simon Newcomb, the greatest astronomer this country has produced, was, it appears, blessed with a father of unusual originality, a man who combined a love of astronomy with a belief in the absurdities of phrenology, and a desire to order his life after the tenets of the modern eugenis. Although a pioneer in the latter field, several generations ahead of his time, and a poor farmer's boy with no resources of his own, he set out when twenty-four years old to achieve a scientific solution of the marriage question—in other words, on a hunt for a special type of wife.

"He had gone over the question in his mind, and registered a mental picture of the kind of girl he must find. Her bumps and contours and colors must be the exact opposite of his own. By securing such a partner he would, according to the phrenologists, not only assure himself of a happy life, but secure the best type of children. He was, in fact, an early eugenist with the courage of his convictions. He eventually found the desired lady in a small New Brunswick village and married her.

"One of his daughters, who tells the story in the current issue of *McClure's Magazine*, tacitly gives phrenology credit for producing Simon Newcomb. That his mother was the right woman, bumps or no bumps, is sufficiently proved by the results. She made John Newcomb a good wife, and her first son was Simon Newcomb. According to the latter's sister his remarkable mathematical and astronomic gifts were a direct result of the interest of his father and mother in astronomy and their study of the stars together during the happy period of courtship. This inheritance, combined with the early training in mathematics given by his father, which began when he was five years old, laid the foundation for his later successes.

"Although Dr. Sarah Newcomb Merrick, who tells the above story, takes phrenology somewhat more seriously than does the up-to-date psychologist, her little biographical sketch is particularly interesting because of its novel point of view. The modern student of heredity and the preacher of eugenics have raised considerable popular interest in a scientific study of the why and wherefore of genius. This account of a pioneer object lesson, based on phrenology, which proved so remarkably successful is a very distinct contribution to the subject."

Mr. M. T. Richardson, a member of our Press Bureau, answered the editorial, which was published in *The Globe* of October 3rd.

THE
Phrenological Journal
and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)



NEW YORK, LONDON, NOVEMBER, 1910

"Whosoever calmly considers the question cannot long resist the conviction that different parts of the cerebrum must in some way or other subserve different kinds of mental action.. Localization of function is the law of all organization."

Herbert Spencer.

THE ART OF As article under this title recently appeared in the *CHRISTIAN ADVOCATE*. As article under this title recently appeared in the *CHRISTIAN ADVOCATE*, and it reminds us of the many times we have to say to versatile people that they are doing too much and must give up a part of their work.

The article says that a few weeks ago one of the busy young laymen of the United Synod stood before his physican waiting for his verdict. "Trying to do too many things," said the physican. "You are all run down,—just a sort of general breakdown. There is nothing for it but for you to give up some of the things you are trying to do."

Then the young man began to study the "art of giving up," and he realized as never before how many things he was doing which he really did not need to do.

We would say to all our readers, learn the "art of giving up." But do not give up your interest in Phrenology, for you need to devote as much

time as you can to the study of yourselves from a scientific point of view, for from self study you can learn many useful lessons.

THE GREATEST STUDY In the new work recently issued from the *OF THE WORLD*. press by Mr. James T. White, on "Character Lessons in American Biography for Public Schools, and Home Instruction," the author correctly emphasizes the fact that "the greatest study of the world is Human Nature, and throws a wondrous light on Character. The face has a perpetual fascination; it tells the story of human thought, feeling and experience. Every detail of every feature tells its own part of the story. Thoughts are mighty, positive things, and every thought, however fleeting, is registered in the delicate network of nerves that convey their message to the facial muscles."

This book was prepared in response to the general demand for a better moral instruction in the public schools, for the Character Development League, Success Building, New York. Price, 50 cents. It ought to be in the hands of every teacher. We can heartily recommend it.

The American Institute of Phrenology.

The second Meeting of the season of the above-named Institute was held on Tuesday evening, October 4th, when a large and interested audience assembled to hear Dr. C. O. Sahler, of Kingston, N. Y., lecture on "The Power of Suggestion Among the Mental Faculties," and several other speakers on "The Economic Side of Phrenology."

The Chairman, in opening the Meeting, said:

"Phrenology is now being classed among the economic Sciences, for it has much to do with the practical side of life in giving to people the right idea to start in business, in entering professions, in cultivating their minds in the right ways.

"It is of the utmost importance as an economic Science in assisting parents to decide what they should do with their boys and girls after they have graduated in the public schools, and no Science in the world is better able to help them to understand these laws that govern their natures than that of Phrenology.

"It helps the father to tell whether he should make a farmer out of his boy, or a mechanic; whether to give him a college education, or send him to

the Business Institute or Commercial School of Technology, or make a Wanamaker, a Gimbel, or a Carnegie, out of him.

"Phrenology can be applied to every department of learning, and it is the surest and the best philosophy of the Mind that we have yet come across. All the other Systems take longer to work out, and as this is a practical age, business men are seeing the usefulness of its application.

"First, we need to understand the usefulness of observation, and secondly, to apply that observation to reading persons at sight. Phrenology is the shorthand, quick cut toward estimating character.

"Maeterlinck has said that there is beauty of character in everyone, but sometimes it gets covered up by the dross, or the dust of the world. Judge Lindsey is a man who has studied closely the economic side of life in relation to boys."

The Secretary was then called upon to read the Greeting from the President, Dr. Charles H. Shepard, which was as follows:

"Dear Friends and Fellow Members:

"It is a pleasure to get together in the pursuit of knowledge. We are nothing alone, nor do we begin to realize the full measure of progress that is dawning upon us. While as yet none live up to their highest ideals, there seems to be no limit to what man may achieve by the full use of his brain, and here is where Phrenology comes to our aid and directs us into the most useful channel of development and simplifies the course according to the needs of the individual.

"There is a beautiful fact right here, that by the proper use of the powers of the mind we at the same time increase its efficiency, the same as with the muscular system. The man who has a well trained mind is able to take a higher stand in whatever he may undertake, whether it be in the commercial world, or any other channel of work. No cultivated man would for a moment think of going into the liquor or tobacco business, or any other line that would work for the harm of his fellowmen; on the contrary, he would seek for that which would tend to uplift or at least provide them with the necessities of life.

"It is readily seen how this branches out into the intricacies of living, and helps toward the uplifting of mankind, and happy is he who takes pleasure in cultivating the Lord's Vineyard, for it is a business that pays an hundred fold and more, while there is room for everybody."

At the close of the President's Greeting, the Secretary, M. H. Piercy, made some remarks on the work of the Institute.

Dr. C. O. Sahler then delivered a fine address on "The Power of Suggestion among the Mental Faculties." He explained what Suggestion was, and its power over the consciousness of man, mentally, physically and spiritually.

After Miss Fowler had given some demonstrations of Phrenology by examining the Characters of two gentlemen from the audience, Dr. C. F. McGuire gave a practical address on Phrenology and its application to the Economic side of life. He highly recommended the study of Phrenology to teachers and parents.

The announcement of the next Meeting of the Institute was given as follows: Mr. James T. White will speak on "Character lessons in Biography," at the next monthly Meeting, which will be held on Tuesday evening, Nov. 1st, and Dr. H. S. Drayton will also give an address.

New Subscribers.

CHARACTER STUDIES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to THE PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 898.—A. N. O., New York.—Your picture appears to represent a combination of the Temperaments, and eventually we believe that the Mental Temperament will predominate. This will incline you to take up some position where you can lead by your thought if not by executive work; or, in other words, you will supply the brains if someone else will supply the cash; or, again, you will give the thoughts and ideas if a person who is actively developed as to motor power and executive ability will carry out your ideas. We say this because your temples are well developed, giving you originality of purpose and power to design and readiness to adapt ways to means and means to ends. You have also good perceptive powers, and you have a fine arch to your brow. This would seem to indicate that you are a keen observer of men and things, notice when anything is out of line or plumb, and we believe you could easily adjust what you see to be wrong. You are almost too exquisite in your tastes, and may have to clip your wings a little in order to bring yourself down to ordinary affairs. You should be able to use your artistic taste and literary talent in some superior business line, either in connection with Design and Architecture, or literary work as press agent, advertising agent, or in making designs.

No. 899.—A. C. K., Great Bend, Kans.—The portrait of this little boy shows that he has more than ordinary intelligence for one so young. He should have an excellent memory and a rare mind to recollect what he has seen and heard. He does not need to borrow ideas, for they come even now, and will force themselves on his notice more and more. He is a sympathetic little chap, also quite intuitive, and will know what to expect from the men whom he employs. From his present development he will be likely to understand and appreciate the work of a physician. He must cultivate more perception of natural objects, and learn to be accurate in his observations. He will be resourceful, inventive and ingenious. He should be kept a little boy as long as possible.

No. 900.—R. W. Y., Richmond Hill, L. I.—This child has been fortunate in his birth, and consequently he should “make good,” as the saying is. His ancestral stock has been above the average, and he should not be allowed to deteriorate or fall below his possibilities. He should be encouraged to do all in his power to claim his privileges, which are in the line of good perceptive powers, a retentive memory, and ingenious ideas. He should be given a good education, and apparently his bent of mind will be mechanical. If he is allowed to follow his ingenious talent he will, without doubt, be a successful Civil Engineer; or he could turn his ingenuity to the fine work of Dentistry, for his constructiveness and perceptive faculties, together with his refined personality, will make him a favorite wherever he is, and especially in such work as Dentistry, where he will have to come in close contact with people.

No. 901.—J. F. W., Spokane, Wash.—Your organization shows that you have a strong Motive Temperament. This is seen in your square features, thin neck, high cheek-bones, large perceptive faculties, breadth of head above the ears, and breadth at the temples. These, in short, indicate that you are a hard worker, are industrious by choice, and always have more work planned out than you can reasonably get through; further, that you are a keen observer, and are accurate in all the departments of your work; that you are orderly, neat and systematic, and enjoy having something to do with the making up of material and the construction and planning out of work. You would make a good overseer of men, for you have large Human Nature and Perceptive Faculties, and a degree of independence that enables you to stand by your principles and agreements. You could succeed in business, especially the wholesale department; or in the Real Estate Business; or could take up the study of Forestry with good results. You should talk more, and mix in society where you will be appreciated and valued.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

A. R., New Brunswick.—You ask how you can increase your memory of names.

You must exercise your organ of Form, by writing down words that you wish to recall. The form of a word remains in the mind long after the sound has passed away. Therefore try this method of writing down a name, repeating it over several times, and then tear up the paper and rely entirely on your memory.

Theo. D., Cambridge.—The food for the Vital Temperament should be carefully selected. This Temperament does not need much carbonaceous food, which gives fat and heat, but it does require muscle-forming elements, or nitrogenous foods, which are to be obtained from crushed wheat, graham bread, eggs, fruit, and sun-cooked vegetables, or those that are grown above the ground.

E. P., Kansas.—The faculties that go to make a successful speculator are Sublimity, Hope, Calculation, and Acquisitiveness. These give extravagant ideas, visions of future success, and great expectations; they appreciate the handling of money, and take pleasure in making it.

VOCATION BUREAU.

A college student desires to obtain some office or editorial work for a few months, as he has a little leisure time on his hands, and would like to make it profitable.

A man of middle age desires some clerical work. He has had a good education, but has no work in prospect just now.

A New York gentleman desires a position as Superintending Architect.

A minister residing in New Hampshire desires a position of writing on Health subjects, or teaching Hygiene and Health Principles.

A young boy wants an office position. He has had some experience already, and is industrious, conscientious and willing to work.

A teacher who has become slightly deaf, desires some office work where her lack of hearing will not be a disadvantage. She is ladylike, well educated and refined.

Field Notes.

Levi Hummel has been lecturing on Phrenology in Shenandoah, Beaver Springs, and Kratzerville, Pa. On November 7th Mr. Hummel will begin a course of six lectures in the M. E. Church, Frackville, Pa., and the following week will give a course of ten lectures in St. Clair, Pa.

C. J. Stewart is located at Hendricks, W. Va.

W. J. Elliott has established a phrenological centre in McAlester, Okla.

C. W. Tyndall is doing phrenological work in Cleveland, Ohio.

George R. Lankford (Class of '91) is located at Dallas, Tex.

J. C. Clutterbuck, of Armada, Mich., is giving popular lectures along phrenological lines.

Dr. Martha J. Kellar is located in Cincinnati, Ohio.

G. W. Savory, of San Diego, Calif., is an enthusiastic phrenologist, and from time to time sends interesting reports of the success of the Science in the West.

J. J. Axtell is working in Phrenology in and around Detroit.

M. Tope, Editor of the *Phrenological Era*, is spreading the knowledge of Phrenology in the State of Ohio. Mr. Tope is located in Bowerston, where the Ohio State Phrenological Conference was held on Oct. 14th and 15th.

We are glad to note that W. G. Alexander, M. D., has gone back into the Phrenological field, and is touring in Canada. During October he was in Regina, Sask.

D. A. C. Newman is making great progress in advancing the cause of Phrenology, and is permanently located in Fargo, N. D., giving lectures and examinations daily.

D. F. McDonald, one of our veteran Phrenologists, who is now over eighty years of age, is doing a good business in Vancouver, B. C., Canada, judging from his recent order for Phrenological material.

J. E. Halsted has recently left New York and is now located in Vancouver, B. C., Canada, where he expects to start a large class in Phrenology during the present month.

C. A. Gates has been lecturing in Ossian, Iowa.

B. J. Dillon, of Fruitvale, Washington Co., Idaho, and Mary Dean Trego, of Weiser, Idaho, as well as Dr. Alexander and D. F. McDonald, have sent substantial orders for books, charts and busts. The prospects for the season are bright.

Jessie Allen Fowler's second text-book, on "Physiognomy, for the use of students, is now on the press, and will be ready for sale during the month. It will serve as an excellent Christmas gift, and is profusely illustrated. A number of orders for the book have already been received.

THE FOWLER INSTITUTE, LONDON.

The Fowler Institute has opened its Autumn course of instruction in Phrenology, Physiognomy and kindred subjects, under the direction of Prof. D. T. Elliott, the well-known London exponent of Phrenology. Numerous lectures have been arranged for the Autumn and Winter months, and a number of interesting and attractive meetings will be held during the season. Further particulars, as well as literature on the subject, may be obtained by applying to Mr. C. R. King, No. 4 Imperial Buildings, Ludgate Circus, London.

THE BRITISH PHRENOLOGICAL SOCIETY, INCORPORATED.

On October 11th, a lecture was given before the above Society by Miss M. L. C. Ewen, on the subject: "The Destructive Element in the Constitution of Man," which was treated in a very broad and scientific way. We hope to publish a further report of this lecture in a future number of the *Journal*. The President, Mr. J. Nayler, presided over the meeting.

NOTE.—A gentleman was recently examined and advised to devote himself to the invention of something that would introduce activity, motion, speed, and accuracy, such as the automobile, aeroplane, or sub-marine boat. The gentleman said that he had constructed automobiles for twelve years, and was now interested in aeroplanes and a number of motor machines. What he wanted to know was whether he had capacity to steady himself in using the aeroplane, and desired us to inform him on that point.

NOVEMBER MEETING.

Dr. H. S. Drayton will lecture on "The Psychology of Names," and Mr. James T. White will speak on "Character Lessons in Biography," at the next meeting of the American Institute of Phrenology, which will be held on Tuesday evening, November 1st, at No. 18 East Twenty-second Street, at 8 o'clock. We know that our friends will heartily appreciate the opportunity of hearing such cultured speakers on such popular subjects, which will be followed by Phreno Readings.

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ANY BOOK, PERIODICAL, CHART, ETC., may be ordered from this office at Publishers' prices.

AGENTS WANTED for the **PHRENOLOGICAL JOURNAL** and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

"The Character Builder," Human Culture Co., 64 Richards Street, Salt Lake City.—A monthly magazine devoted to Personal and Social Betterment. In a recent issue G. Stanley Hall, President of Clark University, has written a very interesting article on "What is to Become of Your Baby? Or, Will Children Reared Under the New Scientific Methods be Superior Mentally and Physically to Those Reared in the Old-Fashioned Way of Our Mothers?" Every parent should read what he has to say on this subject.

"The New York Magazine of Mysteries," published monthly by the Magazine of Mysteries Association, Inc., 649 West Forty-third Street, New York.—This is a "cheer-up" magazine of Health, Happiness and Prosperity. No one can have success who continually thinks failure, and the object of this Magazine is to encourage its readers to look on the bright side of life, and to see lots of good everywhere. Some interesting accounts of psychic phenomena are also given.

"Automobile Dealer and Repairer," a Journal of Practical Motoring, published by the Motor Vehicle Publishing Company, 24 Murray Street, New York.—This magazine is issued once a month, and contains practical and useful information concerning automobiles and everything connected with

them. Every automobilist should become a subscriber.

"The Nautilus," Holyoke, Mass.—The October issue is a special one on the late Prof. William James. It contains a portrait of Prof. James and a tribute to his memory. There are several other interesting articles by a number of good writers.

"The Naturopath and Herald of Health," published by Benedict Lust, N. D., 465 Lexington Avenue, New York.—Many useful health hints are given in this magazine, among which we mention the following: "Typhoid and Appendicitis;" "Fasting for the Cure of Disease;" and "The Soul Under the Law of Suggestions."

"Good Health," a Home Health Magazine, published monthly by the Good Health Publishing Company, Battle Creek, Mich.—"The Influence of Mind on Longevity," by T. D. Crothers, M. D.; "The Possibilities of Preventive Medicine," by J. H. Kellogg, M. D., and "Mental and Physical Beauty in the Sunrise Kingdom," by Arthur M. Growden, are among the articles that appear in the October issue. A number of interesting illustrations are also given.

"The Phrenological Era," Bowerston, O.—A monthly magazine devoted to Human Science, and Human Progress, edited by M. Tope. "How to Examine Heads" is explained in the current issue by the editor. This little magazine contains many useful hints along phrenological lines.

Publishers' Department.

Man's Responsibility. By Thomas G. Carson. Published by Fowler & Wells Co., New York. Price \$1.50 net. Postage 10 cents.

This book is a wonder in its way and is written in interesting style. The writer speaks of how the principles of mind affect the conduct of Nations. One chapter is an appreciation on the Science of Mind, with references to Darwin, Huxley, Spencer and Gall. He further speaks of the Temperaments and Mental Differences in the Sexes. The work throughout is a fine treatise on Phrenology and its various bearings, and all students of Human Nature would be repaid by reading it.

Fruit and Bread, a Scientific Diet. By Gustav Schlickeysen. Translated from the German by M. L. Holbrook, M. D. Illustrated. Published by Fowler & Wells Co., New York. Price \$1.00.

This book is written with the object of showing the scientific side of the subject of diet, and the author quotes from both English and German

works. Illustrations are given of the teeth of the horse, gorilla, hare, wolf, and other animals and these are compared with the teeth of man. As a vegetarian diet is often recommended as a cure for Intemperance, some persons may be interested to know that a highly interesting article is included in the Appendix on "A Cure for Intemperance." We highly recommend this article and the whole book, which explains an ideal diet on *Fruit and Bread*.

Massage: Its Principles and Practice. By Geo. H. Taylor, M. D. Fowler & Wells Co., New York.

The subject of Massage is so highly thought of at the present day, that Dr. Taylor's work on its Principles and Practice should be widely read. Dr. Taylor is also known as the author of the "Movement Cure," and therefore this present work, which follows the last named, will come with added weight to all readers on health matters, especially to those who have not made the subject of Massage a scientific study. The writer explains the effects of muscular action on connective tissues, also on the lymphatics and offers Massage as a remedy for undue nervous activity for those who are troubled with rheumatism or similar troubles. This work should be eagerly sought.

How to Read Character in Handwriting. A Guide for the Beginner and Student of Graphology. By Mary H. Booth. Published by the John C. Winston Co., Philadelphia. Price, 50 cents.

In this practical and competitive age there is perhaps no subject that deserves more attention than the Art of Character Reading. Several methods of reading Character are in vogue to-day, for instance, through the form and development of the head and face, through the lines of the hand, through the voice, walk, etc., and not the least of these is through the individual handwriting. Teachers, business men, bankers, lawyers, and others will find the latter method an invaluable aid to them in attaining the highest success in their work. In presenting this book to the progressive thinkers of the twentieth century the author has given only established principles that have been personally tested during years of extensive comparison, and commends them to the thoughtful individual. The book contains many illustrations of individual styles of handwriting, not the least interesting of which are the signatures of Napoleon at different periods of his life. It was said of the Emperor that "the muddle over orders at Waterloo was attributed to his execrable handwriting," and that "his letters to the Empress Josephine were at first thought to be rough maps of the seat of war." The author tells us that a graphologic school was conducted in France as far back as 1830, having as its associates a number of eminent men of that time, and suggests that similar institutions may constitute one

of the progressive features of the twentieth century for the promotion and education of the Art of Graphology. We recommend this little book to all who would know more of their fellowmen through this method of Character Reading in Handwriting.

The International Business Encyclopedia. Edited by E. H. Beach and W. W. Thorne. Published by E. H. Beach, Publisher of *Beach's Magazine of Business*, Detroit, Mich. Price, \$4.00.

This book is as useful as its name indicates, and Business Firms cannot afford to be without it. The work consists of a concise, and at the same time comprehensive, collection of principles, practical methods, new devices, short cuts and labor-saving pointers, special systems, etc., etc., which the business man of the twentieth century will find invaluable, be he principal, manager, accountant, credit-man, cashier, bookkeeper or clerk. Not many years ago the average business man was content to read his business history once a month through the medium of a trial balance. Now he requires daily or weekly financial statements complete, and even the bookkeeper begins to regard the trial balance as practically obsolete, and this book gives many valuable suggestions as to how business can be brought up to date and conducted on shorthand methods. The book contains 517 pages, with numerous illustrations. Among the subjects that are fully explained are the following: "Advertising," "Correspondence," "Credits and Collections," "Filing and Indexing," "Follow-up Systems and Records," "Salesmen," "Voucher System," etc. Some space is also given to "Legal Pointers for Business Men." Altogether it is a valuable work, and the man who would be thoroughly up to date in his business methods would do well to secure a copy.

WHAT THEY SAY.

Fowler & Wells Co.

Dear Sirs: Enclosed find \$1.00 for which kindly renew my subscription to the Phrenological Journal for another year. Have received all the numbers to date, and have received lots of benefit from the pages therein.

Yours very truly,

E. B., New York.

Fowler & Wells Co.

Dear Sirs: I received the book, "Homo-Culture," and a copy of the JOURNAL all O. K. I would not take twice the cost for it.

H. L., Glennville, Ga.

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DECEMBER, 1910

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This faculty is located in the second frontal convolution, in the upper part of the forehead, on each side of Comparison, and above Locality, and gives breadth and height to the upper part of the forehead.

The organ of Causality is divided into two parts. The outer portion gives the power to plan, comprehend principles, think, originate ideas, and discover causes; it also aids in invention, and is called *Planning*. The inner portion gives the ability to discuss subjects logically, studies the relations of cause and effect, and is called *Reason*.

When this faculty is large, it gives the perception of relation between cause and effect, and the why and wherefore of things. It penetrates the manner in which effects and their causes are connected together, and when in excess shows a disposition to be too theoretical and inquisitive. In order to restrain this faculty, a person should endeavor to be less abstract and philosophical, and divert his thoughts to practical affairs.

When this faculty is deficient, a person shows a decided want of origin-

ality, and an inclination to be guided entirely by what he sees. He does not care to reason or plan out ahead of time, but waits until the last moment before doing a thing, and leaves circumstances to guide his actions. In order to cultivate this faculty, a person should carefully study causes, principles, and philosophy in all its branches, should meditate on the laws of Nature, and trace out the connection between observed phenomena and their causes. The study of Phrenology will also aid in the development of this faculty.

Persons who had this faculty largely developed, and who were known for their philosophical reasoning, are Bacon, Franklin, Galileo, Plato, Socrates, Daniel Webster, Herbert Spencer, Melancthon, Chaucer and Locke.

COMPARISON.

This is the faculty that gives the disposition to analyse and discrimi-



LARGE COMPARISON.



SMALL COMPARISON.

nate between materials, ideas, etc. It criticises the quality of things and points out their resemblance or difference. It is the faculty that illustrates and classifies, and hence is constantly used by a speaker or writer. It sees the harmonies and discords in music and literature, and applies knowledge in a very exact way. It makes new combinations and perceives the relations of things and principles, harmonies or discords, and studies effects from known causes.

The faculty of Comparison takes its name from the Latin "*comparatio*," or "*com*," and "*parare*," and means the act of comparing; an examination of two or more objects with the view of discovering their resemblances or differences.

Dr. Gall, when conversing with a *savant*, found that when he got into a "tight corner" he always had recourse to a comparison, and always succeeded in winning his argument, and finally Dr. Gall perceived that this was a characteristic trait of his mind. He thereupon examined his head and found that he possessed a fullness on the upper and middle portion of the frontal region. He confirmed the observation by many subsequent instances.

This organ is located in the median line of the forehead, in the superior frontal convolution, above Eventuality and below Human Nature, beneath

the frontal bone. Its function is to reason inductively and to judge correctly of the congruousness of objects, and seems to exert a harmonising influence over the action of all the other faculties.

The organ of Comparison is divided into two parts. The upper portion gives the disposition to mark out inconsistencies and make nice distinctions, and is called *Criticism*. The lower portion gives the power to analyse, demonstrates clearly, and consequently quotes from other authorities; it uses allegories and similes appropriately, and is called *Comparison*.

When this faculty is large and not sufficiently controlled by the other intellectual faculties, it is liable to run into excessive fault-finding and criticism, and needs to have the influence of Benevolence to restrain it from splitting hairs about differences that it sees.

When this faculty is deficient, it fails to perceive qualities and apply knowledge, and needs to examine the differences and similarities of persons and things.



LARGE HUMAN NATURE.



SMALL HUMAN NATURE.

Persons who illustrate this faculty are Franklin, Hume, Jeffrey, Patrick Henry, Clay, John Quincy Adams, Webster, Roosevelt, and Cleveland. It is noticeably active in the French and Irish. Thomas Moore, the well-known writer, forcibly illustrates this faculty in all his writings. Americans are also particularly well developed in this faculty, and use it in connection with Mirthfulness in their repartee and witty remarks.

HUMAN NATURE.

Human Nature is the faculty that gives penetration of mind, intuitive perception of character and motives, and enables a person to say and do the right thing at the right time and in the right way. It gives foresight, intuition and sagacity, and draws back the curtain which hides the inner workings of the mind. The portion of the brain recognized by this faculty was left for later Phrenologists to demonstrate upon, and L. N. Fowler, in "Phrenology Proved," speaks of this faculty as one that is not demonstrated by any other faculty of the mind, and from many observations made of persons who possessed this faculty in a marked degree, he, together with his brother, and

other American Phrenologists of note, has demonstrated the function of this particular part of the brain.

The function of this organ gives intuitional judgment and ability to tell whether a person is true to his convictions or not. It is located in the superior frontal convolution, beneath the frontal bone, above Comparison and below Benevolence.

The faculty of Human Nature is divided into two parts. The lower portion gives a perception of character and a desire to study mental manifestation, and is called *Intuition*. The upper portion gives the power to see far into a subject and helps to form a correct conclusion without waiting for Causality to reason it out, and is called *Foresight*.

When this faculty is very large, it makes a person a natural physiognomist and an intuitive discerner of character, and enables him to form a correct estimate of the disposition and moral status of persons he meets; hence he can trust his first impressions of character. If too strong, a person



LARGE AGREEABLENESS.



SMALL AGREEABLENESS.

should be more confiding and less inclined to predict consequences concerning his friends.

When the faculty is small, a person has little or no appreciation of human nature, and is unable to read real motives and states of mind. It should be cultivated by reading works treating on the disposition of human character.

This organ is illustrated in the character of the North American Indians in a remarkable degree. It was also large in Napoleon, General Grant, Drs. Gall and Spurzheim, as well as in George Combe, O. S. and L. N. Fowler, Nelson Sizer, John Capen, and others.

AGREEABLENESS.

This is the faculty that enables one to be persuasive, pleasant, bland and youthful. Its function is to entertain and interest others, to be pliable and capable of manifesting sauvity, grace and ease of manner, and it rubs down the rough edges, smoothes away difficulties, and gives the power to make one acceptable to others.

This faculty was localized by L. N. Fowler, who noticed that persons possessing a full development of the middle frontal convolution each side of Human Nature, and above Ideality, were able to impart those qualities which made their possessor beloved and always acceptable. It adds youthfulness to the character, and prevents a person from growing old. In fact, it is the faculty that irons out wrinkles and gives the desire to keep young.

The faculty of Agreeableness is divided into two parts. The outer portion gives the desire to be joyful and agreeable, and is called *Youthfulness*. The inner portion gives persuasiveness of manner and the capacity to win the favors of others, and is called *Blandness*.

When very large, this faculty shows a winsomeness and persuasiveness of character, and a person is conciliatory and generally pleases everyone. Such persons have a way of putting everyone at ease in their society, and are able to adapt themselves to the ways of others. They believe in being



LARGE REPOSE.



SMALL REPOSE.

"all things to all men." In order to prevent this faculty from showing to excess, one must use Causality and Conscientiousness, so as to avoid being artificial or plausible.

When persons are deficient in this faculty, they have an unpleasant way of saying even pleasant things, and often quite unnecessarily and unintentionally provoke the ill-will of those around them. When such persons become excited they may become very brusque and repulsive, and have little ability to smoothe over their words or actions. Such persons should try to win the golden graces of people, and endeavor to be polite under all trying circumstances.

The French people as a race illustrate a full development of this faculty, and are naturally polite, affable and deferential.

REPOSE.

This is a faculty which gives quietness to the mind. It desires a full amount of sleep or rest, and the lack of it can easily be detected when one is

in the company of a person who has no restfulness of character.

The faculty of Repose derives its name from the Latin "*re*" and "*pausare—to pause*," and means to stop or to rest after motion. This is the last organ that has been definitely demonstrated or considered to be established by L. N. Fowler. He found that persons who required a great deal of sleep, and could not get along without it, possessed this faculty largely developed, at the junction of the parietal, temporal and occipital convolutions, below Cautiousness and Friendship, and above Secretiveness and Combativeness.

When this faculty is very large it gives the desire for a full complement of sleep every night, and very often a person desires and feels the need of nine hours' sleep every night. It is generally accompanied with a predominance of the Vital Temperament, especially in youth. When large, a person is ready to go to bed, and cannot be prodigal with his strength unless he makes up the deficiency the following night. If a person has this faculty too largely developed, it can be restrained by taking regular outdoor as well as gymnastic exercises, and by frequently taking Turkish or Electric Light Baths.

When this faculty is small, a person finds it difficult to take a proper amount of rest, and his brain wears out through a lack of sufficient recuperation or relaxation. Such persons should cultivate the faculty by paying proper attention to diet and work, and by regulating the circulation.

Simon Hardcastle believed with sincere faith that any wife who had, or asked, more than a quarter a year for her own amusement or enjoyment was a thing too horrible to contemplate. He came from the village store for dinner and told what he had heard.

"Miranda, would you believe that the Lord's Prayer could be engraved in a space no larger than a dime?"

"Well, yes, Simon," she hazarded, "if a dime is as large in the engraver's eye as it is in yours, I should think that he would have no difficulty at all."
—*Housekeeper*.

Mrs. Crimsonbeak: What are you going to do with that porous plaster, John?

Mr. Crimsonbeak: I'm going to see what tune it will play on the pianola!—*Yonkers Statesman*.

A Story Concerning the Westchester Lines

A STORY OF AARON BURR.

BY FREDERICK WETHERELL.

In Revolutionary days Westchester County was noted for its scenes of conflict and lawlessness. In that section of the country the times were as eventful and hazardous as they are today quiet and orderly. Then murder, robbery and rapine characterized the region, and bands of marauders were organized as Whigs to plunder the Tories, and Tories were banded together for the purpose of despoiling the Whigs. The non-combatant who retired for the night was always conscious of the possibility that his house might be robbed or burned during the night, and himself and family slaughtered besides.

Such was the condition of affairs for almost the whole period of the Revolutionary War, until 1779, when Col. Aaron Burr took command of the troops stationed at White Plains. Shortly afterward there was a marked change for the better in local conditions, both civil and military.

Prior to this the territory from Kingsbridge, which was a British post, for twenty miles northward to the American lines, was more exposed to the ravages of war than any other portion of the eastern slope. But under Col. Burr's military system the district was transformed into a peaceful, law-abiding country. Soldiers who were allied to the scouting parties, responsible for plunder and rapine, were severely punished. The disorderly and undesirable element was expelled from the section. The inhabitants who were in any way annoyed by soldiers or others could state their grievances with the expectation of receiving satisfaction.

But not only was there a change in the conduct and morals of the community, but the County was supplied with facilities whereby to withstand the attacks of the British. The troops were drilled and disciplined into able soldiers. A system of videttes, patrols and signals was established, so that nothing of the slightest importance could transpire without immediate information of it being dispatched to headquarters.

The young men of the County were organized into what was known as Burr's Cavalry, and the entire tract of land lying between the Sound and the Hudson River, a distance of fourteen miles, was patrolled and watched over until it was impossible for the British to enter the County or spring any surprise upon the American posts without paying dearly for the effort.

Of course such a marked change in the affairs of the County was apparent to the inhabitants, who rendered due homage to Burr for his bravery and effective supervision, and many were the gifts tendered to him as a

testimonial of their esteem. But the gallant Colonel politely refused them all, and paid for everything that was used by the troops under his command.

Burr was also very popular with the younger element, and was unmistakably the hero and theme of conversation among the ladies of the White Plains district, who were very eager to receive him at their numerous social functions. But Burr's military duties were so strenuous and exacting that he had little time for sociability.

The exploits of the energetic Colonel must have furnished the theme of conversation for a couple who were emerging from one of the old manor houses, who were parting for the night from a number of guests, comprised mostly of officers and their friends. The young man was slight of build, of an effeminate appearance, and was dressed in the most elaborate costume of the period. The young lady who accompanied him was as fair as fair could be. She was none other than the charming Madeline V., a noted beauty of that day.

"Yes, I surely expected to meet Col. Burr tonight, especially as there were so many military people present."

"Perhaps he would have attended had he known who was expecting him. I am sure I would have been there if I could interest so many fair ladies as Col. Burr has done. Oh, it is great to be a soldier of renown! Tomorrow I shall don a uniform and be a soldier, too!"

The young lady's retort was a low and musical laugh, as she glanced roguishly at her companion and said: "Col. Burr is said to be in need of recruits for his Cavalry force, so why don't you join?"

Their walk was of short duration, for the fair Madeline evidently lived near, and they soon reached her house. The young man held the gate for her to pass through, and they lingered a moment. Then the young lady said she would wait a few minutes for her brother, who was sauntering along in the distance with a group of people, and would soon join them.

"Were you at the party?" asked Madeline.

"No," replied her companion.

"I thought not, for I only remember seeing you talking with my brother as we came out."

"Yes; I had a little business with your brother, but as he seemed to be so occupied with the young ladies, and asked me to take charge of his sister for a few minutes until he had seen them safe with their escorts, I will have to postpone it."

"Have you known my brother long?"

"No; only a few months."

"It is so strange that George did not tell me your name when he introduced us, but he has such funny ways and is so unconventional! All I could hear was 'An old Friend'—but I am afraid I shall have to ask you myself for your name."

"My name," replied the young man, "I would rather not reveal. As I am about to become a soldier I expect to make my name illustrious, and when I have won a general's epaulets I will reveal my identity. Then I'm sure I shall find favor in your eyes, for I know that you are very fond of great soldiers."

"Oh, but I must insist upon learning your name, for you know a soldier's life is very perilous and you might be killed. Why, I might want to shed a few tears for you, and of course I should want to know the name of the soldier for whom I was crying."

"Well, if you insist upon it, I shall have to tell you. I have the honor to be your humble admirer, *Col. Aaron Burr.*"

The girl stood transfixed for a minute, during which time Burr snatched a kiss, and stalked away. Madeline watched the figure of Burr as it merged into the darkness and was finally lost in the gloaming. In that moment something was born in her heart which she long remembered.

* * * * *

A great many years afterward when Burr had lost the prestige of his earlier years; when his dreams of glory and the Conquest of Mexico had vanished, and he was nothing more than a lawyer with a somewhat tarnished reputation, he was returning from Orange County, on Christmas Eve, where he had been on a professional visit. The weather was bitter cold and he was forced to look for accommodations for himself and servant or perish in the snow and cold. Presently he sought shelter in a cottage whose only occupant proved to be an old lady, who readily bade him welcome. While she was preparing supper for him, Burr with surprise spied a bust of himself upon the mantelpiece.

As much to amuse his servant as anything else, he exclaimed: "Why have you an image of that vile traitor here?"

The old lady paused in her work and replied spiritedly: "Sir, I have taken you in tonight, but if you say another word against Aaron Burr you and your man will have to seek shelter elsewhere."

And thus Burr and Madeline met about half a century after his career in the Westchester lines.



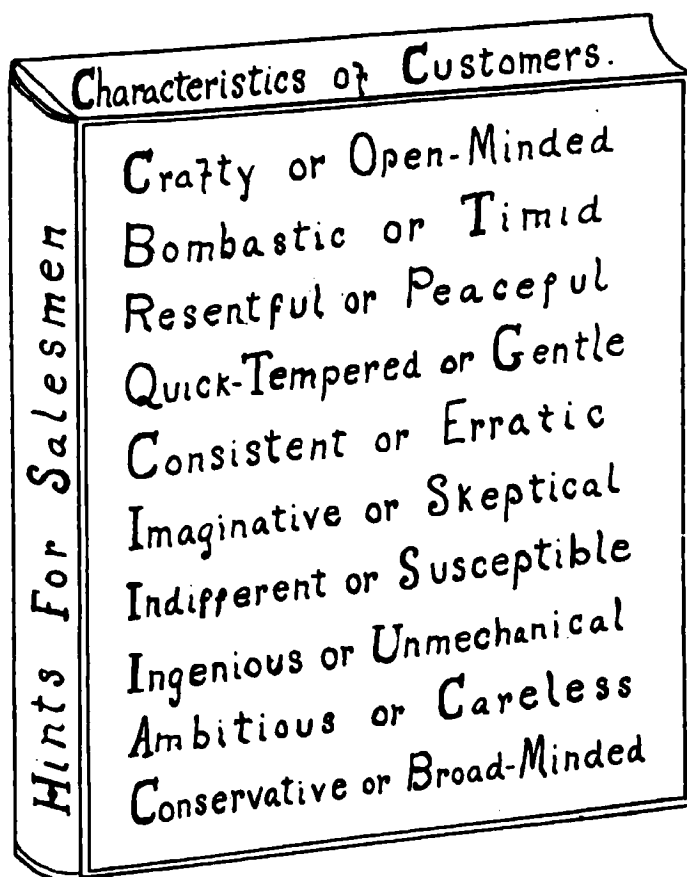
Personality in Business.

BY J. ALLEN FOWLER.

HINTS FOR THE EMPLOYEE.

How a Salesman Can Understand His Customer.

Business is conducted to-day on very different lines from what it was some few years ago, and an Employer to-day has to know how to turn the tide his way, if he wants to succeed in business; and the principal way for him to do this is to understand the Science of Character Reading, or in other



words, to learn how to accurately read his Employees so as to send the right Salesmen to attend to his Customers. There is no lack of system in business to-day, but something else besides system is required to make those very methods "hum" and reproduce good results. What is necessary for business

success to-day is a knowledge of Individual Character and how to handle it, a subject that we will explain in the present article.

The following are some of the characteristics of Customers that should be understood by the Salesman: Crafty or Open-Minded; Bombastic or Timid; Resentful or Peaceful; Quick-Tempered or Gentle; Consistent or Erratic; Imaginative or Skeptical; Indifferent or Susceptible; Ingenious or Unmechanical; Ambitious or Careless; and Conservative or Broad-Minded.

(1) *Crafty or Open-Minded*.—When a customer appears to be Crafty, he probably has a largely developed organ of Secretiveness, and an inactive organ of Conscientiousness. Hence he is liable to say a thing he does not mean and lead a Salesman to think differently from what he really believes. In fact, he tries to deceive and throw dust in the eyes of the Salesman. Hence the latter must be on his guard and closely study such a Customer, and give him but little rope, have every contract in writing and every agreement endorsed by a second person, if possible. While if a Customer is Open-Minded, a Salesman will know, through his large Conscientiousness and small Secretiveness, that he can depend upon his word in a business-like way.

(2) *Bombastic or Timid*.—If a Salesman finds that a Customer is Bombastic in manner, he will realize at once that he has to deal with a man who has large Self-esteem, and small Secretiveness and Cautiousness. He must not pay too much attention to his boastful disposition, but approach him upon other points of his character. Hence he will quickly see his need of making a study of his other mental traits, and if he is ambitious or acquisitive he must lead him away from his unreasonable boasting, and appeal to his ambition as an assured fact. If a Customer is Timid or afraid to make a bargain, a thoughtful Salesman will draw out his Combativeness and Hope and encourage him to be more aggressive, but still leave him to make his own decisions.

(3) *Resentful or Peaceful*.—Quite often a Salesman will find a Customer who is Resentful in disposition, and who has large Combativeness. The best way to approach such a person is to appeal to him on the negative rather than the positive side of his character and give him but little chance to fight his arguments. When a Customer is Peaceful, a Salesman will have no difficulty in managing his sales, because he will see that his Customer is reasonable and not inclined to take advantage of any proposition that he has made.

(4) *Quick-Tempered or Considerate*.—A Customer who is Quick-Tempered will always have large Firmness, which will be easy to discern, and a Salesman will have to handle such a person very carefully and give him no occasion to fly off at a tangent, but endeavor to amuse and entertain him while conducting his business. If, on the other hand, a Customer is Con-

siderate in disposition, the Salesman will have no trouble in selling his goods, explaining his prices, or closing his bargain.

(5) *Imaginative or Skeptical*.—As imagination enters business life more than we sometimes think, a Customer who is so endowed likes that element to be appealed to, and a Salesman has to rub up his own imagination to meet that of his Customer. A Skeptical Customer is one of the most difficult persons to approach, but a truly wise Salesman will allay the fears of such a Customer at the outset, and be willing to explain everything clearly.

(6) *Erratic or Consistent*.—An Erratic Customer cannot be depended upon, and therefore a Salesman must not build too confidently upon his promises, for such a person has small Conscientiousness, Firmness and Continuity, and will be uneven in expressing his appreciation or judgment. Another Customer, who is consistent in his business plans, makes the wheels of business run smoothly, and therefore he will buy what he wants and give the Salesman but little trouble.

(7) *Indifferent or Susceptible*.—When a Customer is Indifferent, a Salesman has to increase his interest in his goods, and be lively in manner and talkative in his address or appeal. He has, in fact, to lose sight of the indifference of his Customer and draw out his Causality, Comparison and Humor. Another Customer, who is Susceptible, will be easily won over by reasonable arguments. But care must be taken to sustain his trust.

(8) *Ingenious or Unmechanical*.—An Ingenious Customer will want to know the mechanism of every machine he buys, and some patience may have to be displayed by the Salesman to satisfy his curiosity. Hence at the outset it would be well to forestall his inquiries by displaying all the devices of the machine that is to be sold, because the Salesman will see that he has large Constructiveness. While if a Salesman meets a Customer who is Unmechanical, the latter will not probably care to go into all the details of the machine, such as an Automobile, Sewing-Machine, etc., and will weary of long explanations. Therefore it would be well for the Salesman to explain his goods in a concrete way and bring his sale to a close without much debate.

(9) *Ambitious or Careless*.—An Ambitious Customer is one who wants to show off his knowledge, and a Salesman, to approach such a person, must be willing to admit his Customer's ability and give him a word of praise and commendation at the outset, and appeal to his Approbativeness. If, on the other hand, his Customer has a careless way of doing business, the Salesman must be most precise and particular to have every part of his business contracts in black and white, so that he can prove his agreements without any delay if his Customer has forgotten any particular, or lost any important paper. He must appeal to and endeavor to increase the organ of Order as well as Conscientiousness in his Customer.

(10) *Conservative or Broad-Minded*.—A Customer who is conservative in his views will have set ideas about what he wants to buy, and a Salesman will have to treat such a person in a very different way from one who is bombastic or quick-tempered. Thus a Conservative Customer will have large Veneration, and will not be open to receive the modern ideas of doing business. But a Broad-Minded Customer will readily embrace all the newest facilities at command, and can readily be appealed to, for he is a man who runs on the broad gauge, and has large Perceptive Faculties. Hence a Salesman will have but little difficulty in doing business with him.

Although every Customer has the same number of Faculties, yet the variation of development is so noticeable that a wise Salesman will take note as he enters an office or store what kind of Customer he has before him.

The Faculties of Man.

BY ALICE AMANDA JOSSELYN.

“And the Lord God—breathed into his nostrils the breath of life; and man became a living soul.”

All animal life is composed of distinct minute cells. It would take 3,000 of these tiny organisms to cover an inch. Each infinitesimal cell has individual life or energy, and, through this power, produces other cells of its kind. Thus, as the old tissue becomes worn and useless, it is replaced by new cell-life; and so it is that, in the “midst of life, we are in death;” for death is but a term for wornout material.

Life never dies; its energy passes on to new activities. This life within us is a part of the omnipresent God, the constant, incomprehensible Creator.

“And God saw every thing that he had made, and behold it was very good.” The science of phrenology proves that man is really all good; but, through lack of culture, he misuses his ability.

Horace Mann said: “I look upon phrenology as the guide of philosophy. Whoever disseminates true phrenology is a benefactor.”

The proper study of mankind is man.—Pope.

The brain is the organ of the mind; or in other words, while life is linked to matter, the mind is manifested through the brain. Different faculties of the mind have special organs in the brain, such as Tune, Order, Color, etc. All mankind have the same number of organs, but no two have the same development; thus no two persons are alike. If one has large Tune and Time, he will learn music easily; while, if he has little Tune and Time, he will not care for music, and, if he should attempt to sing, all his tones would be monotonous like the buzzing of the bumblebee.

We can develop any organ of the brain by persistent effort; and thus it is our own fault if we do not accomplish what we desire. The power of

the mind through development is illimitable; for it is a spark of the omniscient—God.

The organ of Destructiveness gives executive ability. It makes the surgeon's hand sure and steady, and it also gives us courage or nerve to bear pain if need be; but, when its good is perverted, it becomes a source of anger, cruelty, and revenge.

Combativeness gives courage and energy. No one could be successful without the activity of this organ, as it makes us brave and daring, able to overcome the obstacles that constantly impede our progress through life; but, when this good is distorted, and the force wrongfully applied, then such unfortunate persons become a curse to a community, for they will quarrel and fight with whomever they come in contact. When the energy of Combativeness is wrongfully applied, and is joined to a perverted use of Destructiveness, their unison brings bloodshed and devastation.

Large Benevolence makes a man kind and sympathetic; he not only expresses sorrow for the unfortunate, but desires to "lend a hand" if need be. He is like Jesus of Nazareth, who gave His life in unselfish devotion for the good of humanity. Large Benevolence in the brain makes charity the law of life. Charity, like the star of Bethlehem, leads the erring one to Christ. Charity is the broadest word in the English language; for, if applied as it should be, it would prove a balm for every wound to which mankind is heir. Its circuit would cover the whole world; for every man would be a "good Samaritan." Charity chains all humanity together in one great brotherhood. Charity is the elixir of true Christianity; for the life of Jesus Christ was a font of charity. "And though I have all faith so that I could remove mountains and have not charity, I am nothing."

The emotion, faith, is the outcome of the organ of Spirituality. The mental and divine healers excite this organ through suggestion, causing the activity of faith, which in turn makes the organ of Hope active; and, in the unison of these two, comes the natural healing, through deeper respiration, which the activity of Hope always inspires. The pessimist does not get a full measure of life; because, through small Hope, he inhales a comparatively meager quantity of God's energizing oxygen; consequently, it does not cleanse and invigorate the blood as it should. Large Hope in the brain makes one cheerful, for every cloud seems silver-lined.

In the training of children, the science of phrenology is invaluable. In the choice of vocation, it puts a young man or woman where he or she belongs. It is the true way to treat insanity and criminality; for a true phrenologist can give a correct diagnosis, and prescribe remedies for each. He can readily separate the "brain" criminals from those who are only slaves to circumstances and so, in a scientific and logical manner, be a permanent help to unfortunate human weaklings.

Eulogy of the Late Dr. Charles H. Shepard

EULOGY OF THE LATE DR. CHARLES H. SHEPARD



THE LATE DR. CHARLES H. SHEPARD.

Dr. Charles H. Shepard, President of the American Institute of Phrenology, completed his earthly career October 29th, after having lived a long and useful life of eighty-five years. It was he who first introduced the Turkish Bath into this country, and he believed in so purifying the body that the mind could have a healthier opportunity to deliver itself of its thoughts, and the spirit a purer environment by having a brain and body free from disease.

Dr. Shepard was the embodiment of all that was encouraging and optimistic, and no one sought his advice in vain. He lived to bless thousands of persons through his tireless uplifting efforts. He knew that water had curative properties, and applied it in his fifty years of medical practice. His mind was clear to the end.

He always showed the same spirit of earnestness, rare sincerity, and desire to be useful in fulfilling his mission by finishing the work before him. This was shown in everything he did and wrote, especially in his brochure of sixteen articles on the use of the Turkish Bath in curing disease. His greatest aim was to spread this booklet broadcast, and therefore he put the small price of ten cents upon it. Through his writings he has been brought in touch with thousands of people in all parts of the world, and he will be universally mourned by a wide circle of friends and acquaintances.

Dr. Shepard was a very active man, and came from a long-lived family. Of his ancestry, we can say that his father died at the age of ninety-three; his father's father was eighty-three; his father's mother was eighty-four. While on his mother's side he had an almost equally long-lived ancestry, for the age of his mother was seventy-eight; his mother's father was eighty-five; and his mother's mother was eighty-two.

He did not represent the age he bore, for his hair still retained much

of the dark shade of his younger days. His eyes were blue, his complexion light and clear, and his constitution particularly wiry. His mouth and lips, though firm, expressed kindly interest as well as decision of character.

Mentally speaking, his head was high and long rather than broad. He was of the professional type rather than a business man. His great interest in life was to do good, to start men to thinking on the right track and impress them with their duty to themselves from a physical as well as from a mental standpoint, and a genial smile spread over his whole face and cheered everyone who came into his presence.

His fore brain was high and broad; hence his intellect was well balanced. All his writings showed his reflective power, and he did nothing in a rash or foolish manner. His perceptive qualities aided his originality of thought and enabled him to be truly scientific in his ideas. He was a man who could not live to himself, and consequently he had the interest of humanity closely imbedded in all his work.

He was a strong believer in the doctrines of Gall, Spurzheim, Combe, the Fowler Brothers, Mr. and Mrs. S. R. Wells, and Nelson Sizer, and advocated the claims of Phrenology wherever he was. In the earlier period of his history he was a member of the firm of Fowler & Wells, and from Mr. L. N. Fowler began to receive the benefit (as he often remarked) of knowing how to study one's whole organization, which ultimately led him to study Medicine. Mr. L. N. Fowler said of him, in 1884: "He is more sound than showy, more reserved than forward, more practical than brilliant."

He was born September 28th, 1825, graduated in Medicine in 1859, and entered at once upon his private practice in New York City, remaining there two years. He then removed to Brooklyn, in 1861, and established the first Turkish Bath in America at Columbia Heights, in 1863, and on October 6th, 1910, had completed forty-seven years of steady work in connection with the Turkish Baths.

He traveled abroad extensively to familiarise himself with the working of the Turkish Bath in other countries, and made it his life work to demonstrate to his countrymen the advantages of the Turkish Bath in America.

Mrs. Shepard has been associated with the doctor in his humanitarian work, and has assisted him largely in the furtherance of his objects. He leaves six sons and one daughter, all of whom are bright and intelligent workers in their individual callings.

It seems a fitting thing that, as Dr. Shepard all his life advocated Health for the Body, in the closing portion of his career he should have been associated—as President—with a Society which has for its object the Uplifting and Education of Humanity on the broad-gauge line of Character—namely, the American Institute of Phrenology.

The Late Julia Ward Howe.

Julia Ward Howe, who passed away October 17th, possessed a remarkable mentality, and she used it for the benefit of her fellow creatures. She and her husband, Dr. Samuel Gridley Howe, were deeply interested in Phrenology, and it was through their mutual interest in the education of Laura Bridgeman that Mr. and Mrs. Howe, Mr. and Mrs. L. N. Fowler, Mr. and Mrs. S. R. Wells, and Mr. Nelson Sizer had much in common with regard to the education of the young, especially the blind. During a visit abroad Mr. and Mrs. Howe renewed their acquaintance with Mr. and Mrs. Fowler, who were then lecturing in Europe.



THE LATE JULIA WARD HOWE.

Mrs. Howe had a particularly bright and genial disposition. Her mind was on others bent rather than upon herself. Her brain was of unusual quality, and her portrait betokens her advocacy of human liberty. She was a true observer of Nature, and possessed great individuality of character. Hers was a life rich in aspirations and accomplishments, and her career was one that should prove of encouragement to others.

She enriched our literature by her inspired poetry, and showed that she possessed a penetrating mind full of consecrated fervor. She lived to see her talents ripen with a rich experience among all classes of people, and she gave prodigally of her gifts to others.

She lived a temperate life in all things, and many will rise up and call her blessed.

Science of Health.

SUGAR INJURIOUS.

The anemic condition of school children, and their lack of sound teeth, is a symptom of the damage wrought on the system by the excessive indulgence of crystallized sugar.

The lamentable fact is published that out of 500 school children only fourteen were equipped with good sound teeth, and this in New York city in 1909. The fermenting temperature of the mouth, together with the sweet solutions there are converted into acid that dissolves the lime of the tooth. The primitive Indians are very strict in the matter of allowing the children anything in the way of sweetened food. Candy is their abhorrence. They say that sweetened foods "make baby sick" and destroy their children's teeth, hence do not allow its use. One result is that no imperfection can be found in their dental equipment. The sweetening of foods is detrimental, in that it induces an indulgence of an excess when more than enough has already been partaken, thus leading to a morbid appetite and an early breakdown of the digestive powers. Many practically starve themselves to death because the system cannot safely appropriate more than the actual needs require. When that limit is disturbed trouble is sure to follow. If sugar was a natural food, man could thrive on it alone, as he can on fruit and many of the grains.

It is through the wonderful work of plant life that the mineral world is brought into harmonious relations to human life, for thereby all salts that are of any benefit to the body are rendered available to the building up of a perfect man, whereas the crude minerals are only an encumbrance to the vital powers, and when forced upon the body are an element to be got rid of at the earliest moment. It is the part of wisdom to take every advantage of the natural forces by which we are surrounded.

All animal kind, while living their natural life, that is undomesticated, are abounding in good health; while mankind trails through the valley of ignorance and disease to an early death.

The cause of dyspepsia and indigestion is to be looked for in overeating or wrong eating. Wrong combinations produce disturbance because they do not furnish the necessary balance of nutrition. Choice ripe fruit should not be outraged by the addition of sugar, for it violates the law of digestion.

Whenever food is partaken, the aim should be to make it plain and simple, with as little variety as possible at the same meal, and when combinations are utilized an effort should be made to have them harmonious, as the stomach is not a suitable place for a battle ground. Particular attention should be given to select those substances that are digested about the same time. It can readily be inferred that while one particular quality of food is being digested there is scarcely room for another at the same time, varying in quality and digestibility.

CHAS. H. SHEPARD, M. D.

TYPHOID FEVER.

ITS PREVENTION, No. II.

"As an aid to the prevention of typhoid the public should advocate and work for the installation of a proper system of filtration of the public water supply. Household filters are in the vast majority of cases worse than useless because they give a false sense of security to the user. The few that are really efficient require much skill in their proper operation and management, and this is rarely given in the average household.

"The public should also support the State Department of Health in its contention that no community or individual has a right to pollute any source of drinking water with sewage. Sanitary engineers have devised means for the satisfactory purification of sewage, and proper works should be installed by all communities and individuals that are now polluting our streams and lakes.

"Many cases of typhoid fever occur in cities during the fall among families that have spent the summer at summer resorts the sanitary arrangements of which are inadequate. Before engaging rooms visitors should demand evidence that the house and its surroundings have been recently inspected by the State or local health authorities and the sanitation found satisfactory.

PRECAUTIONS AGAINST CONTRACTING THE DISEASE.

"For drinking purposes use only distilled or bottled water or water which has been boiled. For the washing of food that is to be eaten raw and for the rinsing of household or dairy utensils use water which has been boiled. All milk, the source of which is not absolutely beyond suspicion, should be boiled or brought to the boiling point. Raw shell fish should not be eaten during the months when typhoid fever is prevalent. Cooking destroys the germs.

"Avoid indigestible food, green fruit and other things liable to set up indigestion or diarrhoea, and so render the system more susceptible to infection.

"Bathing at beaches or in rivers or lakes near the opening of a sewer should be strictly avoided.

"Observe strictly the ordinary rules of personal and household cleanliness and hygiene.

"The windows and doors of all dwelling houses, and especially of the kitchen and dining room, should always be well screened, and flies kept out. Unless this is done, a carelessly managed case of typhoid fever may be a

source of danger. As mosquitoes are now known to be the carriers of malaria, screening will protect from this disease also."

The Scientific Christian League.

There were seven of the old patriarchs in the beginning of the history of the human race, according to Bible account, who lived to be over nine hundred years of age. Enoch, one of the patriarchs, we are told walked with God for over three hundred years and was translated. If people, in obedience to the laws of the human body, could live for nine hundred years in the beginning of the creation, why can they not live as long now? It is told us in the Bible, that Christ is coming back to establish His Kingdom and that He will live and reign a thousand years on the earth: It is to make ready for Him and to prepare the way for His coming, that the Scientific Christian Association is organized.

We would like all of the subscribers of the PHRENOLOGICAL JOURNAL to become members of this Association. We shall publish every known method of improvement, every discovery in science, and everything relating to the laws of life and health, in future issues of the PHRENOLOGICAL JOURNAL AND HEALTH MAGAZINE.

The Old Testament with its ten commandments given to Moses and the Prophets, and the New Testament with Christ's sermon on the mount, will be our guiding star, and the laws of Life and Health as implanted in the human body and pertaining to the brain discovered by scientific investigation, will furnish the light to enable us to avoid the road that "leads to destruction," and guide us in the "straight and narrow way that leads to life eternal.

The Prophet Jeremiah said: "Behold the days come, saith the lord, that I will make a new covenant with the House of Israel, and with the House of Judah.

"Not according to the covenant I made their fathers in the day that I took them by the hand to bring them out of the land of Egypt, which covenant they break, although I was a husband unto them, saith the lord.

"But this shall be the covenant I will make with the House of Israel; after those days, saith the Lord, I will put my laws in their inward parts, and write them in their hearts, and I will be their God and they shall be my people.

"And they shall no more teach every man his neighbor and every man his brother, saying, Know the Lord, for they shall all know me from the least of them unto the greatest of them, saith the Lord: for I will forgive them their iniquities and will remember their sins no more."

E. P. MILLER, M. D.

The New Conception of Christ.



OUR IDEAL CHRIST.

We were asked some time ago to give a description of the ideal head and face of Christ for the *New York World*, and in doing so an artist worked out a design which represented the characteristics of Jesus more in accordance with our idea than has ever been done before.

The following is a description of what Phrenology has to say concerning His chief physiognomical and mental traits.

The picture of Christ is an interesting study, and there is nothing more impressive than the character which must have asserted itself in His countenance, whether in repose or not. His face must at times have expressed volumes without His having uttered a word, and

it gave an emphasis to what He said that inspired confidence, courage, hope and inspiration to others. When in repose, it indicated the self-contained character that He possessed, and showed that he was fully conscious of His strength.

Penetration manifested itself in His eyes, which went through and through one before which the mask of insincerity or deception showed itself.

His type of nose was the Grecian or aquiline, with a touch of the Hebraic about it suggestive of His race. But it was not in the least typical of commercialism, and Hoffman's picture of Him as a young man indicates much more of the true outline of His features than is to be seen in many of the other great paintings.

A loving attitude towards humanity shows itself in His lips, which were delicate, refined, and almost feminine in outlines rather than large, coarse or masculine in type; the upper lip was somewhat curved, while the lower one was round and full.

There was an indentation or cleft, in His chin, which indicated a feeling of universality, or desire to take within His interest the whole world. His chin was not round or voluptuous in type, but, like His lips, it indicated a

delicacy and at the same time a strength of character.

The light of a spiritually minded man shone from His eyes, which can not compare with that of any other individual. They expressed the characteristic inspiration that comes from large Benevolence and Spirituality. As a rule the pictures of Christ are far too sad in expression, and it is in the eyes that we notice this mistake more than in any other of His features. We are told "He was the Light of the World," and if that is the case, should not the picture of Christ be the personification of Light and Hope. The pictures of the face of Christ are altogether too physical and do not express a sufficient amount of the spiritual side of His character. They therefore lacked the inspiration he possessed. We do not lose sight of the fact that he appeared to man as a human being, but if we are to believe that He possessed the highest type of manhood and that He was also Divine, there should surely radiate from His face something more than we have been able to find in the portraits of Heydock, Thiersch, Ludwig Otto and Paul Kiessling.

The two pictures that come the nearest to our Phrenological conception of what Christ's face and head ought to represent are Hoffman's, and Leonardo Da Vinci's and the artist has endeavored to represent that combination in the accompanying picture.

The famous letter that was published in the fourth century respecting Christ's appearance described distinctly many of His characteristics.

The central portion of His forehead from the eyes to the hair was probably very prominent. All great analytical and sagacious men like Socrates, Plato, Demosthenes, Shakespeare, Napoleon, Daniel Webster, Henry Ward Beecher, Washington, Lincoln and Sir Walter Scott had more development in this part of the brain than in any other. In greatness, analytical power and sagacity Christ excelled all those men whose names we have just mentioned, and this part of His brain must have been strongly represented. His head must also have been high, long and broad on the top and full at the sides in order to represent Sympathy, Sincerity, Justice, Spirituality, Hope, Thoughtfulness, and Human Nature.

There is a picture of Christ that has been painted by Dr. Muncie, of Brooklyn, that is the embodiment of all the chief characteristics of Christ, and we trust that it will soon be placed where it can become an object lesson to young and old alike.

J. A. F.

Character is a perfectly educated will.—Novalis.



Phrenology and its Usefulness.

BY CICERO SHAKESPEARE HARDISON.

Graduate of The American Institute of Phrenology.



C. S. HARDISON.

Phrenology can be used in every phase of life. But we must understand ourselves before we can understand other people.

We must first of all learn to develop good sound healthy bodies. Then we can more easily cultivate our minds to a good account, for in a sound body there may rest a sound mind. But if we neglect our health, and do not comply with Nature's laws, we shall be left out of the race, and a life of suffering and misery will be our lot.

Phrenology is of inestimable value to the Business Man. The Merchant, for instance, should know something about Phrenology, as he has to come in contact with many kinds of

people, and should know how to deal with each class, and thus not run so many risks as he otherwise would.

The Physician, too, needs a knowledge of Phrenology in his profession. It helps him to understand how much of the vital force his patients have been endowed with, and enables him to treat each one individually according to his or her temperament.

Phrenology can also be of service to the Lawyer. In fact, there is no other Science that will do as much for the upbuilding of the Lawyer as will Phrenology. It will help him to understand his clients and will aid him in pleading before a Judge and Jury in bringing out the points of his case.

The Minister could be greatly benefited by a knowledge of Phrenology. It would enable him to understand his hearers and know just how to appeal to them.

In fact, Phrenology can help people even in the common every-day work of life. It is useful to the Farmer in his work, and he should understand how to apply it in his home so as to obtain the best results from his children.

Last, but not least, Phrenology can assist in that most important choice in life—namely, a proper companion—so that he may live happily and enjoy life. In fact, if this Science were known and applied more in this respect throughout our land, there would be less divorce and less failure in life.

In short, there is no other Science that is so beneficial in selecting the right avocation in life, and enabling one to attain the highest success in his calling, than the Science of Phrenology.

The American Institute of Phrenology.

The third Meeting of the season of the above named Institute was held on Tuesday evening, Nov. 1st, when a large and enthusiastic audience assembled to hear Dr. H. S. Drayton give an address on "The Psychology of Numbers," and "Phrenology as Applied to Everyday Life."

Mr. James T. White followed Dr. Drayton by giving a short but succinct address on "Character Lessons in Biography."

Miss Fowler alluded to the great loss the community as well as the Institute had sustained in the death of Dr. Charles H. Shepard, who had passed away only four days previously, and who had always been an enthusiastic believer in and worker for Phrenology as well as in the Turkish Baths. She also referred to newspaper notices on Phrenology.

The Secretary, Mr. M. H. Piercy, then read an eulogy on Dr. Shepard's



HENRY S. DRAYTON, M.D.

life and character, and several delineations of character were given jointly by Dr. Drayton and Miss Fowler—one of a sturdy little boy five years old; another of a young lady seventeen years old, who was a fine pianist; another of a gentleman who was a vocal soloist; and another of a foreigner who was a lightning calculator. The characteristics of each were faithfully indicated by their cranial developments.

Mr. George E. Long, of Jersey City, a life-long friend of Phrenology, made a few remarks on the way Phrenology had touched his life and the use to which he had put it in his business.

Dr. Drayton, who appeared hale and hearty, said he was glad to again stand before an Institute audience and see many familiar faces. He touched upon the significance of names, and said everything had its expression, everything that served in a practical way. To-day every paper one took up had some reference to aviation—the new fad. Formerly it was the automobile that attracted attention, and those who had to do with it. But not enough interest was shown in our present subject—Phrenology—con-

sidering how it touched politics and private life, and how it had to do with individual character. Dr. Drayton made allusion to the plays that were being produced at the theatres at the present time, and thought that the taste of the playgoer needed to be elevated and raised to the style of Clara Morris. He spoke of the passing away of Dr. Shepard, and his having known the good old doctor for thirty-five years and admired his earnestness and enthusiasm—the two things that counted in life. Another subject that had interested him considerably was Eugenics, or the right of a person to be well born, and John Newcomb was a man who believed in this philosophy. Dr. Drayton then told this curious story of heredity, as related by Dr. Sara Newcomb in *McClure's Magazine* for October, which showed how John comb, her father, had found his affinity through the aid of Phrenology, which article he would advise all his hearers to read for themselves. In conclusion, he spoke of some of the interesting experiences he had had in Phrenological work, and advised everyone to study the subject that had been such a blessing to so many people.



MR. JAMES T. WHITE.

The next speaker, Mr. James T. White, who established the Firm of "The National Cyclopaedia of American Biography" years ago, an undertaking involving a tremendous amount of detail work and the expenditure
(Continued on page 403)

THE
Phrenological Journal
 and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)



NEW YORK, LONDON, DECEMBER, 1910

A Christmas Greeting.

*Faith guide thee, Hope star thee, Love crown thee for aye;
 May gladness and joy thy blest portion e're be;
 The angel of Christmastide vigil thy way;
 Life give naught but peace and good will unto thee.*

BY MARGARET ISABEL COX.

TO OUR PHRENOLOGI-
 CAL FRIENDS.

The thought that we have met for the past twelve months brings us face to face with the fact that we are about to begin a new acquaintance for another year; with higher possibilities in our Friendship than we have ever had in previous years, favorable as these may have been. Our ideal is to produce the best Monthly on Character Building; to have every imaginative detail that interests Character touched upon; to illustrate our pages with sketches and portraits of the World's Greatest Men and Women; to have Stories that deal with the Characteristics of Animals and show how near they come to our human interests; to have stories that will appeal to business men; to introduce up-to-date references to the latest fad of the day—namely, Aero-planists and their work; to show why some men can work and travel in the

air, and why some can not; to give reasons why we are changing our daily menu and eating now according to temperament; and also how little children of the present generation can be properly educated; trained and interested in their own welfare. These and a host of other good things are in store for us.

With good cheer for all, we press forward, blessing the memories of those who have left us, benefiting by their example and counsel, and feeling that new friends will be raised to take the places of those who have lived years of usefulness and who have now entered their well-earned rest.

For all our wish is that their Christmastide will be joyous and bright, and that cheer may be abundant.

WHAT A PHRENOLOGIST SAID In a recent issue of the *Evening OF HENRY WARD BEECHER*. *Mail*, Mr. E. J. Edwards described a reminiscence of the Rev. Henry Ward Beecher that proves the truth of Phrenology in a very pointed way. The eminent divine was one day sitting on the porch of a hotel in the White Mountains, in company with a number of his friends, reading a newspaper. He was dressed in his usual way, in a large brimmed hat, loose collar, and baggy trousers, and looked more like a farmer than a minister. A Phrenologist happened to appear on the scene, and offered to make some examinations. One of the party suggested that he begin on "that old farmer's head," by way of experiment. Beecher took off his hat and the stranger proceeded to make the examination. Suddenly he stopped and stepped back in astonishment. He could not believe that the subject under his hands was a farmer, and told him so. "Why, you can talk like a steam engine," he said. "You've got the largest organ of Language that I've ever met with, and you're full of wit and humor." He further said that Beecher could talk so as to make people cry or to make them laugh. He then wanted to know where his farm was, to which Mr. Beecher replied that it was at Peekskill, New York. The Phrenologist then said he knew that it was not in New Hampshire, as his head was not like a farmer of those parts. He then asked if he made his farm pay. Beecher replied that he had never been able to make it pay, and that it always cost him more than he got out of it. The Phrenologist thereupon said that if he had taken to talking, or to public speaking, he could have

earned money enough to run a farm and get plenty of fun out of it besides. He emphasized the fact that he had made a mistake, and indicated that his teachers ought to have told him that he would make a public speaker. Mr. Beecher wanted to know if it were too late for him to begin speaking then, and was told it was not. The Phrenologist then walked over to the group of friends who were sitting near by, and told them that was the first farmer he had ever examined who could have been a speaker, or who could speak like a steam engine. The secret was then divulged, and the Phrenologist was told that the gentleman whom he had examined was Henry Ward Beecher, whereupon he stood in amazement, and went over to his client and said: "To think I have examined your head and told the truth about you! Well, now, you'll believe there is something in Phrenology."

We would advise our readers to read what Mr. Beecher has said on Phrenology in his volume on "Lectures on Preaching," page 110, for a proof that Beecher was a strong believer in the science. Since Mr. Beecher's day Phrenology has undergone considerable advancement, but he saw in it during his lifetime its usability in his everyday work.

WHAT SIR G. S. MACKENZIE SAID OF PHRENOLOGY. Sir G. S. Mackenzie, once President of the Royal Society of Edinburgh, said: "While unacquainted with it, I scoffed at the new Philosophy of the Mind, by Dr. Gall, known as Phrenology, but have become a zealous student of what I now conceive to be the truth, and have lived to see the true Philosophy of the Mind establishing itself, wherever talent is found capable of estimating its immense value."

THE AMERICAN INSTITUTE OF PHRENOLOGY.

(Continued from page 400)

of nearly half a million dollars, gave an interesting address on his new enterprise—namely, "Character Lessons in American Biography for Public Schools and Home Instruction." He outlined his ideal work, which emphasized the fact that, as all children were imitators, he hoped to draw out the best in them by giving to all the public schools that would take it, a Course in Character Study, which had been approved by the leading educators as a practical and effective means of inculcating character in the young. As his portrait indicates, Mr. White has philanthropic sympathies, intuitional

discernment, practical common sense, a comparative memory, and a choice selection of language. The writing of poetry is a pastime to him, and his last book of poems, called "Captive Memories," reached a sale of over 14,000 copies. Mr. White is a man of rare intelligence and ability, whose work is an inspiration to young men and his example is a liberal education when followed.

The notices of the next Meeting, and votes of thanks to the speakers brought the Meeting to a close.

Among those present were Dr. Mary E. Richards, Miss J. Irwin, Miss M. Widmer, Dr. J. G. Davis, Miss M. Stokes, Miss Alice Palm, Miss Helen Gardner, Miss I. M. Mackey, Miss S. E. Baker, Miss C. Huber, Dr. A. C. Arnold, Miss M. C. Hammann, Mrs. Rose A. G. Fraser, Dr. Elinor Van Buskirk, Miss C. Long, Miss J. A. Haller, Miss A. L. Gunst, Mrs. D. S. Decker, Mrs. W. A. Bennett, and Messrs. E. T. Liefeld, H. H. Davis, Geo. E. Long, Eugene Smith, P. P. Larsen, H. K. Smith, Wm. H. Harrison, P. E. Gaule, F. Wetherell, R. J. Stein, R. Irvine, J. Withers, R. G. Ramsdell, Dr. F. N. Glover, and others.

New Subscribers.

CHARACTER STUDIES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions: Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s, English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 902.—R. K., Edinburg, N. Dak.—This gentleman has a strong infusion of the Mental Temperament in his organization; hence will naturally want to do mental work, though for the benefit of his health he should be out in the open air as much as possible. He could naturally succeed well in Banking, or as an Expert Accountant, or could take up Electrical Engineering and Wireless Telegraphy. He could become a good Telegraphic Operator, and do work that required mental calculation. In fact, while most people would be working out a problem in a cold, matter-of-fact way, he would be able to do the same work in half the time. He lives in the upper part of his brain most of the time, and consequently he will be in his element when he is studying, philosophizing, and working out problems. These problems may concern the social questions of the day, and it would

not be a surprise to us to know that he took an interest in various religious and theological subjects, but always following out his own conclusions. Were he a teacher he would make an original one, not a stilted, artificial one. He does not copy anyone, but is quite original in his work. He is a universal genius.

No. 903.—W. O. A., Meeker, Okla.—Your photos indicate that you could undertake to do substantial work, and are capable of occupying a position of superintendent, director, or manager of some large Company. In fact, you are better adapted to this line of work than to any detail work. You will weary of the latter, but never of the former. You can do many things without studying them professionally, for you have a thoughtful mind and a general knack of understanding how to handle goods, material, and people. You have large Human Nature and should be able to read the characteristics of people quite well, and also judge of the value of animals and predict their use and profit. You have come from a long-lived family, and should be able to follow the example of many of your ancestors. Naturally you are interested in study, and could have excelled in experimental Chemistry, and even now could succeed in some manufacturing line of business. Your picture does not appear to indicate that you have so much Acquisitiveness as Causality, Comparison and Sublimity. You like to do things on a large scale, and therefore a wholesale business will appeal to you better than a small one. Do not wear yourself out doing the little things, but hire some one to do such work for you. You have no lack of energy, only your brain being large, it works rather slow. You are generally sure of your ground, and if given time you accomplish more in the end than the man who is in a great hurry.

No. 904.—F. B. Waterford, Ont., Can.—You have a practical intellect and one that is capable of doing good work in a scientific direction. You are not calculated to do things in the same old rut all the time, and should hasten to get into your right groove in life so as to improve the shining hours, as the poet says. You ought not to spend your days on a farm, unless lines. You could make a good mechanic, a fine engineer, and were you to get into the automobile business you could understand every part of the machinery as well as make and construct up-to-date machines. You ought also to know how to run a machine well, and could handle an aeroplane with considerable skill. Surveying is another line of work that ought to appeal to you, for it is outside work, and to succeed in it one has to use his Comparison, Form, Size and Constructiveness, as well as Calculation, and some Causality. Try and get your labor to pay you well, for you evidently work

hard enough to make a million dollars' profit out of your work, but you may not have struck the right thing yet. Take our advice and see if you can not find a new groove to settle into.

No. 905.—G. B. Waterford, Ont., Can.—Your photographs indicate that you could make a good business man, and sooner or later you will find yourself in some intellectual line, not simply selling goods, but in pushing out, something like in the Advertising Business. You cannot content yourself in a small line of business, or in a small town; you want width, space, and room to work in. Your greatest deficiency is your lack of Self-*esteem*, but you can soon cultivate that by getting out into the world and taking a few of the knocks which come to everyone who wishes to succeed. Your sympathies are strong, and with a college education you could succeed very well as a Physician, and would know how to diagnose disease quite accurately, and would handle each individual case with great care. Human Nature, Comparison, Benevolence, and the Perceptive Faculties ought to enable you to diagnose disease correctly, and as time goes on you will realise your aptitude for this line of work more and more. Therefore if you have a good chance to study Anatomy and Physiology, and take up light Surgery, we would advise you to do so.

Correspondents.

EDITOR—PHRENOLOGICAL JOURNAL: Dear Sir—I was greatly interested in your June and July numbers of The Journal. I was delighted to read your quotations from Herbert Spencer. I have always known that he was a Phrenologist and frequently examined the heads of his friends and others that called on him at his home in Brighton, England, but I never knew before where to find his writings on the subject. I see by your quotations that he wrote his Phrenological essays for the "*Zoist*," the same magazine wherein he first outlined his great work—"A System of Synthetic Philosophy," therein proving himself the *greatest thinker* since Aristotle. He was the founder of Evolution—not Darwin. He outlined his great "System" in the "*Zoist*" in 1854, making what afterward became known as "Evolution," the foundation of his philosophy. Darwin did not publish his first work, "Origin of Species," till November, 1859. Darwin and Alfred Russell Wallace published their first works about the same time. Darwin

was a Phrenologist and so is Wallace. I would advise the readers of *The Journal* to read what Wallace wrote in his wonderful book "The Wonderful Century." I have nearly all the writings of Herbert Spencer in my library, from his "First Principles," the opening volume of his "System," to the "Principles (Data) of Ethics," two volumes. I also have his "Social Statics" and his "Education—Intellectual, Moral and Physical," the most profound and comprehensive work on Education ever written—that of Horace Mann alone excepted. None but a Phrenologist could have written Herbert Spencer's "System of Philosophy." None but a Phrenologist could have become the Educator—Horace Mann.

I am glad to see the "*Phrenological Journal*," my friend for *forty years*, keeping right up with the times.

Sincerely,

Gordon, Pa., Aug. 15, 1910.

LEVI HUMMEL.

FIELD NOTES.

LECTURE BUREAU.

The following names are on our Lecture Bureau list:

Dr. J. M. Fitzgerald is located at Chicago, Ill.; William E. Youngquist, Stockholm, Sweden; George Morris, Portland, Ore.; Dr. B. F. Pratt, Tacoma, Wash.; Dr. Edwin S. Morrell, Defiance, Ohio; George Markley, Pittsburg, Pa.; Dr. D. M. King, Mantua Station, Ohio; Dr. and Mrs. V. P. English, Cleveland, O.; N. S. Edens, Highland, Cal.; Dr. George T. Byland, Crittenden, Ky.; George Cozens, Hamilton, Ont.; H. E. Gorman, Rebersburg, Pa.; William McLuen, Perry, Ia.; Hon. J. J. McLaughlin, Charles Town, W. Va.; J. G. Scott, Sterling, Col.; J. H. Thomas, Massilon, O.; Dr. J. M. Peebles, Battle Creek, Mich.; Dr. C. B. Lyman, Rockford, Ill.; M. Tope, Bowerston, O.; James Webb, Esq., Leyton, Eng.; George Hart-Cox, Esq., London; William Cox, London; Otto Hatry, Pittsburg, Pa.; O. H. Williams, New York; C. J. Stewart, Beckley, W. Va.; J. Sekiryushi, Japan; E. F. Bacon, Oneonta, N. Y.; D. T. Elliott, London, Eng.; Miss A. Minott, New York; J. E. Halsted, Vancouver, B. C.; D. E. Vines, Newark, N. J.; Mr. and Mrs. F. Knox, Seattle; J. W. Lerman, Brooklyn; Miss Ida Anderson, New York; Miss J. A. Fowler, New York City.

Persons desiring lectures for their various localities should communicate with THE PHRENOLOGICAL JOURNAL under the Lecture Bureau Department, 18 East Twenty-second Street, New York City.

A New York gentleman who has been a book salesman, and a stenographer, would like to take up the work of writing advertisements for city firms.

Wednesday Morning Talks.

Miss Fowler's Morning Talks for January will be held on January 4th, 11th, 18th and 25th, at eleven o'clock.

SUBJECTS—NEW LIFE SERIES.

January 4th: "The New Way to Study Phrenology (Mental Life)."

January 11th: "The New Way to Study Health (Physical Life)."

January 18th: "The New Way to Study Food (Vital Life)."

January 25th: "The New Way to Study Physical Culture (Muscular Life)."

The Character Study Club—fee \$1.00—which includes a subscription to "The Phrenological Journal; or The New Science of Life." Souvenirs given to those who join during January. Every meeting is reported in the above Journal.

THE DECEMBER MEETING.

The next meeting of The American Institute of Phrenology will be held on Tuesday evening, December 6th, at 8 o'clock, at 18 E. 22nd street, when addresses will be given by Mr. John P. Wilde, of Massachusetts, on "Phrenology, Old and New;" Mr. E. T. Liefeld, on "The Character of Napoleon from a New View Point," and Miss J. A. Fowler on "The New Thought, and Its Relation to Phrenology." Character Readings will be interspersed during the evening, and a short discussion on each subject will be held at the close.

Christmas Souvenirs will be distributed by the Secretary. Friends must reserve this date.

GRADUATES OF THE AMERICAN AND ENGLISH INSTITUTES OF PHRENOLOGY.

We heartily extend our congratulations to those ladies and gentlemen who have during the past year graduated at the above-named Institutes. We feel that they have been diligent in their work, and will produce good results from their studies. May they feel the inspiration of the great and noble work which they have undertaken.

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CURRENT EXCHANGES.

"Success Magazine." Published monthly by The Success Company, New York.—The contents for November include "The Story of Wendell Phillips," by Charles Edward Russell, as well as interesting stories by such well known writers as John Kendrick Bangs and Samuel Hopkins Adams, with a number of contributions from other popular writers.

"The Dramatist." A Journal of Dramatic Technology. Published quarterly, Easton, Pa.—This quarterly has the promise of becoming a popular critique of plays as well as of the manner of staging plays, and the talent employed in representing them. It is finely gotten up and displays keen criticism and a high development of talent.

"Human Life." Published monthly by The Human Life Publishing Co., at 530 Atlantic Ave., Boston, Mass.—This magazine contains a great deal of information concerning men and women of note, as well as a generous amount of entertainment, and is profusely illustrated.

"Home Talk." A Household Magazine published monthly by The Keystone Publishing Co., 99 Nassau St., New York City.—This magazine contains one department on "Home Decorations;" another on "The Glass of Fashion." There is also a Musical Department, which will be pleasing to

home readers. Still another department is on "Home Building," which contains practical suggestions for those about to build. An interesting story is given each month.

"Review of Reviews." New York.—The November issue contains a number of portraits of candidates for the Autumn elections. A sketch is given of Dr. Woodrow Wilson, including illustrations of his home. There is also an interesting article on "Making Good Farmers Out of Poor Ones," by Rosa Pendleton Chiles, which tells of the work of Dr. Seaman A. Knapp, and which is full of practical hints.

"The Phrenological Era," published by M. Tope, Bowerston, O.—The current issue of this magazine contains a report of the fifth Conference of the Ohio State Phrenological Society, which was held October 14th and 15th. Quite a number of speakers were present, and good local musical talent gave variety to the papers and speeches on Human Nature.

"The Character Builder," Salt Lake City.—This monthly contains articles on "The Proper Care of the Young," "Notes on Health," and is well worth reading.

"The Phrenologist," London.—This is the organ of the British Phrenological Society and is issued quarterly. Its price is four cents, postpaid.

"The New Thought and Psychic Review," London.—The New Thought is sending out new suggestions on the old thoughts all the time. Here is another branch of the tree of knowledge.

Publishers' Department.

REVIEWS.

Bible Symbols. Designed and arranged to Familiarize the Child with the Great Events of Bible History, and to Stimulate Interest in Holy Writ. Prepared and arranged by Rev. Thomas C. Gaffney, Ph. D., LL.D., Prof. of Bible Studies at Cathedral College, Chicago. Drawings by Max Bihn and others. Published by the John A. Hertz Co., Chicago and Boston. Price, cloth, \$2.00.

The object of this book is to present the story of the Holy Bible in an intelligible and yet interesting way to the mind of the child, and consequently it has been arranged in rebus form of a practical character. "The mother is nature's first educator," says the author. "She is the first and the most powerful of all teachers. But in the further development of her charge she needs the aids of knowledge and art; and it is to help her in this way that this little book is sent out on its mission of good will—that it may help mothers form in those whom they have begotten in Christ the

word and work of Christ until they have attained to the fulness of the manhood of Christ Jesus our God." The pictures have been adapted to our own every-day life such as the child can understand, and there are a number of beautiful half-tone illustrations. We recommend this book to every home where there are children, as it will make the study of the Bible interesting as well as instructive.

The Simple Life; or, Keeping Well Without Doctors or Drugs. By J. Wallace-Clarke. Published by L. N. Fowler & Co., London; and Fowler & Wells Co., New York. Price, sixpence, or 25 cents.

This little work has just come to hand, and explains the possibility of living without drugs, and shows the treatment of the skin as a means of maintaining, repairing and restoring health. One primary condition must be borne in mind, namely: The mind must follow, with anticipation of the beneficial results to be achieved, the whole course of action. The subject matter is upon "Preventive Measures," "Disease and Drugs," "A Health Indicator," "Colds and Clothing," "Self-Massage," "The Skin in Health and Disease, etc. All of these topics are fraught with suggestions that will benefit any reader and certainly do no harm. Nor is the price of this little book prohibitory. It is well "worth its weight in gold."

Abraham Lincoln; The Man and the Crisis. By Wilmot Brookings Mitchell, Professor of Rhetoric and Oratory, Bowdoin College. Published by Smith & Sale, Portland, Maine. Price, 50 cents, net.

This little book had for its object the celebration of Abraham Lincoln's birthday and centenary, and his life story was carefully woven into an address that was given at Bowdoin College, and at Augusta, Maine, on February 12th, 1909. The writer has gathered the facts mainly from the different biographies of Lincoln, and has sought, amid the conflicting statements that cluster around his life, to bring to light only the true events. It will well repay anyone to read the book if they lack a good sketch of a truly great man.

"The Marvels Beyond Science." By Joseph Grasset, M. D. Translated by Rene Jacques Tubeuf. Being a record of progress made in the reduction of occult phenomena to a scientific basis. Octavo, cloth, \$1.75 net, by mail \$1.92. Funk & Wagnalls Company, Publishers, New York.

Dr. Grasset, the author of this work, is already known to American readers as the author of "The Semi-Insane and the Semi-Responsible," as well as of several other works that have gained for him in Europe the esteem of scientific men. He has long been Professor of Clinical Medicine at the University of Montpellier. In the present work the author deals with the success of scientific investigation in reducing occult phenomena to a scientific basis, and his aim has been to mark the boundary between things already known and those which still remain beyond our understanding. He pre-

sents phenomena that formerly were looked upon as occult, but which are now fully explained and accounted for, such as hypnotic sleep, the unconscious will of movers of tables, the unconscious imagination of mediums, and the unconscious memory of hypnotized persons, and believes that such phenomena as are still regarded as occult will, in a comparatively short space of time, be included in the catalogue of accepted scientific principles. Among these are mental suggestion, direct intercourse of thought, articles removed without touch, sight through opaque substances, telepathy, premonitions, materializations, etc. He brings within his survey all the earliest manifestations of these phenomena in Europe down to the present period including the recent experiences of Palladino.

"Lessons in Living." By Elizabeth Towne. Published by Elizabeth Towne, Holyoke, Mass. Price \$1.00.

This book is the latest development from the pen of the well-known and popular writer on New Thought. Some of the chapters in the book explain interesting topics, such as "The Seven Principles of Creation," "Cosmic Consciousness," "Mental Immigration," and "The Practice of Prosperity." "The Seven Principles of Creation" the writer dominates as, first "Force," second "Discrimination," third "Order," fourth "Life," fifth "Fermentation," sixth "Transmutation," and seventh "Sensation." These are all clearly explained in the text and we are told graphically how the ears, eyes, nose and feelers are all Marconigraphs, and that every atom, cell and corpuscle in our body is a Marconi station for catching spiritual or **ethical vibrations**. It is a live, trenchant, appealing book, full of good thoughts and uplifting suggestions, and will probably have a larger sale than any of the author's previous books.

"Some Practical Experience in Phrenology." By Wm. McLuen. Published by the Author, Perry, Ia. Price 10 cents.

This pamphlet of forty-three pages carries the reader into the hidden truths of Phrenological Science. It unlocks the door to many a sealed room, for it has the key. It brings light to all who wish to know why Phrenology is a true Science of the Mind. All can afford to secure a copy and send it to a friend for Christmas.

CHRISTMAS NOTE.

Readers who want inexpensive Christmas presents would do well to send subscriptions for their friends for the Phrenological Journal.

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22. Base of the Brain.
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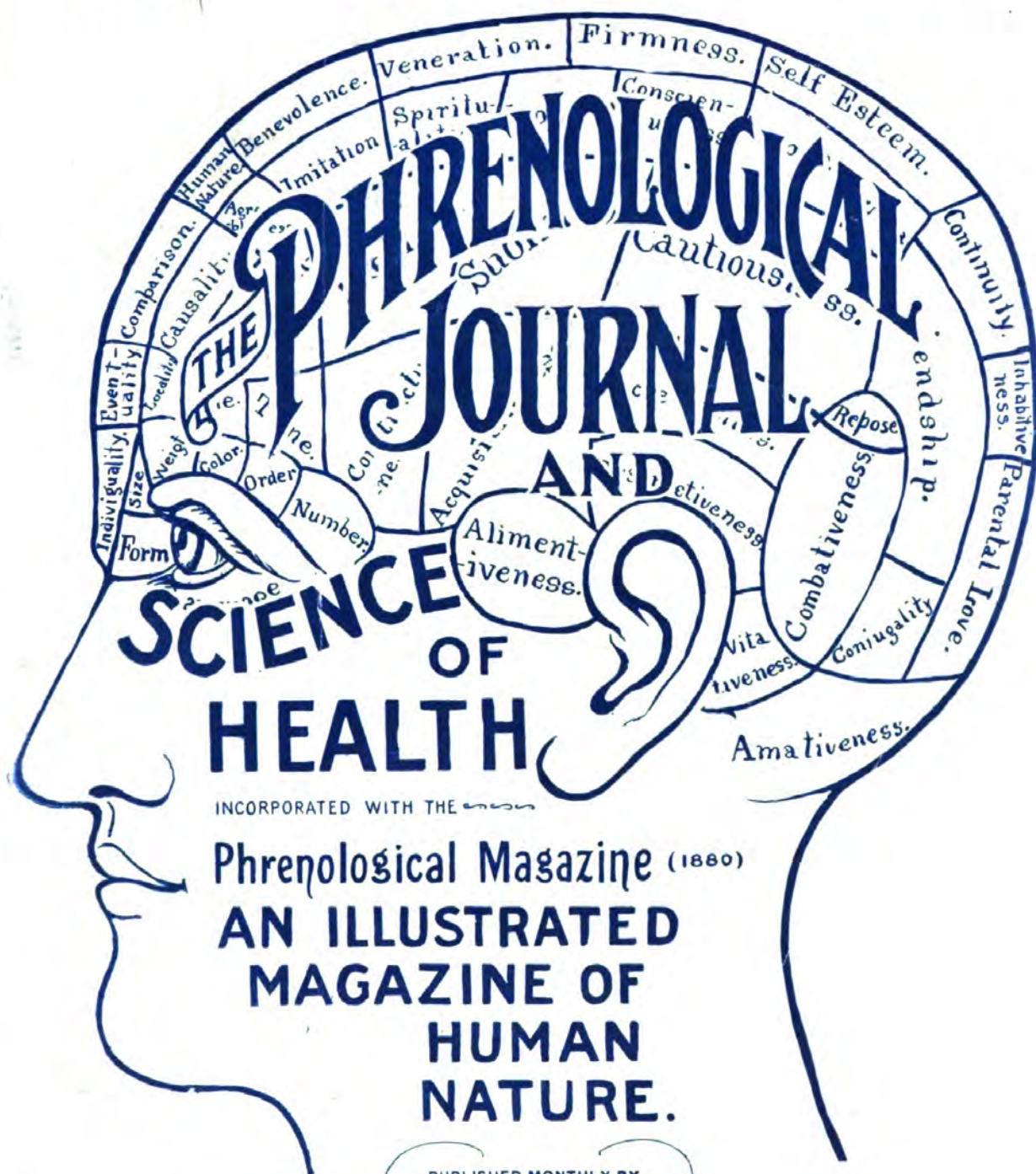
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WHOLE NO. 862



JUDGE ALFRED E. STEERS.

BOROUGH PRESIDENT OF BROOKLYN.

The Borough President of Brooklyn, of whom the whole of Greater New York has heard, is interesting not only as a Judge, Magistrate, and Justice of the Peace, but also as a man. Were we to strip him of all the insignia of his office we should still find that Nature had endowed him with sufficient laurels to admire.

We have noticed that some men become ornamented with an office, while others ornament the office which they hold. Judge Steers is a man who has added importance and dignity to the position to which he has been elected. He has certainly raised the standard of his office and ennobled his calling, because his motives are sincere and he wishes to better the conditions around him. He is direct, and goes straight at a matter without beating around the bush or showing hesitancy when he is sure of his ground; but he is deliberate when great issues are at stake, for instance, when he has to give the deciding vote or lay out public funds appropriately.

Being endowed with an inheritance from both parents, he is better able to understand the needs of both sexes than those men who are wholly masculine, positive and dominating in character. We shall see as we proceed why this is, and how his faculties blend and intermingle in such a way as to give strength, courage, and manliness, and yet gentleness and persuasion.

His temperament is an interesting one. He has much of the Motive or active and executive type which takes pleasure in throwing energy, ardor and strength into any work that he undertakes, but he has also a promi-



JUDGE ALFRED E. STEERS.

nently developed Mental temperament, which shows itself in his large and active brain. He is never idle, and probably wastes less time than ninety per cent of the men in public office.

Fortunately for him, he has a wonderfully wiry constitution, which enables him to go through and endure an unusual amount of fatigue without feeling exhausted.

In his personality we note the following characteristics: A large and active brain, which is developed principally in the anterior and superior regions; large gray eyes, which are exceedingly bright, keen and intelligent;

well-formed lips; a prominent nose; finely chiseled ears; firm chin; and dark hair and mustache. These signify not only that his brain is active, but also that his whole nervous system is under his control, which enables him to attend seven different meetings during one evening without apparent exhaustion. Luckily his circulation is not defective, and hence he nourishes both body and brain alike.

He is not a weathervane that changes with every turn of the wind, although he may feel the slightest breeze; but frequently the only visible effect is to make him "fasten another button of his coat."

Zeal and enthusiasm are among his most salient characteristics, and his organization renders him capable of experiencing exquisite physical sensibility as to both pain and pleasure. This might be a source of danger, but having a good moral brain his sympathies are with the right, and as his intellect is capacious the treasures of his knowledge will attract him and keep his appetite within proper bounds.

Some of his strongest characteristics show themselves through his finely developed intellect; his conspicuous forehead; his executive ability; his keen foresight; his financial economy; his analytical discernment; his intuitive insight into character; his oratorical ability; his keen sense of humor; his noticeable sympathy for those who need comfort and sustenance; and his fearless courage in attacking the evils of the day.

The organ of Language should give him fluency of speech to express his mind in a flowing, easy style, and his conversational talent should charm all who come into his presence. He never says a word too much, yet never leaves a word unsaid that is necessary to explain a situation.

The character of Judge Steers is largely augmented by the capacity of his mind to mete out sympathy where it is deserved and charity where it will not be misapplied. A man who is all intellect, with no touch of human kindness or charm of sympathy, is cold, callous and indifferent, and is only half a human being; but Judge Steers represents both the masculine and feminine elements so distinctly that there is apparently no lack of power to understand all classes of which the human family is composed. A man who is a Mayor of a City like New York, or one who stands near to him in importance, as Borough President, is liable to become self-opinionated and even conceited. But in the case of Judge Steers, we have never met a man who was so modest in his official capacity, and who really shows the desire to carry out to the full his duties and responsibilities as he sees them.

Practical economy enters into his nature very largely, and hence he does not like to see extravagance of any kind. Even if he were a man of great wealth he would not think it right to be lavish in the expenditure of private or public money.

Consistency of conduct, and conscientious regard for duty and personal obligations stand out as sentinels in his character.

Few men are so well able to adjust themselves to circumstances and to adapt themselves to different kinds of work as he is, and versatility of mind enters very largely into his character.

He does not live in today alone; he sees ahead and plans for the future, as he is far-sighted, prudent and cautious. The characteristics of others he sees very quickly, and without knowing how he does it, perhaps, he sums up people in a moment.

Many honors have come to him in the form of trophies; a fine loving cup, pieces of parchment, from almost every conceivable Society, such as The Fireman's Club, Military Societies, etc. We counted at least nine or ten such tributes of esteem in his book-lined study. In one corner our eye was attracted to some odd-looking curiosities. First they made us think of pipes, but we were reminded that the Judge does not smoke, and when we looked more closely we found they were six gavels—made of different kinds of wood—from various Societies to which he has belonged, including a large Bible Society.

Although through his vote, or signature, he can expend thousands of the City's dollars, yet he is anxious to save the reckless expenditure of all unnecessary money. As a resident of Brooklyn of many years' standing, he is interested to see all the rights and privileges of Brooklyn recognized, and will make all the improvements possible in the streets of the City.

For eighteen years he was a Magistrate and Judge, and was connected with the Army for over twenty years.

What is so remarkable is that he has never smoked tobacco of any kind and has never formed the habit of drinking alcohol, yet he has won the esteem of others in high places, nevertheless.

Mr. Steers is a native of Brooklyn, although his parents came from Germany, and his father served in the United States Navy in 1835.

When he was elected Justice of the Peace Mr. Steers had the largest majority ever polled, and when he was elected by the fusion ticket over a year ago for his present position, he received the largest number of votes ever given to any previous officer.

MRS. MARY BAKER EDDY.

Mrs. Eddy had a remarkable organization, and it is not so much to be wondered at that she was a great leader and teacher, for anyone who came into her presence could not help but be charmed with her personality. Her character was a unique one, and few persons, even among men, have wielded such supreme power and influence. As a proof of this, the Christian Science Church is about to select seven men to fill her place.

Some of her characteristics showed themselves through her illumined face. Her eyes were full of light—spiritual light—not simply that of worldly thought and pleasure, but that which came from faith and confidence in the religion that swayed her whole life.

Her head indicated that she had a beautiful, earnest and dignified character. She possessed that inspiration of mind that comes from spiritual experiences, and this was manifested through her large organ of Spirituality. She cared little for herself, attributing everything to the power in which she believed, and lived an absolutely pure and simple life. Few persons will doubt, even if they do not entirely agree with her in her theories, tenets and religious belief, that the world is better for the life she led and the influence she wielded over others, and there can be no doubt that her followers are justified in their feelings of intense devotion to her name and memory.

Her spiritual nature was linked to her perceptive mind and gave her the capacity to build a structure that thousands have taken hold of and believed in. She may not have recognized "matter" to that extent that she realized that different persons possess different characteristics, but had she allowed herself to do so she would have seen right in her own Church that some men made better "Readers" than others, and some members comprehended her ideas more readily than others.

The outlines of her face showed great power, strength of mind, and ability to organize, plan and systematize her work. Her mouth showed her wonderful sympathy with and for humanity, for there was a heavenly smile that rested on this part of her face. Her eyes were illumined, as we have said, with intellectual insight, and showed as much power as the X-rays when placed upon any part of the body. The lower lobe of her ear indicated her wonderful hold on life and her capacity to overcome disease, although she may not have looked upon things in this light.

She seems to have been born for the work, and when a little girl of seven, a noted Divine said, after talking with her, that she was sanctified before she was born. We believe that there is more in hereditary influences than even she was willing to admit.

Her head was large, and we believe that her father was right when he remarked that her brain was too large for her body. Her mother was in the habit of reading much to her child, which made her very inquisitive, especially when she "heard voices" calling her quite often.

At ten years of age she told her oldest brother that she wanted to be a scholar and write a book. He said to her that he would teach her Latin grammar if she would be diligent in her pursuit of knowledge.

She was one of the remarkable spirits of the day, and helped many who were suffering.

She was slight in stature, tall and thin, and weighed about eighty-five

pounds. She had light blue eyes and an abundance of white hair.

Mrs. Eddy was born in a farmhouse in Bow, New Hampshire, in July, 1821. Her family took tender care of her, and after sending her to school they found that this was too much for her frail health, and so she was allowed to roam about the fields. Here she would often talk to the pigs, whom she said were unhappy and needed her sympathy. She was the courageous leader of millions of serious thinking people.

COUNT TOLSTOY.

HOW CAN WE ACCOUNT FOR HIS PERSONALITY?

As a reformer, writer and enthusiast Tolstoy held a unique position in the history of the world. For his sincere desire to live the simple life, and for his extreme censure of those who refuse to do so, he had hardly his



THE LATE COUNT TOLSTOY AND COUNTESS TOLSTOY.

equal in the annals of Russia, Germany, Italy and France. That he was

equally severe on women and children is found in his words, "Women and children are the chief obstacles to the living of the ideal life." His wife, however, answered him well by saying, "Nay, without me you would not be alive to-day to live any kind of a life, ideal or otherwise."

Every age needs its censor, and Tolstoy was to Russia what Garibaldi was to Italy, Kossuth to Germany, Patrick Henry to America and Ireland, Cromwell to England, and John Knox to Scotland.

Even if we do not believe in all of his ideas and teachings, we cannot help being interested in his unique personality. He passed an isolated childhood, and many of his peculiarities may be traced to this fact and to his self-indulgence of manhood operating upon a deeply speculative mind. Everything that happened had an influence upon him and drew forth his question or comment.

He was born in the year 1828, was left an orphan at an early age, and taken with his brothers to live with an Aunt at Moscow. He was naturally a sensitive child, and was rendered more so by his extreme loneliness. The superficial life at his Aunt's home disgusted him, and the difference between the profession and the practice of Christianity, together with the base actions of his associates at the University, drove his early faith entirely from him.

Tolstoy's personality was as peculiar as it was strong. He had a powerful frame for a man of seventy-seven years, having large and strong bones, muscles and brain, and square shoulders, while his kindly eyes shone forth like sentinels from beneath his heavy brows. His broad chin was almost hidden by his massive beard, and his whole appearance was rugged, powerful, and uncouth. Yet Nature had unmistakably stamped him with the indications of culture however much his working peasant dress belied it.

The two sides of his nature were apparent at different times, but they were nevertheless well marked in his organization. The one was his lovable disposition and his tender sympathy, which were observable through the expression of his large Benevolence, which is seen towering upward from his forehead. While the other side came from his vehement convictions, his love of truth as he saw it, and his lionel strength of mind in attacking useless customs. This manifestation of character was to be seen in the width of the base of his head, which gives energy, pluck and executive ability, and owing to the height of his head above the ears it was possible for him to show his determination of mind to carry out his views of Christianity, Morality and Justice.

The fullness of his lower lip and the intensity of his social nature would lead one to suppose that in his earlier years he enjoyed the gaities of life as fully as he slashed into them in his later years. He knew no middle course, and he was a proof of his extreme views of life.

No man is so complete a composite picture of George Fox, Thomas Carlyle, John Ruskin and Herbart, than he, and the heavy brows and full temples indicated a marvelous combination of the characteristics that these men possessed.

His eyes, as they appear in his portraits, have a frank, straightforward and honest gaze. There is no cruelty, craftiness or deception in it, and the expression strangely mingles a love of truth, mercy and sadness, rather than vindictiveness or desire to fight the existence of unjust laws. This is inferred from the openness of the eye and the absence of severity, while candor appears to be a dominant trait.

In the nose there seems to be less of the cultured gentleman than appears in the eyes, and in its form one sees rather the elemental type of mind; it certainly has not the refinement of the polished individual or the "thoroughbred aristocrat," but more of the style of the peasant who is unsophisticated in his ways, manners and tastes.

The mouth, though little can be seen of it, suggests remarkable force of character, a didactic expression of opinion, and the possibility of strong passion.

The indications all go to prove that the head is large. The lobe that presents itself most prominently to our gaze is the frontal, and this is massive, bold and cumbersome, and high in the center, which harmonizes with the lofty, noble and philanthropic ideas of this remarkable, though at times peculiarly overwrought mind. Had his head been flat in this region and broad in the temples, we should not have heard of his agreeing with Henry George, denouncing monopolies, giving up his own lands, or refusing to receive copyrights for his writings.

His head appears to be high in the center of the superior region, in the area of religious faith and steadfast adherence to his belief in God. Such a development would suggest an earnest and zealous religious character, not merely in outward semblance, but in true piety.

The area for Acquisitiveness is apparently deficient, and is to be seen by the narrowness in the region of the temples; hence it is clear to the expert observer that riches, property, and money had no charm for him. He was no "grafter" in the smallest degree, and would never have made a living in Wall Street, or as President of a New York Trust Company.

Secretiveness also is apparently deficient, and here we have much light thrown on the eccentricities and salient characteristics of this remarkable man. Lacking the sense of property, and possessing but little reserve, diplomacy or tact, it is easy to understand why he believed in a free discussion of Socialism, a free distribution of land, money or property, and suggested a system that would refuse any reward for artistic, literary or scientific labor, and take payment only for the effort of his hands.

As his Benevolence predominated over his Acquisitiveness, it was easy

for him to favor the abolition of individual ownership. Few, if any, men with large Acquisitiveness, small Benevolence, and small Conscientiousness ever become imbued with the ideas that made Count Tolstoy the man he was.

As a writer, we should naturally expect, from such a head, with its large Sublimity and Perceptive Faculties, strong and even extravagant descriptions of character, scenery and emotions. In his case, of the two methods of reasoning, analytical and synthetical, the former was evidently larger than the latter, or the metaphysical, philosophical and reasoning power, thus giving play to his large Comparison. No one will doubt the sincerity of his teachings, and this element of his mind was substantially endorsed by his large Conscientiousness, which gave a squareness to his top head.

Hence as a reformer he showed a mind that was resolute, robust, resisting and refined. As a writer he was distinguished for his freedom of thought, his realistic descriptions of life, and inferential philosophy, and as an enthusiast he showed an earnestness, zeal and sincerity that knew no turning back, even though his theories were arbitrary and didactic.

Count Tolstoy had been married forty-eight years; two years more would have enabled them to celebrate their Golden Wedding. Two years before he died he observed to Mr. Herman Bernstein these characteristic words: "I am growing old and weak; my end is approaching rapidly. And the older I grow the happier I am."

The flight of Count Tolstoy from Yasnaya Polyana, at the age of eighty-three, was the culmination of his views on the simple life. He knew at the age of eighty-three that his end was approaching, and his last step was a natural evolutionary climax to the life he had led for the last thirty years.

J. A. FOWLER.

RUNNING FOR OFFICE.

"I think I'll send a ton of coal to every widow in the district. How is that for a scheme?"

"Purty fair. But what if the other candidate sends coal to them as ain't widows as yet? They control the votes."—Louisville Courier-Journal.

Affable grocer (to local art master): Yes, sir, I shall be sending 'im along to your evening classes when 'e's a bit older, and I want you to learn 'im just like you learned his brother. You so trained that lad's eye, sir, that 'e can cut the bacon to a quarter of an ounce.—Punch.

The West End Mystery.

A STORY BY FREDERICK WETHERELL.

My old friend Porter manages a detective agency, and in the capacity of private detective he has achieved a number of successes that have been duly chronicled in the press of the country from time to time. These he attributes to his knowledge of Human Nature, which he gained through the study of Phrenology. Lately he has added another exploit to his long list of successes the account of which I have just been reading.

This story has called up stories of some of our youthful episodes, for Porter and I were boys together in the west end of old Boston. I wonder if he remembers the time he first developed his talent for intrigue and diplomacy. It is often interesting to look back to the earlier periods of the lives of those who have distinguished themselves in any line of thought or action and note the traits of character that they exhibit while evolving into the condition of mind that brings success.

One of our favorite diversions in those days was to go out together among the furnished room houses, that are so plentifully scattered throughout Boston, and assume various characters and pretend we were in search of a domicile where we could find rooms and board. On this particular occasion we were supposed to be medical students who desired a suite of rooms where we could dissect dead bodies for anatomical purposes. Now this may seem to be an exaggeration, but it is a positive fact, and furthermore, we assumed and carried out our parts with a tact and skill worthy of a better cause; our purpose being to note the dismay and horror depicted upon the faces of our victims.

In the first instance we were confronted by the typical landlady, middle aged and stern of feature, with prominent brows. After stating our business we were curtly informed that she would not rent her rooms for any such purpose, as she did not wish her house to be turned into a morgue. We became bolder as we proceeded, and the bolder we got, the more ridiculous and extended became the story we told.

Finally an old lady came to the door and she greeted us with a smile and invited us inside. My friends gave me a wink, as much as to say "A good subject to work on." But the old lady looked so mild and inoffensive that I interposed and related our story with some of the horrors trimmed off. I inquired if she had any objections to our having skeletons brought to the house, for, being medical students, we were obliged to use them in our studies.

My story did not produce the usual effect, for instead of being shocked the old lady seemed delighted, and informed us that she would have no objections to having skeletons around, as she was used to them, being of a scientific mind.

There was nothing left for us to do but inspect her rooms, and after the examination we informed her that the rooms would be too small, otherwise the house and location were suitable in every way. She thought we might be accommodated next door, as they had a number of rooms to let, and as she followed us out to the stoop, we were obliged to apply to the next house in order to make our bluff good. To the lady who came to the door we stated that we were directed to her by her neighbor. We were promptly ushered in and inspected a number of rooms. We told her we thought they would answer and that we would engage them on certain conditions. Then my friend commenced his little yarn and while he was talking the landlady led us into her front room, where we were nonplussed for the moment, for we were not prepared for the tableaux that met our gaze.

Seated in the room were two young ladies, evidently the landlady's daughters. The girls were personifications of the pearl and cream order of beauty, with ruddy cheeks and complexions that were a marvel. In short, we were so impressed that Porter paused a moment in his narrative, but rallied himself again and launched forth into a nonsensical rigmarole of medical student talk, that seemed so out of place under the circumstances that I felt ashamed and gave him a look to cut it short. But Porter had got one of his funny fits and there was no stopping him until he had spun his little yarn.

I looked at the young ladies who, with open mouthed amazement, were drinking in every syllable of his tale of horror; and I also looked at the landlady, who must have smelt a rat, for a smile was beginning to illumine her countenance as she seemed to be more amused than amazed. Then the situation dawned upon me in such a ludicrous light that I had to laugh in spite of myself, and at the same time edge toward the door. My outburst of laughter seemed to break the spell that bound the young ladies at Porter's recital and they, as well as the mother, and even Porter, all commenced to laugh, and what began as a serious matter of fact, ended in a ludicrous farce, and during the laughter we made our exit. The incident was not only comical in the extreme, but I felt chagrined to think we had made such an ignominious exit.

After we reached the sidewalk, I said to my friend: "Why didn't you let up when you saw the two damsels, and we could have engaged a room and so get acquainted with them? We've made a fiasco of the whole thing."

"Now don't blame it on me; if you had kept your mouth shut and not laughed the way you did, everything would have been all right."

"Sure," I replied, "but what are you going to do now? I think we would be doing them an inestimable service if we honored them with our acquaintance."

"To be sure," said Porter, "and I have an idea; we will send our friend Addison around there and let him engage a room. Then we can call on him and thus get in with the girls."

"That is a good idea, but is he capable of performing the part, and would he carry out our instructions the way we would want him to? He's a sort of slippery guy when women are concerned."

"Well, we can try him," answered Porter, "and at the same time make it to his interest to do the job all right, and give him to understand if he betrays our confidence that something will happen to him."

So we parted with the understanding that we were to meet our friend Addison the following day and engage his services for our scheme, if possible. When the time arrived we found our man at the place where he worked, as he was going out to lunch. We stated our plan to him and he consented willingly enough.

"But what about paying for the room?" asked Addison; "do you expect me to stand for it?"

"No, my good fellow," said Porter, "we'll give you the wherewithal, amounting to \$2.00, for which price they will allow you to sleep under their roof for a period of one week, providing you behave yourself."

"And do not bring any skeletons into the house," supplemented Addison.

"Only your own," said Porter. "The address is No. —, Vernon Place."

"And who are the people?" asked Addison.

"Oh, that's one of the facts which we wish you to ascertain," said Porter.

"All right; I'll see what I can do for you."

"And remember," said Porter, "no tricks; if there is any treachery our vengeance will be swift and sure. But if you fulfill our mission to our satisfaction, you'll be rewarded."

"All right," said Addison, "so long!"

We waited a couple of days before expecting any word from Addison. Then we began to look for him to materialize, and to give us some evidence that he was on the job. But not a sign nor a word did we hear from him. Finally, after waiting seven full days, the time allotted for which he had paid for his room, we decided that something was amiss. We had been to the office where he worked, but were informed that he had left the place. Then we went to his boarding house with a similar result. There was no clue to his whereabouts.

(To be continued)



Captains of Industry.

THE DEVELOPMENT OF THE JOSEPH DIXON CRUCIBLE COMPANY.

What is a crucible? Ask the first person you meet this question, and it is probable that you will receive at best only a vague answer. This is not because the crucible is an unimportant feature of modern civilization, but its use is entirely confined to technical fields. Crucibles of one sort or another have been in use for centuries, but the graphite crucible in its modern form is the invention of Joseph Dixon, who was also the founder of the Joseph Dixon Crucible Company, Jersey City, N. J.



JOSEPH DIXON, FOUNDER.

In the parlance of the foundry a crucible is a "pot." It may be considered as a cross between a flower pot and a pitcher. It is composed of graphite and clay and is used as a receptacle in which to melt metals. It is capable of resisting the fiercest heat, being compelled to withstand above 2500 degrees Fahrenheit in the melting of steel.

The pencil is quite the antithesis of the crucible as far as concerns the public's general acquaintance. Everybody not only knows what a pencil is, but uses one to more or less extent. Pencils are also one of the products of the Dixon Company, for the pencil, like the crucible, contains graphite, and the Dixon Company prepares almost every commercial product into which graphite enters.

Joseph Dixon was born in 1799, the same year that the father of our country died. In a Phrenological reading of Mr. Dixon from photographs, without knowing who he was, we gave the following summary of his character:

"Some men make good pioneers, organizers and founders. They have clean-cut ideas, and lay excellent foundations. They do not build on the surface but dig down deep in order to make their work substantial. This gentleman is a man of the above type."



GEORGE T. SMITH, PRESIDENT.



HARRY DAILEY, SECRETARY.

He was of a resourceful and mechanical turn of mind, and after the invention of his graphite crucible, began its manufacture in 1827. He also prepared the formula for Dixon's Stove Polish, with which at least all the older members of the present generation are familiar. This was the beginning of the Dixon Company, and a humble one it was.

As the years went by products were added to the crucibles and stove polish until the Dixon line now includes a wide variety which, while graphite forms in each a base, are adapted to widely different uses. Perhaps one of the most distinctive of these is lubricating graphite. That

graphite was a lubricant was known a great many years ago, but the Dixon Company was the first to develop the lubricating graphite market.

Its present day success in this field is due to a variety of reasons, among which must be included the advantage possessed by the Dixon Company in source of natural supply. In the vicinity of Ticonderoga, made famous by Revolutionary history, are the Dixon Graphite Mines, which produce what is probably the finest lubricating graphite known to the world to-day. After passing through the necessary processes of refinement it goes to the engineer and helps to keep the wheels of commerce in action. Of course it required something of a struggle to secure proper recognition of graphite as a lubricant, just as any new thought does, but to-day Dixon's Flake Graphite is favorably known to engineers all over the world.

Another distinctive product for which the Dixon Company is to be credited is Graphite Paint. In addition to the ability of graphite to success-



GEORGE E. LONG, TREASURER.



J. H. SCHERMERHORN, ASS'T SEC. & TREAS.

fully resist almost any degree of heat or cold, it is chemically inert; therefore, when combined with linseed oil as a vehicle, it provides a durable and an efficient preservative coating. On enclosed steel work of buildings, and on exposed steel work of bridges, it supplies the very best of service, and is very widely known. The steel work of such structures as the McAdoo Terminal Building, Gimbel Department Store, and others of prominence all over the country, was painted before enclosed with Dixon's Silica-Graphite Paint.

Of course, no business can succeed, no matter how valuable may be its product, without "man power" behind it. Naturally the long life of the

Dixon Company has seen many directors of its policies come and go. The present head of the Dixon Company is Mr. George T. Smith, who assumed control upon the death of Mr. E. F. C. Young, and has continued the success achieved by his predecessor. In a Phrenological reading, among other things, we summed up Mr. Smith as follows:

"In short, he is a clear-sighted, intuitive, sympathetic, ingenious, conscientious, analytical man, and should be much respected by his fellow citizens wherever he may reside and will be called upon to fill some office of importance and trust in a business, in a church, and in municipal matters."

Mr. George E. Long, Treasurer of the Company, is one who has given the best years of his life to its advancement, having spent thirty-four years in its service. Mr. Long was the chief "man power" behind the development of Dixon's Lubricating Graphite and Silica-Graphite Paint. In a Phrenological reading of Mr. Long's character, he was summed up very accurately, as all his business associates will agree, in the following sentence:

"He is alive all over, and sees keenly what is going on behind his back as well as what is going on in front of him. He is a very intuitive, persevering executive, and sympathetic man, and a great lover of accuracy in all his business affairs."



PLANT OF THE JOSEPH DIXON CRUCIBLE CO.

Mr. Harry Dailey, Secretary of the Company, has spent almost as many years of service with it as Mr. Long, and, like him, has risen steadily from the ranks to his present position of honor and responsibility. The Dixon Company has the following to say of him:

"Mr. Dailey has been an able and valuable man to the Dixon Company, full of energy and ambition, and one who has been up with his work at all times, and yet who has found time to take an active part in politics, church work and other outside duties."

The "baby" of the Dixon administrative force is Mr. J. H. Schermerhorn, whose genius for organization and modern business methods, has earned him his offices—Assistant Secretary and Assistant Treasurership. Mr. Schermerhorn's previous business training has been such as to render his especially fit for the offices he now holds.

The Dixon Company has always taken a keen interest in its young men, and this accounts for the long records of service held by so many of the Dixon employees. For instance, they have sixty-nine men who have been with the company for over twenty years.

It would be interesting to compare views of the Dixon Plant of several decades ago with one which shows its present proportions. Unfortunately no pictures of the embryo Dixon Plant, so to speak, are extant. Some idea of its present size, however, will be secured from the accompanying picture and statement that at this writing the total floor space of the factory buildings alone, exclusive of the office and power plant, equals 344,500 square feet. You will note that we say "at this writing." Additions have been added so fast in the last few years that it is difficult to be sure that one has the latest figures.

In the Dixon house organ "Graphite," which is the monthly publication gotten out by the Dixon Company, they recently printed an article entitled, "All the World Uses Dixon's Graphite." This article illustrated the universality of graphite in some one or more forms. Among the industries and individuals making use of graphite were included newspapers and magazines, locomotive and marine engineers, foundaries, machine workers of almost every kind, carpenters, electrical workers, chauffeurs, households, and last but not least, the average man and woman.

CRANIUM.

Lady from Bargain Sales—What is the next train for Brixton?

Booking Clerk—Two-ten.

Lady—Make it two-three and I'll take it.—Punch.

"Where did Maudie get that handsome hundred-dollar gown?"

"She earned it by writing an article on 'How I Dress on \$10 a Year!'"

When you do get something for nothing it is worth just about as much as it costs.—Philadelphia Record.



The Cause of Infantile Paralysis.

The daily newspapers of New York and other cities have recently reported that the cause of Infantile Paralysis has been discovered by the Director of the Rockefeller Institute.

It is stated that the first notable outbreak of this disease was in the Summer of 1899, when there were 180 cases in New York City, with 5 deaths; in 1902 there were only 30 cases, with no deaths; in 1904 there were 460 cases, and 40 deaths; in 1906, 1346 cases, with 76 deaths; and in 1909, 2023 cases, with 237 deaths.

The experiments recently made on monkeys, it is claimed, show that this disease is an infection of the spinal cord, and we quote the following from a newspaper article regarding the discoveries in this disease at the Rockefeller Institute:

"The first tests in the Rockefeller laboratories in the investigation into the infant paralysis discovered that it was not a blood disease. The blood of children afflicted with the ailment was transfused into the veins of monkeys and other animals without causing any infection. This conclusively disposed of one theory to which many physicians have clung ever since the first notable outbreak of the disease in this city in the Summer of 1899.

"A portion of the spinal cord of a child which had died from infantile paralysis was then transplanted in the upper end of the vertebrae of a monkey. Almost immediately the animal fell ill. Its legs began to shrivel, and it grew more and more helpless, just as a child does when seized by the disease.

"On the death of a monkey afflicted with infant paralysis its brain and spinal tissues were studied under powerful microscopes for the purpose of discovering a distinctive microbe. None was found. Further experiments, however, showed that *some germinal agent existed in the nervous membranes*, and although too small for the microscope, it was actively infectious.

"As soon as a bit of the spinal column of one paralyzed monkey was transferred to another monkey that monkey invariably fell ill. Thereupon the investigators began to try for a vaccine which might be used to produce an antitoxin for the disease as is used for diphtheria. As yet no specific remedy has been found, but so much knowledge of the hitherto unknown

nature of the disease was obtained that the discovery of a cure is confidently expected.

"'Infantile paralysis afflicts children almost always in the first two years of life,' said Dr. James Ewing, head pathologist in the Cornell Medical College. 'It comes suddenly and unexpectedly. It afflicts both the rich and the poor. It is relentless in its cruelty, transforming a child that formerly appeared in perfect health into a shrunken-limbed cripple.'"

WHAT IS THIS GERMINAL AGENT?

Now, if this "germinal agent" in the nerve membrane, which can cause this disease, is so small as to be invisible with the most powerful microscope, how did it get into the nervous membrane of the child? Is there any way by which it could get there except through the blood, and are not the poisons that cause this "germinal agent" carried to the nervous membrane by the blood? Are not these poisons invisible in the blood as well as in the nervous membrane, and are they not taken into the blood through the food that the child eats? Are not the children who are afflicted with this disease fed both milk and the flesh of animals that contains putrid bacilli? The cause of this disease is undoubtedly from the food the child eats, the liquids it drinks, or the air it breathes.

The true remedy for this disease is to stop the use of all food and drink but pure fruit juice of some kind, like that of grapes, grape-fruit, oranges, lemons, pineapples, and other citrus fruits. Let the child have no other food until the symptoms of the disease disappear. In the meantime give the child warm baths two or more times a day, using as much friction as the child will bear, so as not only to keep the pores of the skin active, but also to bring the blood to the surface. Use enemas of pure warm water to cleanse the colon, and thus eliminate from the body the poisons that are the cause of this terrible malady.

E. P. MILLER, M. D.

JANUARY MEETING.

The next meeting of the American Institute of Phrenology will be held on Tuesday evening, January 10th, at eight o'clock, when addresses will be given on Phrenology, and also on the work and influence of the late Count Tolstoy and the late Mrs. Mary Baker Eddy. The speakers of the evening will be Mr. John P. Wild, Dr. C. F. McGuire, and Miss J. A. Fowler. All are cordially invited to be present.

Interesting Facts Concerning Children



A COMPARISON OF HEADS.

TEDDY AND HIS MASTER.

This is a child of whom the parents should be proud as well as sensible of their great responsibility. They own a boy whose organization augurs well for his future happiness and well being. He has not been dwarfed by Nature in any perceptible sense.

The head is well rounded on the top, full on the sides, high and broad across the forehead, and compares well with the Teddy Bear beside him. He will make a stir in the world, because he will impress his personality upon whatever he does.

He will show remarkable mechanical ability, and had better be trained to some professional work like Engineering, or to a business where he will use his mechanical skill. Surely he will be an inventor along new lines of thought, and will discover some new ways of rearranging mechanical work.

He will not be averse to writing out his ideas; in fact, they will flow quickly and show themselves in some extensive literary work.

He will be just, as well as good-natured and kind-hearted in his enterprises, his business undertakings, or in professional work.

Note the flatness of the head of the Teddy Bear compared with its width, and imagine what bears would look like if they had the dome-like head of children of this stamp. Let us compare ourselves with animals during the coming year, and check the tendency, if it shows in ourselves, to the old-fashioned adage "as cross as a bear."

UNCLE JOE.

Greetings from Sweden.

TO THE ASSEMBLED CLASS OF PHRENOLOGICAL STUDENTS AT THE AMERICAN
INSTITUTE OF PHRENOLOGY, AND TO OTHER FRIENDS OF OUR
CAUSE WHO ARE PRESENT.

Dear Friends and Co-Workers:

I herewith take pleasure in sending you all a few words of greeting from Sweden. May you all attain progress in your studies, be faithful in your duties, and appreciative toward your teachers. In Life's school you will find many new lessons to learn. Phrenology is the grandest Science ever promulgated from human lips or emanated from the writer's pen to unfold human nature's mysteries for mankind. Let all opposition be something to spur you onward. Temptation is only a high-pressure test of human character's safety-valve. Victory is our reward.

It is lack of force and executive power that keeps good, well educated Phrenologists out of the field. Thousands can gather knowledge, but few can give it away properly, pleasantly, and profitably to both the speaker and his auditors. I am rapidly growing older and more gray-haired daily in the service of Phrenology, and do not regret that I have toiled for our cause. But I long for the land of "Old Glory" now. It is duty to our cause and its progress for the coming centuries of time that has kept me here so long. Yes, it seems against my will. But the footprints of the thoughts on Phrenology which we have established within the brains of over 120,000 people in Sweden, Norway, Denmark and Finland, as well as indirectly in other countries, will never be effaced from the treasure houses of knowledge in the world's grand citadel of human thought. Dr. Gall's message to humanity receives an impulse onward, a step forward, while the oft invisible yet powerful forces of ignorance and darkness must suffer and be shattered by every broadside fired from the cannons of the American Institute of Phrenology yearly in New York City. Are you, dear listeners, one of the solid shots, or only a bit of wadding behind the actual shot? The history of Phrenology will tell the tale as I cannot now.

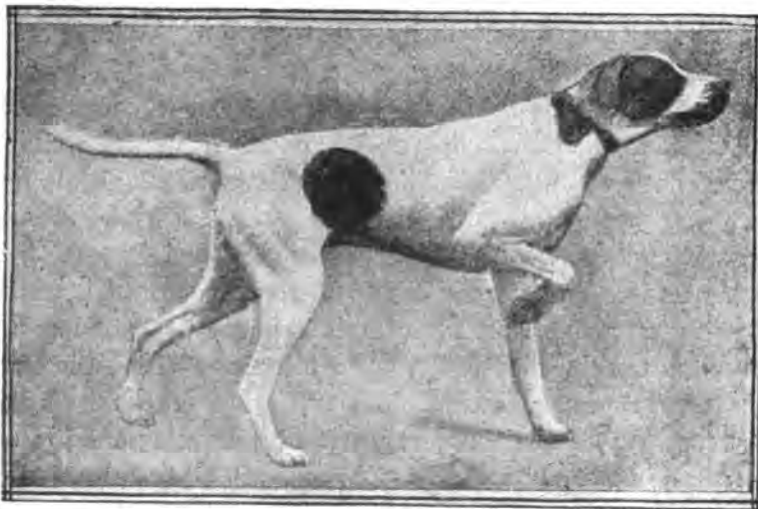
(Continued on page 23)

Stories About Animals

DANGER—THE DOG WHO TOLD TIME.

BY FARMER SMITH.

Edwin St. John and Phillip Bevins are two little boys who have a dog—that is they own the dog together. On Tuesdays, Thursdays and Saturdays the dog belongs to Edwin, and on Mondays, Wednesdays and Fridays he belongs to Phillip.



THE POINTER.

On Sunday he belongs to them both alike; now isn't that a funny way to own a dog?

You see, they call him Danger because he barks when anybody is coming. Phillip thought of this name and for that reason he was allowed to choose the days of the week when the dog should belong to him.

The most remarkable thing about Danger is that he can tell time, and it was Edwin who discovered this, and he said to Phillip:

"A clock wags its pendulum and a dog wags his tail. If we can put Danger on a bench and tie a weight to his tail, when he wags his tail he will, of course, tell time."

One day they put Danger on a bench and tied a little wagon wheel to his tail. Then they found out that he wagged his tail fifty-seven times every minute, and if you will multiply this by sixty you will find just how many times he wagged it in an hour.

One day when the boys had put Danger up on his bench and started his tail to ticking—I mean wagging—all of a sudden Danger caught sight of a cat:

“Mercy sakes!” said Edwin, “our clock has stopped.”

Now wasn't it a funny thing that Danger, the clock dog, should run away just in the middle of his trying to tell time?

When Edwin went home that night he told his father about Danger and how they had made him tell time by the wagging of his tail, and when Phillip went home he told his father how Danger, the dog who had told time for them, had run after a cat thirteen minutes after they had started his tail ticking.

These stories so amused Mr. St. John and Mr. Bevins that on Christmas morning Edwin found a beautiful watch in his stocking and so did Phillip, and now every day Phillip holds his watch to Danger's right ear and Edwin holds his to Danger's left ear, and he wags his tail sixty times a minute instead of fifty-seven. How DO you suppose Danger knows that he was the means of getting Edwin and Phillip their watches for Christmas?

GREETINGS FROM SWEDEN.

(Continued from page 21)

The great spirit of Dr. Gall is ever with us and encourages our onward march. He lives in the souls of those who seek to perpetuate his teachings, and you ought to do your share for the diffusion of Phrenology's advancement. The more we give away of knowledge the more we have. Treasures of thought we carry with us to another world without paying extra for “excess baggage,” and the kindly word rebounds with good effects upon the giver.

How shall all this be attained? My reply is: Work instead of wait; wear out instead of rust out; seek for the truth everywhere; and

“Count that day lost whose last descending sun
Views from thy hand no worthy action done.”

With kind greetings to you all, I remain,

Fraternally yours,

WILLIAM E. YOUNGQUIST,

Stockholm, Sweden.

AVIATION.

Characteristics of Aviators.

Every department of work calls for certain mental qualities, and as there is harmony between body and brain and a constant interchange of interests, we find that bodily conditions must work harmoniously with brain activity.

In examining the characteristics of persons interested in aviation, an expert notices the percentages of talent and ability possessed by such men



JOHN B. MOISANT.

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MOISANT ROUNDING THE STATUE OF LIBERTY.

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as Claude Graham-White, the English airman, J. Armstrong Drexel, the American aviator, John B. Moisant, an American aviator, Ralph Johnstone, who climbed with his Wright biplane to the height of 9,714 feet and established a new world's record, among others, and notes the comparison of talent between them and the ordinary business man, the buyer, salesman, lawyer, physician or artist.

Though all these men have the same characteristics, yet some have

eighty per cent of daring, ninety per cent of perception, fifty per cent of caution, one hundred per cent of weight or balancing power, ninety per cent of mechanical ability and fifty per cent of causality.

John B. Moisant shows that he has a remarkably strong perceptive intellect, which gives him a memory of the form and proportion of things; weight to balance himself in unusual circumstances and trials of strength; a moderate amount of cautiousness which destroys fear and enables him to take great chances; approbateness which increases his ambition to excel in whatever he attempts to do; combativeness or courage which intensifies his desire to work out great problems; destructiveness which gives him pluck and energy to carry out a "stiff" proposition; and constructiveness which enables him to understand the working power of intricate machinery. Were he possessed of large Cautiousness, small Combateness, and only a moderate degree of Approbateness and Destructiveness, he would be filled with fear and be prevented from attempting anything wonderful in the line of aviation, and this sensitiveness would have been too great to enable him to make a dash for the special prizes that have been offered and given to aviators who were willing to run great risks with their lives.

THE EDITOR.

The American Institute of Phrenology.

The fourth meeting of the session of the above Institute was held on Tuesday evening, Dec. 6th, when a large gathering assembled, notwithstanding the snow storm that continued all the day and evening. This augured well for the interest that was manifested in the subject of Phrenology.

The address by the Chairman bore on some of the passing events of the day as touching phrenological knowledge. The speaker said she would cut her own remarks short to enable people who had come from Jersey City, Mount Vernon and Brooklyn to get home in good time, and would reserve her ideas on the New Thought until another occasion. She said she would like, however, to make two Examinations, and would call upon a gentleman sitting at the end of the Hall to step forward. On measuring his head she found the circumference to be twenty-four inches, by fifteen inches in height and fourteen and a half inches in length. Miss Fowler spoke of the wonderful balance of power that he possessed, mentally and physically speaking, and then touched upon his salient characteristics, one being his analytical judgment, which would tend to make him an able lawyer, a clear-sighted politician, and a keen discerner of character. At the close of her remarks she asked Mr. A. A. Adler concerning the capabilities of the gen-

tleman, as he was a friend of his, and he admitted that everything that had been said was true, and that the gentleman was an Attorney. Miss Fowler then examined a lady (Dr. Alma C. Arnold), whom she described as possessing remarkable discerning power, and as a physician she would show unusual skill in diagnosing disease. Dr. Arnold being a friend of Dr. Van Buskirk, was known to the latter lady, who testified to the accuracy of the description of the Doctor's character, as portrayed by the examiner.

Mr. E. Theophilus Liefeld, who was the speaker of the evening, gave a lucid and exhaustive sketch of Napoleon and his salient characteristics as understood by him after a study of many years. He said that Napoleon was not the selfish character he was generally made out to be, and cited many incidents where he had been misjudged. Having lived abroad many years, the speaker had had an opportunity to examine incidents in the life of Napoleon that most people on this side of the Atlantic were unable to study. He therefore asked his hearers to give an impartial opinion of Napoleon's character until they had had more opportunity to study his life as he had had.

Christmas souvenirs were distributed to all present, and many were the words of appreciation concerning the pleasure which the meeting had afforded.

Several present became members of the Character Study Club, which is steadily growing in numbers.

Among those present were Miss A. C. Brown, Miss K. Fitzpatrick, Mrs. H. B. Allen, Miss D. B. Allen, Dr. Alma C. Arnold, Miss L. A. Ransley, Mrs. Rose A. G. Fraser, Miss S. E. Baker, Mr. and Mrs. B. F. Yard, Dr. E. Van Buskirk, Dr. F. N. Glover, Dr. M. Lucy, and Messrs. Eugene Smith, F. Wetherell, H. H. Davis, A. A. Lomar, J. F. Strahlmann, S. M. Young, Wm. H. Harrison, Dan D. Lando, A. A. Adler, and others.

Mr. Piercy, in giving a vote of thanks to the speaker of the evening, mentioned several cases that he had converted to Phrenology by simply talking to people during lunch, and asked all who could to do the same. He said that the next Meeting would be held on Jan. 10th, the second Tuesday in the month, when it was expected that Mr. John P. Wild would speak on Phrenology, Dr. C. F. McGuire would give an address on the late Count Tolstoy, and Miss Fowler would speak on the life, work and influence of the late Mrs. Mary Baker Eddy.

Henry, aged three, was left alone with his three-months-old brother. His mother, hearing the baby cry, returned to find out what had happened. "O," said Henry, "I choked him a little, but I asked him to 'scue me."—Delineator.

THE
Phrenological Journal
 and SCIENCE OF HEALTH

(1838)

INCORPORATED WITH THE

Phrenological Magazine

(1880)

**NEW YORK. LONDON. JANUARY. 1911****We Wish Our Readers a Bright New Year**

Thou cam'st not into thy place by accident, it is the very place God meant for thee.—Trench.

**THE AID OF PHRENOLOGY
 IN A CASE OF MENTAL
 DERANGEMENT.**

In a letter recently received from Dr. J. M. Fitzgerald, of Chicago, he tells of an interesting case of mental derangement which he was called to treat. The following is Dr. Fitzgerald's account of the case:

"Last Wednesday I was called to the Wisconsin State Asylum at Mendota, to examine a young man twenty years of age, whose derangement had started in the faculty of Acquisitiveness and had inflamed the entire temporal brain, or the faculties of Secretiveness, Destructiveness, Combativeness, etc. He has been residing on the farm with his father at M. P., Wisconsin. The first symptoms that his father noticed were that he had a perverted idea regarding his property, or rather, a farm which his father intended to give him on his twenty-first birthday. He believed that the rocks had turned to minerals and the water to oil. Later on he suspected one of the neighbors of going to the farm at night in his automobile and stealing the minerals. This led to his idea of protecting his property, and if necessary, to shoot this neighbor. The father found that he had no

control over him, which was entirely different from his previous habit of mind, and calling two physicians, it was deemed best to place him in the asylum, he having become maniacal, later in a catatonic state.

"The routine treatment of the hospital has cleared his mind slightly, though it is still very weak. After talking to him for about half an hour and arousing his strongest faculties, that is, his moral and ambitious nature, I awakened his intellect to such an extent that his father and uncle were astonished, and happily so, for they had visited him just a few days before and found him in a depressed and uninterested condition of mind. The resident diagnostician has pronounced the case dementia praecox, which in the great majority of cases, is fatal, ending in complete dementia. I have given a much more hopeful diagnosis, namely, that of acute depressive mania, due to excessive work and greatly lowered nutrition, for we found the red blood corpuscles one million less per millimeter than they should be, and I believe, with the care that will be rendered him through a physician in his home town, who is becoming a student of phrenology, we can completely restore his mind. Next week, if his case does not present more serious features than the present, we shall get him out on parole.

"The following will give a pen picture of his mental and physical makeup. He is five feet ten inches in height, weight 157 pounds, medium light in complexion, motive-vital temperament with lymphatic tendency; that is to say, the tissues were soft and of a mushroom-like consistency when one considers that he was born on the farm and during the last six years has worked continuously out of doors. The hands are large, and the fingers large and spatulate shaped. The joints of the bones are all very prominent. He is naturally slow of movement, the co-ordination of the muscles being adapted to heavy work that does not require great quickness of action. The head measures $22\frac{1}{4}$ inches in circumference. He has an abundance of very light brown hair, with just a hint at tendency to curl. The face is rather pleasant at first glance, because of its boyishness and apparent kindliness. The mouth droops very much. The eyes are blue, the face very thin at about an inch back of the angles of the mouth, the chin not predominant, but of fair size, the cheek bones and nose rather prominent.

"The habits of the young man were what many would term ideal. He was religiously inclined and attended church each Sunday. When not working or sleeping he was studiously inclined, reading along the lines of farming.

business and religious thought. He was exceedingly industrious and worked nights if the moon permitted, in order to cut corn for a neighbor and earn extra money. He was unsocial, and did not take an active interest in games or other things, during the last ten years, that are common to the average boy.

"Here, a few points regarding the father will help throw some light upon the case. The father is motive, wiry and enduring, of medium dark complexion. He has had to struggle hard to acquire his property. He came to this country from England at the age of thirteen, and has never been one hundred miles away from home. He has just stayed on his farm and worked to the limit, hence you can see his social faculties are not being used to any great extent. The boy's mother has been dead for eight years. It is very plain, then, that the boy has been concentrating his mind entirely too much in the faculties of Acquisitiveness, Destructiveness, Self-Esteem, Approbation and Firmness, and this excessive strain upon his organization has effected his digestion, and his faculty of Alimentiveness has become disorganized in its function of governing digestion and assimilation of the nourishing properties of food. This was very apparent, for the father brought him some currant biscuits, and other things from home, and he ate two of these biscuits, and took about the same time that he ought to have given to the proper disposition of one biscuit.

"A point that I wish to emphasize in this connection is that the father had his youngest son examined in July, because he could not understand him and felt he needed advice, but the mentally deranged son, he felt was an ideal type and had a well balanced mind, therefore was in no need of any personal advice regarding his mentality or future. It is but a common observation that the parents' judgment concerning their children is founded upon a superficial knowledge of their nature and needs."

This is indeed an interesting case, and we have just learned from Dr. Fitzgerald that he has been able to keep his promise to the boy's father—namely, to have his son out of the asylum and returned home in three weeks—as the young man has improved wonderfully, his mind having cleared up sufficiently for him to leave the asylum, and his bodily weight increased thirty pounds in the last three weeks. We believe that if all cases of mental derangement were treated according to Phrenological Science that there would be a decided increase in the number of cures.

New Subscribers.

CHARACTER STUDIES FROM PHOTOGRAPHS.—*New subscribers sending photographs for remarks on their character under this heading must observe the following conditions; Each photograph must be accompanied by a stamped and directed envelope for the return of the photographs. The photograph or photographs (for, where possible, two should be sent, one giving a front and the other a side view) must be good and recent; and, lastly, each application must be accompanied by a remittance of \$1.00 (5s. English) for twelve months' subscription to the PHRENOLOGICAL JOURNAL. Letters to be addressed to Fowler & Wells Company, New York, or L. N. Fowler & Co., London.*

No. 906.—M. S., Catlin, Ill.—The photographs of this gentleman show that he has a large brain to work with, and were it not that he is provided by Nature with a well-proportioned body he would find some difficulty in using all his mental power. He lives largely in the intellectual part of his brain. Study is easy to him, and he should be able to do much with his large perceptive and reflective faculties. He is able to retain his knowledge, and his memory of special events is good. He should be able to excel in understanding the grammar of a language, and translate from a foreign language quite easily. Teaching will be easy work for him, and writing will eventually be his forte. He has a good deal of imagination which he can use to a good purpose, and he must make the best of this talent. His Constructiveness will help him quite a good deal in studying the grammar of a language, and we believe that he can use his ingenuity much better in a literary way than in engineering. He has a very receptive mind, and ought to be able to impart his knowledge very acceptably. As a student of human nature he will be able to understand the characteristics of his scholars, and could become quite an exponent of Mental Science or Practical Psychology. He is in his element when he has something to reason out.

No. 907.—W. A., Horsham, Eng.—This little boy is quite inquisitive and knows how to adapt himself to many changes in life. He is always ready to go to any new place, and it will be well for him to travel all he can, and not allow himself to neglect any opportunity that is offered to him to travel, for it will educate his mind and satisfy some of the queries that he is constantly troubling other people about. He is just as full of fun as he can hold, and often teases other people, especially his brothers or sisters if he has any, or any animals in the neighborhood to see if he cannot make them do tricks. He is a kindly disposed boy, is sympathetic and generous in his impulses, and does not often refuse to share anything that he has with other children. He is full of energy, life and spirit, and is at work all day long. He will make a good analyst, will want to copy Nature, and

hence would make a good photographer of outdoor scenery, or a landscape gardener. If he is willing to study he can fit himself for some analytical work that is distinctive in character, such as Commercial Law and experimental work in Chemistry. He has rather a high head and will want to do things on the square, and he certainly will expect other people to be mindful of their obligations to him.

No. 908.—R. J. H. M., Tokio, Japan.—You have quite a square head, but the bulk of your brain lies decidedly in front of and above your ears, rather than behind or around them. Your back head seems foreshortened. Hence we believe that you are not very much inclined to go out into society, but prefer to commune with your books. It would be well for you to use this part of your brain more fully, and make yourself go into society, whether you want to or not, so as to discipline your mind and enable people to better understand you. You should not keep so much to yourself, for this habit will only grow upon you. Your fore brain makes you anxious to follow out certain lines of study, and we believe that you will get into your right groove when you allow yourself more time for reflection, and give less attention to mere business affairs. You are able to reason, philosophize, plan, and think out many original lines of work. In fact, your Ideality makes you discontented with things as they are, and you must push forward to see wherein you can better yourself. You do not talk enough, but can write your thoughts quite intelligently, and were you to edit a paper you would be able to feed your readers with much original thought. When you get started on a subject you go ahead with so much force and energy that you do not want to break up the current of your meditation, but you must try and bring your mind to a focus earlier, so that you will be able to exploit your ideas with satisfaction. Try and invent or contrive ways and means of doing things, and do not allow your fears to prevent you from taking a bold stand and joining in the forward movements. Let your philosophy be turned to some good account and make a thorough study of Phrenology.

Correspondents.

Questions of general interest will be answered in this department. Correspondents should send their full name and address (not for publication) along with their pseudonym or initials.

E. P., Phila., Pa.—Many thanks for sending us the cutting from the "Outlook" of Nov. 26th. We agree with you when you say: "The subject points so clearly to the use of Phrenology to determine a young man's future vocation, that I am surprised that some learned men are blinded to the fact that Phrenology can be a great aid in determining capacity for the various occupations."

A. A. Williams, South Wales.—We thank you for sending us a copy of your paper. The part in Welsh we will leave for your local readers; the other items were most interesting, especially the points about King Edward. At another time we will make use of some of your references to George Combe, and how he interested the Prince Consort in Phrenology.

W. R. V., Texas.—I am glad to know that O. S. Fowler examined your head in 1884, that he came to your town through your invitation, and that you enjoyed his lectures very much. You are certainly an old subscriber if you were one in 1873. We note with pleasure that you say: "It did more for me than any study that I undertook when a boy or young man." We trust you will always remain a subscriber, and we will try to serve you well.

M. M., New York.—You ask how we can account for a lady with delicate features, light eyes, hair and complexion, small teeth, etc., indicating very little of the Motive Temperament, who has not a gray hair in her head. We think she has come from some Northern country, probably Sweden, as the Swedes have light hair. Do you know her nationality? If not, it might be interesting to find out. It may be that she has a predominance of the Mental Temperament, which she shows in her small features, and one Temperament very often modifies somewhat the conditions of another. We therefore advise you to estimate what percentage exists in the case you mention. Your other question we will answer next month.

WEDNESDAY MORNING TALKS.

Miss Fowler's Morning Talks for January will be held on January 4th, 11th, 18th and 25th, at eleven o'clock.

SUBJECTS:

- January 4th: "The New Way to Study Phrenology (Mental Life)."
January 11th: "The New Way to Study Health (Physical Life)."
January 18th: "The New Way to Study Food (Vital Life)."
January 25th: "The New Way to Study Thought Power (Brain)."

THE FOWLER INSTITUTE, LONDON.

Prof. D. T. Elliott, Phrenologist and Instructor of the Fowler Institute, London, gives special attention to the instruction of students in Phrenology, by class work, as well as through the mail. Mr. Elliott lectures in and around London before Literary Societies, etc. Literature on Phrenology and Health subjects can be obtained from L. N. Fowler & Co., No. 4 Imperial Buildings, Ludgate Circus, London.

THE BRITISH PHRENOLOGICAL SOCIETY (INCORP.)

The Annual Congress in London on the 9th of November was well attended. Dr. C. W. Withinshaw, a Past President, occupied the chair and delivered a noteworthy speech of "Phrenology in the Light of Present-Day Medical Sciences."

The great bedrock principle of Phrenology, he said, was that the mind consisted of elements or faculties, and that these elements or faculties in their manifestation depended on different parts of the brain. They used different parts of the brain as their instruments. When this doctrine was first enunciated by Dr. Gall it was quite a new departure in mental science. At that time (over a hundred years ago) it was considered that the brain always acted as a whole. Again, prior to Gall, the brain was supposed to consist of gelatinous matter without any differentiation of structure. Gall first made the great discovery that it consisted of cells (the grey matter) and fibers (the white matter). He was the first man to treat of the brain in a scientific way. Gall's discovery revolutionized the philosophy of the brain; but although this fundamental discovery has now become part of the accepted teaching in regard to the brain, Gall's name is never found mentioned in the standard works on anatomy and physiology.

Coming to present day evidence, Dr. Withinshaw took first the frontal lobes. He had recently spent a great deal of time in studying the wonderful collection of brains of animals and of man at the Royal College of Surgeons, in London, and found in going through the different orders of animals, from the lowest scale of intelligence up to man, that the frontal portion of the brain became larger and larger. All the orthodox comparative anatomists stated the same thing, viz: that the frontal lobes, as they proceeded through different orders of the animal kingdom, from the lowest upwards, gained in size, until they attained their highest development in man.

Phrenology was confirmed by Anthropologists, too, for it was admitted by them that the higher we ascend in the scale of the human race, in comparing the brains of one race with another, and in comparing individuals in the same race, the highest types were characterized by the largest frontal lobes. Therefore, he thought we had science with us in regard to the frontal lobes being concerned in intellectual manifestation.

Other speakers were Mr. G. H. G. Dutton, on "The Educational Value of Phrenology;" Dr. Findlay (President of the Leyton Phrenological Society), on "The Limitations of Phrenology;" Mr. J. M. Severn (Brighton), on "The Growth of Brain and Skull in Adult Life;" and Mr. John Nayler (President of the Society), who dwelt on its financial needs. Delineations were given during the evening by Mrs. Willis, Mr. Webb and Mr. Severn.

FIELD NOTES.

During November Dr. J. M. Fitzgerald, of Chicago, formed a Phrenological Club for the purpose of studying Human Nature. The officers are as follows: President, Mr. Charles Shipman; Vice-Presidents, Edwin P. Swatek, D. D. S., and Charles Burkholder; Treasurer, Paul Forester; and Secretary L. E. Barnes, M. D. At the first meeting seventy members were present, and each succeeding meeting has shown a decided increase in the membership as well as in the interest of the work. The members are all bright, shrewd, capable and enthusiastic men, many of whom have risen, since obtaining a phrenological examination, to fine positions, and are capable of exerting a great deal of influence among others. Mr. Mat Pinkerton, of the noted firm of Pinkerton Detectives, with his son, joined the Class. Mr. McManaman, attorney for the Juvenile Court, attended one of the lectures, and said that there was a higher average of intelligence present than he could recall in any similar gathering of men.

Wm. E. Youngquist is an enthusiastic worker along phrenological lines in Sweden, and sends encouraging reports of the progress of the work that is being done there.

Levi Hummel has been giving a very successful series of lectures in Reading, Pa., and a number of the surrounding towns.

LECTURE BUREAU.

The following names are on our Lecture Bureau list:

Dr. J. M. Fitzgerald is located at Chicago, Ill.; William E. Youngquist, Stockholm, Sweden; George Morris, Portland, Ore.; Dr. B. F. Pratt, Tacoma, Wash.; Dr. Edwin S. Morrell, Defiance, Ohio; George Markley, Pittsburg, Pa.; Dr. D. M. King, Mantua Station, Ohio; Dr. and Mrs. V. P. English, Cleveland, O.; N. S. Edens, Highland, Cal.; Dr. George T. Byland, Crittenden, Ky.; George Cozens, Hamilton, Ont.; H. E. Gorman, Rebersburg, Pa.; William McLuen, Perry, Ia.; Hon. J. J. McLaughlin, Charles Town, W. Va.; J. G. Scott, Sterling, Col.; J. H. Thomas, Massilon, O.; Dr. J. M. Peebles, Battle Creek, Mich.; Dr. C. B. Lyman, Rockford, Ill.; M. Tope, Bowerston, O.; James Webb, Esq., Leyton, Eng.; George Hart-Cox, Esq., London; William Cox, London; Otto Hatry, Pittsburg, Pa.; O. H. Williams, New York; C. J. Stewart, Beckley, W. Va.; J. Sekiryushi, Japan; E. F. Bacon, Oneonta, N. Y.; D. T. Elliott, London, Eng.; Miss A. Minott, New York; J. E. Halsted, Spokane, Wash.; D. E. Vines, Newark, N. J.; Mr. and Mrs. F. Knox, Seattle; J. W. Lerman, Brooklyn; Miss Ida Anderson, New York; Miss J. A. Fowler, New York City.

Persons desiring lectures for their various localities should communicate with THE PHRENOLOGICAL JOURNAL under the Lecture Bureau Department, 18 East Twenty-second Street, New York City.

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AGENTS WANTED for the PHRENOLOGICAL JOURNAL and our Book Publications to whom liberal terms will be given.

CURRENT EXCHANGES.

"The Nautilus."—Published monthly by Elizabeth Towne, Holyoke, Mass.—Self-Help through Self-Knowledge is the motto of this magazine, which is full of interesting reading along New Thought lines. Among the contributors for the new year are Edwin Markham, Ella Wheeler Wilcox, Wallace D. Wattles, W. R. C. Latson, M. D., and others equally well known.

"Good Health."—Published monthly by The Good Health Publishing Co., Battle Creek, Mich.—This is a Home Health Magazine and contains many practical hints along hygienic lines. One good article in the December issue is on "The Cause and Treatment of Influenza;" while another is on "A California Open-Air School," the latter being fully illustrated.

"American Photography."—Published monthly by the American Photographic Publishing Co., 221 Columbus Ave., Boston, Mass.—One of the reasons why photography as a pastime has persisted and grown so popular, says this magazine, is because none of its votaries ever reach that stage of perfection where they have nothing more to learn, and this magazine supplies just that knowledge which the amateur photographer needs to make his work interesting and successful. The illustrations are beautiful, and appear on almost every page of the magazine.

"Human Life."—Published monthly by The Human Life Publishing Co., 530 Atlantic Ave., Boston, Mass.—To read this Magazine is to be up to date in your knowledge of what people are doing in this busy world, as it contains many sketches and portraits of persons prominent in this country and in foreign countries.

Other magazines received during the month are as follows: The Phrenological Era, Bowerston, O.; The Character Builder, Salt Lake City, Utah; The Woman's Home Companion, New York; Harper's Bazaar, New York; The American Review of Reviews, New York; The Literary Digest, New York; The Indiana Farmer, Kansas City, Mo.; The Union Signal, Evanston, Ill.; The National Advocate, New York; The Magazine of Mysteries, New York; The Woman's Magazine, St. Louis; The St. Louis Globe-Democrat, and others.

Publishers' Department.

REVIEWS.

The Physician's Visiting List, (Lindsay & Blakiston's) for 1911. Published by P. Blakiston's Son & Co., 1012 Walnut St., Phila., Pa. Price, for 25 patients per day or week, pencil, pockets, etc., \$1.25; for 100 patients, \$2.50.

This is a most convenient little book for physicians to possess. It is of pocket size, is handsomely bound in leather, with gilt-edge pages, and besides having blank leaves for recording visits to patients, special memoranda, addresses, cash account, etc., it also contains information of value to the physician, such as the following: "The Immediate Treatment of Poisoning;" "Table for Converting Apothecaries' Weights and Measures Into Grams;" "Physician's Dose-Table," etc. It would make a most appropriate holiday gift for the medical man, and no physician who has ever used it will be content to do without one.

The Essentials of Character. A Practical Study of the Aim of Moral Education. By Edward O. Sisson, Ph. D. Published by the Macmillan Co., New York. Price, \$1.00, net.

The development of character in the young is a work in which earnest men and women everywhere are deeply concerned, especially parents and teachers who are actively engaged in moral training, and this book has been written in the belief that a clear comprehension of what really makes up human character would be one of the first and best aids to the actual worker. "Every child," says the author, "has in him the springs and impulses of honor, of truthfulness, of love, and of all needed virtues, and it is far more important to recognize and bring to perfection these universals than it is to discover and cultivate the occasional talent for music or art or athletic prowess or oratory—valuable as these are." Two very interesting chapters of the book are on the Native Tendencies of the Child, and how they should be treated. Among these tendencies the author mentions bodily activity, sense-hunger and curiosity, self-assertion, love, joy, love of approbation, etc. Other chapters are upon "Disposition," "Habits," "Tastes," "The Personal Ideal," "Conscience," "The Social Ideal," "Strength of Character," etc., all of which are treated in a clear and convincing manner. It is a book that should be read by all who are interested in the education and training of the young, and many valuable suggestions will be found in its pages.

Courtship Under Contract. The Science of Selection. A Tale of Woman's Emancipation. By James Henry Lovell Eager. Published by the Health-Culture Co., 1133 Broadway, New York, and L. N. Fowler & Co., London, Eng. 12 mo. Cloth. 450 pages. Price, \$1.20, net; by mail, \$1.30.

This is the story of a young woman whose birth was the outcome of a most unfortunate marriage. Her mother, having been deserted before her birth, dies soon after. Having been adopted by her uncle, and receiving a liberal education, she resolves on a plan to protect herself against the mistake of her mother by having a chance to know the character and not simply the reputation of the man by whom in her heart is awakened that which passes for love. It is a novel with a purpose, as it aims to secure more of happiness in marriage, the elimination of the divorce evil, and the improvement of the human race, while the interest in the story is held up to the end. The heroine is not an impossible character, as are so many presented in novels, but is an altogether natural woman, who hopes to find happiness in marriage, and to that end evolves *Courtship Under Contract* with a young man of promise, towards whom her heart is reaching out with a feeling of love. But she is not entirely convinced that it is love that is tugging at her heart strings; neither is she certain that the young wooer's love, which he urges so earnestly, is of a sincere and lasting kind; hence she insists upon its test by a period of *Courtship* and mutual residence apart from her parents in order to study the love symptoms which animate both

of them. It is a clean story of Courtship by co-habitation, well sustained, and it exemplifies the possibility of such a life by any woman who possesses a character for uprightness.

Exposition of Selected Psalms. By the late Rev. Frederick La Rue King.

This book has been compiled by the Rev. Albert B. King as a token of appreciation of his brother's work. In the introduction is given a biographical sketch of the author, by his brother, and a number of interesting monographs, written by himself, and all fully substantiating the claim that he was singularly well equipped to write a commentary on the Psalter. The work is difficult simply because it is difficult to find a man who can fully sympathize with David's utterances. Because of this, many commentators who lived in the past, and have said many true and good words about the Psalms, have, as a rule, failed to penetrate to the core of things. One of the last generation of expositors speaks for many of his brethren as truly as for himself, when, at the end of his comment on the Psalter, he exclaims, in substance, as he throws aside his pen: "There, I have made a finish, and what have I done more than my predecessors in adding to the shelves of libraries another commentary of doubtful value?" The following proofs are given showing that the Rev. Frederick La Rue King was endowed with exceptionally great ability for the work of expounding the Davidic Psalms: I. David was, from early childhood to the close of life, pre-eminent in a trustful, enthusiastic worship of God and delight in His presence. This was eminently true of Mr. King, which is shown in his Biographical Sketch, written by his brother. In this we are told that "Mr. King's ancestors for many generations, and on both his father's and mother's side, were consecrated children of God, and as to nationality, were English Puritans, French Huguenots and Dutch Calvinists—that this mingled the blood of the martyrs, whilst transmitting moral qualities and forces, was supplemented and controlled by the renewing, converting and sanctifying grace of God's Spirit, causing his body, in the tender years of childhood to become a temple of God, so that he could say, 'I have always loved God.'" II. David had a poetical and musical nature. So had Mr. King, and a number of proofs are given to substantiate this statement. III. Intuitional elements of David's intellectual activity are equally conspicuous in Mr. King's writings. Besides the Selected Psalms there are interesting chapters on "Spencer's Theory of Religion," and "Christian Science and Its Fallacies."

"Apples are very high this year, I notice," observed the small boy, as he hunted up a longer pole.—The Bohemian.



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The author says: "We would have every young man and woman believe that personal improvement and elevation are not necessarily rare, and happiness the special property of a very few elect persons, but that the great Creator of the universe is kind, beneficent to man, and has endowed him with faculties and powers sufficient for the attainment of high and noble ends, not as an isolated individual, but as a class and as a rule." Price, ten cents.

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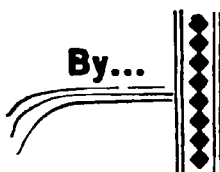
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