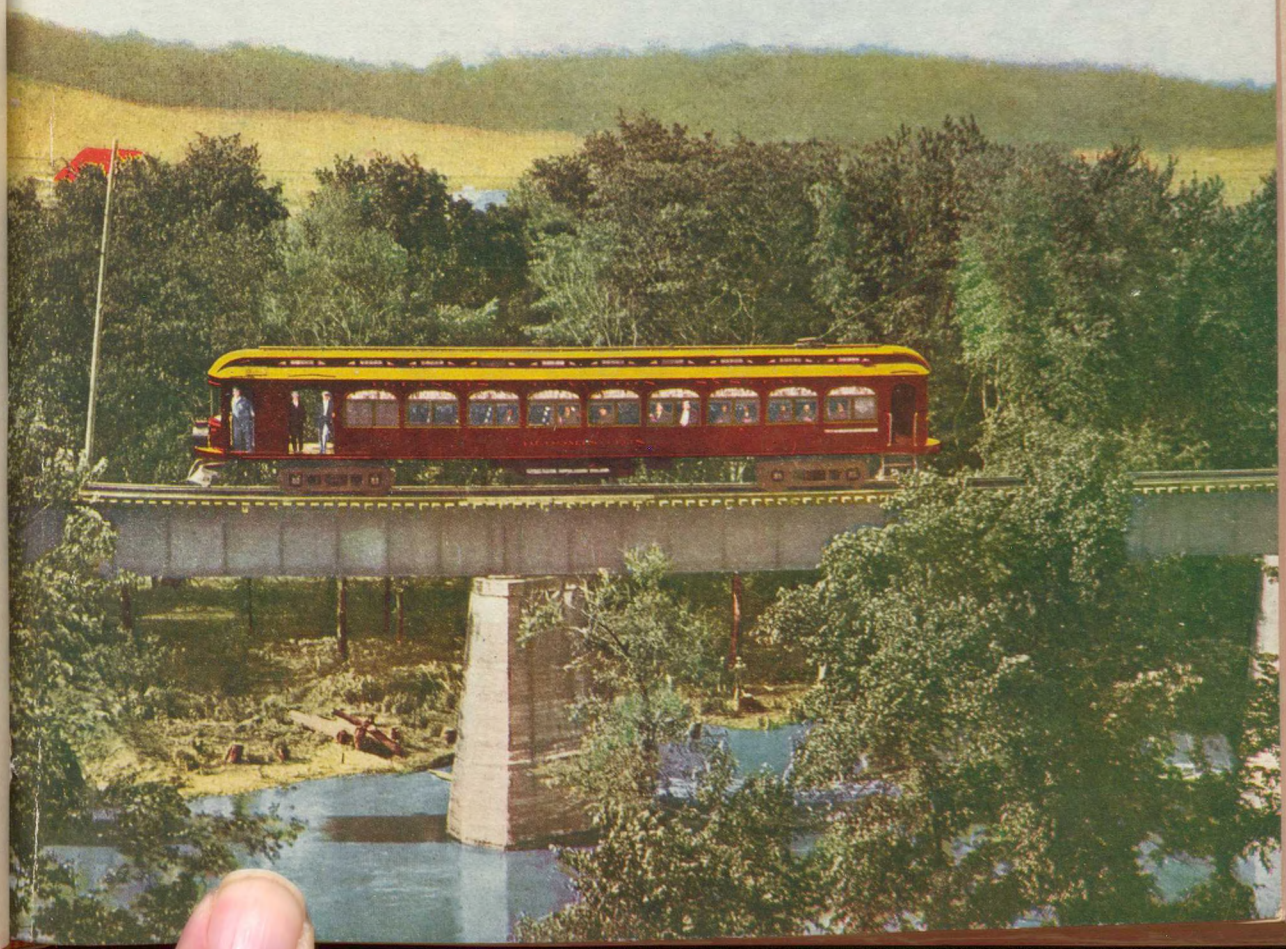
ELECTRIC RAILWAYS VS. STEAM—In This Number

THE PROGRESS MAGAZINE

SEPTEMBER 1909 TEN CENTS



THE PROGRESS MAGAZINE

CHRISTIAN D. LARSON, Editor

CONTENTS FOR SEPTEMBER, 1909

The cover design shows one of the cars of The Illinois Traction Lines in its cross-country run.

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THE PROGRESS SELF-HELP UNIVERSITY

Founded and Conducted by the Progress Company

Instruction by Correspondence

Established for the purpose of teaching men and women how to succeed in their chosen vocation, and also for giving special instruction in the attainment of health, in the development of the mind and the personality, in the building of character and superior personal worth, and in the fuller expression of all those powers in man's conscious and sub-conscious nature that tend to add to the richness, the quality, the happiness and the welfare of human life.

THE greatest service that any institution can render to man is to teach him how to help himself to become more and accomplish more—to use effectually all the faculties and powers in his possession in moving steadily and surely toward the highest goal he may have in view. Or, in other words, to give each individual that understanding of his whole nature that will enable him to use all that is in him, and make that all count in everything he may undertake to do. It is in that manner that he may promote progress, advancement, improvement, growth, development, attainment, achievement and success in his own life and thus gain the privilege to live a life that is thoroughly worth while.

The self-made man alone is truly great. And all men may become self-made in the largest sense of that term if given the opportunity to secure the necessary self-help. To supply that opportunity is the purpose of THE PROGRESS SELF-HELP UNIVERSITY.

True Education

To secure an education that actually does educate, in the real sense of the term, is one of the greatest problems among ambitious, enterprising people to-day.

Modern academic methods are not always practical; while they may enable a person to know, they do not always enable him to do. The object of education is not simply to give us information, it must also enable us to use that information to better advantage. No process of education can educate satisfactorily and keep the individual "up in front" unless that process can be applied all through life at any and all times.

True education, in its broadest sense, is nothing but right living. A person may go to all the high schools, academies and colleges in the country, but if he has not learned right living he is not educated in the fullest sense of the word.

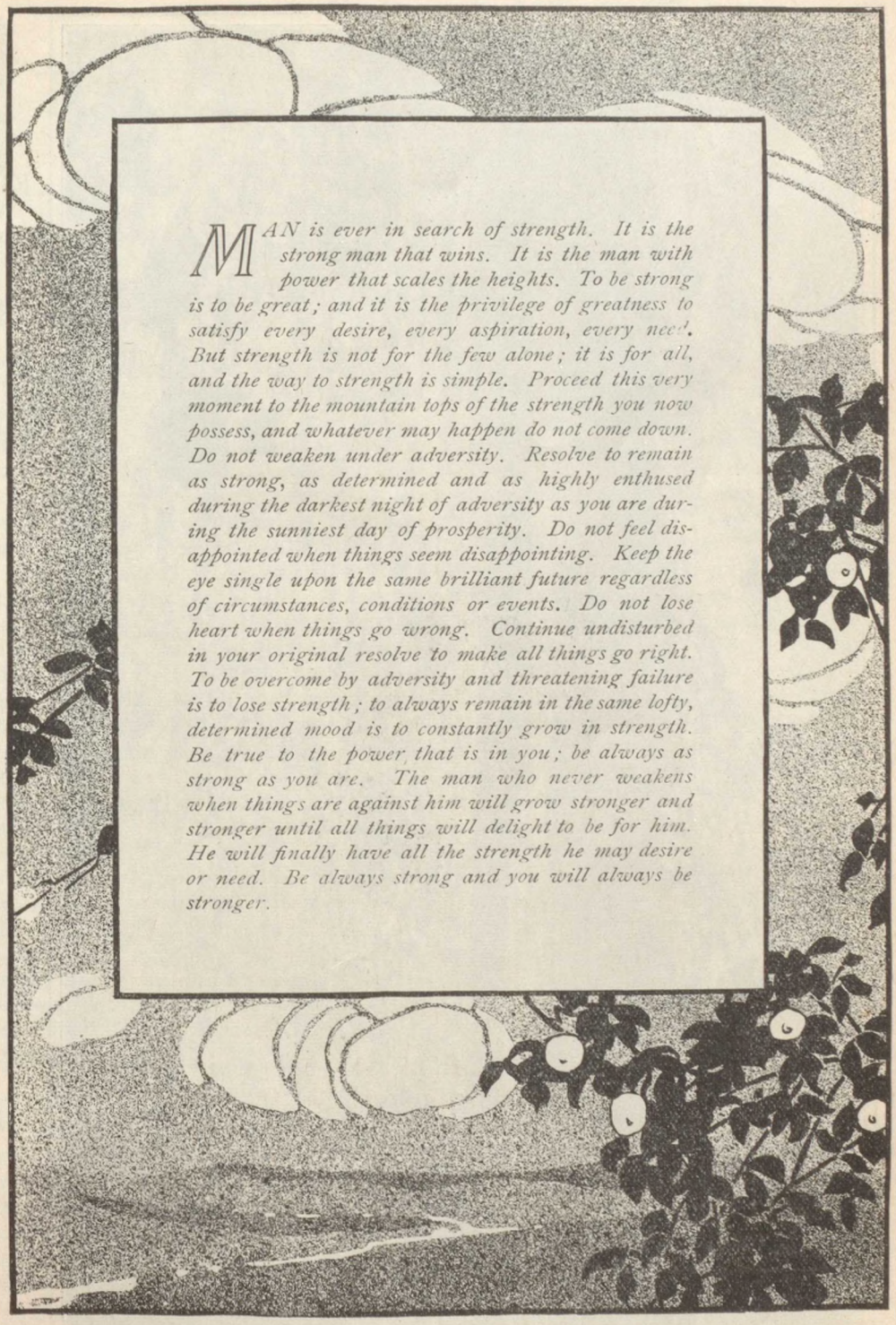
We must continue in school as long as we live if we are to live right and make the most of the powers we possess. There can be no end to a true education. A true education once begun cannot cease as long as there is life, any more than thought can cease so long as there is life.

Some education simply polishes the surface; it does not draw out into the world of practical action those greater possibilities of ability, talent and genius that are latent within us; it does not tap the great reservoir of the ordinary mental field; it does not explore the vast mines of true richness and superior wealth that lie beneath the surface it may have polished so well. But once given the opportunity of right thinking and right living, all these things will be opened up to us for use.

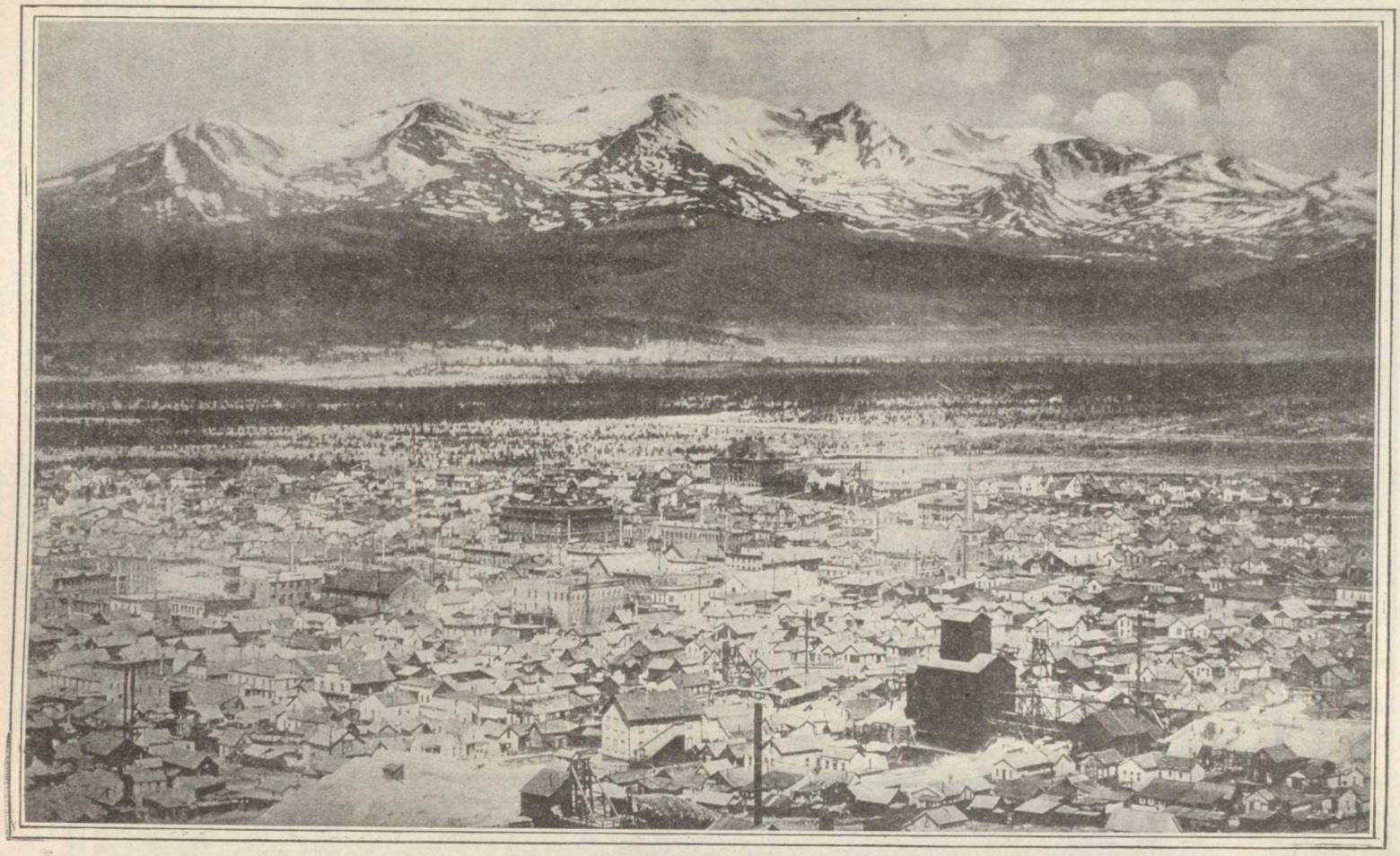
Education by Mail

There are many ways through which the individual may educate himself all through life, but most of these ways are indirect, and produce superficial results only. Few people can undertake to educate themselves without misdirecting time, energy and attention on every hand. Expert direction is needed if every moment is to be turned to good account. Until recently the majority have believed that to secure such direction and guidance, the student must go to the teacher and be taught personally; but no person who understands the correspondence method of instruction believes this any more. Students can be taught and taught most successfully all over the world without leaving their homes and without losing a single hour from their work.

That the correspondence school is a success; that it has come to stay and that it will play a most important part in the advancement of great masses of people, is not only proved by what has already been done through such methods, but also by the fact that correspondence methods of instruction are indorsed by the leading educators of this country. The late President William R. Harper of the University of Chicago was an earnest advocate of correspondence instruction. And the same is true of Dr. Charles N. Elliott, recently president of Harvard, President Nicholas Murray Butler of Columbia University, Dr. F. W. Gunsaulus, president of Armour Institute, as well as many others.



MAN is ever in search of strength. It is the strong man that wins. It is the man with power that scales the heights. To be strong is to be great; and it is the privilege of greatness to satisfy every desire, every aspiration, every need. But strength is not for the few alone; it is for all, and the way to strength is simple. Proceed this very moment to the mountain tops of the strength you now possess, and whatever may happen do not come down. Do not weaken under adversity. Resolve to remain as strong, as determined and as highly enthused during the darkest night of adversity as you are during the sunniest day of prosperity. Do not feel disappointed when things seem disappointing. Keep the eye single upon the same brilliant future regardless of circumstances, conditions or events. Do not lose heart when things go wrong. Continue undisturbed in your original resolve to make all things go right. To be overcome by adversity and threatening failure is to lose strength; to always remain in the same lofty, determined mood is to constantly grow in strength. Be true to the power that is in you; be always as strong as you are. The man who never weakens when things are against him will grow stronger and stronger until all things will delight to be for him. He will finally have all the strength he may desire or need. Be always strong and you will always be stronger.



LEADVILLE, COLORADO

See article on Colorado, page 43

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EDITORIAL

THE results of self-depreciation are many and various; and such results are always detrimental, both to the individual and to everybody with whom he may come in contact. The unhappy extremes to which the attitude of self-depreciation may lead when it takes full possession of the mind is well illustrated in the case of the girl who actually thought so little of herself that she could not imagine how any reasonable person could possibly think anything of her. Accordingly, she lost all regard and respect for the young men who sought her hand. No one could be in love with her, she thought, unless there was something wrong with him. She thought she was next to nothing, and concluded that all men who would condescend to pay her attention must also be next to nothing. But she could not love such men; she could not respect a man who was small enough to make love to such an insignificant specimen of humanity as she imagined herself to be; in consequence, she rejected all propositions, and "another rose was left to fade, her mission unfulfilled."

THERE was another girl with the same unhappy tendency who lost her best opportunity in a somewhat similar manner. She was almost engaged to a man who was her ideal in every way. She actually worshiped him, and he thought equally well of her, but her tendency to depreciate herself reached a climax one day that proved fatal to the happiness of both. He had a number of very dear friends, all of them being people of intelligence, true worth and lofty ideals, and he told her that he wanted to arrange to have her meet those friends. But to this suggestion she immediately replied, "And they will all wonder what you see in me." The young man had overlooked all her other pessimistic remarks, but this one proved too much. Could his friends admire a girl that thought as little of herself as that? Would he be proud to have his friends meet such a girl? Would she not embarrass him constantly wherever they might go? He knew too well that she would. He also knew that no man can be happy with a woman of whom he feels ashamed, and every self-respecting man does feel ashamed of a woman who is constantly placing the "no account" value upon herself.

IT is the same, however, when the tables are turned. No woman of real worth can respect or admire a man who underrates himself. She would admire him far more if he overrated himself, providing he did not become too hopelessly egotistical about it. And the same is true with regard to the world in general. The man who thinks that he is less than he is has few friends and still fewer opportunities; and the reason why is simple. Make it a habit to underrate yourself and you will soon begin to lose ground. The less you think of yourself the less of your power and ability you will put to use; and the less of your own capacity you employ the less you will accomplish. That you will drift from little to less under such circumstances is therefore evident. But with the man who overrates himself the reverse will usually take place. By thinking that he is more than he is, he will naturally

demand more and more of himself, and the more a man demands of himself the more he will accomplish. "The reason why most men do not accomplish more is because they do not attempt more." The possibilities of human nature are far greater than we ever dreamed; in fact, all psychologists are now coming to the conclusion that the subconscious storehouse of power, ability and capacity in every man is so great that it can supply almost any reasonable demand that he may require of himself. Expect much of yourself; demand the best from yourself, and do not hesitate to make this "best" as large as the greatest ambition you can possibly entertain. The largest and the richest mines in human nature are yet to be explored.

WHEN a man thinks that he is more than he is, he is overestimating himself from a certain point of view only. The personality has temporary limitations, but no limitations have as yet been found in the real life of human nature as a whole. No matter how well man may do a certain thing, there is always a possibility of someone doing it better; and no matter how great the attainments of any individual may be, we all live in the full faith that every member of the human race will some day go higher still. Therefore, when a man judges himself according to what is possible in the unexplored vastness of his whole nature, he cannot possibly overestimate himself. No matter how much he may think of the wonderful powers that are within him, those powers are always greater than he thinks. What is latent in the whole man is infinitely greater than any estimation, however great, that he may place upon himself, but no man is able as yet to use all that is in him; and it is in this connection that he may think that he is more than he is.

TO think that you are all that you can possibly think that you are is absolutely necessary if your thought is to be true to your whole self. And the more that you think you are, the more you become, because you arouse, develop and bring forth into actual personal possession every force or element in your deeper nature that is given constant and vital attention. But it is a mistake to try to do all that you think you can do. There is a difference between the power that you actually possess and the power that you can actually use. To the former we have found no limitations, but to the latter there always are limitations. You can never use all the power you possess, but you can develop the capacity to use more and more of that power indefinitely. If you could use now all the power you possess in the entire vastness of your subconscious nature, progress in your life would have come to an end, and there would be nothing more for you to live for. Personal limitations therefore are blessings; but they are blessings only so far as they inspire us to break the bounds of to-day so that we may become sufficiently large to also break the ever-widening bounds of innumerable to-morrows.

THINK that you are as much as you can possibly think that you are; you will thus increase your worth, your power and your capacity every day; but do not try to do to-day any more than you know you have the working capacity to do to-day. If you proceed to do all that your largest thought of yourself seems to indicate that you can do, you may undertake something that you have not, as yet, the capacity to carry through; and failure must inevitably follow. Try to judge your actual working capacity correctly and go to work where you can use nothing less than your full capacity; then increase that capacity daily by calling forth more and more of those greater possibilities that exist in the deeper kingdoms of your richer nature. You will thereby do your very best to-day and at the same time prepare yourself to do still better to-morrow.

WE quote the following from a recent pamphlet* on the new way to educate children: "A short time ago I was visiting at the home of some friends who had an interesting boy about seven years

*"The New Way to Educate Children," The New Way Publishing Co., New York.

old. One day, while out in the park with his mother, in working off an excess of physical vitality, he was not as obedient to her wishes as she thought necessary; and so at the dinner table that night she told his father that he had been a naughty boy, and the child was reprimanded rather severely. A few days afterward the mother and boy were out in the park again, but this day he was everything she could wish him to be. That night at the dinner table, every once in a while he would look at his mother in a questioning way. Finally, observing it, she said, 'Well, my boy, what is it?' The little fellow said, 'Mother, haven't I been a good boy to-day?' 'Yes, my son, a very good boy. Why do you ask me?' 'Oh,' he said, 'because you told father how bad I was the other day, and I thought it was only fair you should tell him how good I have been to-day!' "

THE above speaks for itself. Comment would be superfluous. We only wish to say in this connection that this little boy revealed the one supreme principle in scientific child-culture. Parents punish wrongs, but they seldom praise virtues. They are constantly calling their children's attention to mistakes, shortcomings and points of weakness; they magnify and intensify every trace of perversion that is found in the child-nature, while everything that is rich and noble and beautiful in that nature is ignored and is permitted to sleep. But it is the way of the world in general. To give many times as much thought to the wrong as to the good is a habit that is almost universal; and so detrimental are the results of this habit that the removal of this habit would be the greatest act that could possibly be recorded in the history of the race.

THERE is opportunity here for a great world movement, the motto of which should be, "Magnify the Good;" and it is a foregone conclusion that such a movement, if thoroughly and universally promoted, would do more to give happiness and freedom to mankind than anything that has ever been tried before. We steadily and surely grow into the likeness of that which we think of the most. That is a scientific fact; therefore it is certainly evident that any system of thought or training that gives as little attention as possible to evil, and as much attention as possible to good, will tend to decrease every form of evil and tend to increase every form of good. Finally, evil would become an insignificant factor, or disappear altogether. This, however, may seem to be an impossible dream, but the fact remains that there are two fires in the human heart—the fire of evil and the fire of good—and if you give fuel to the one only the other will some day die out.

IT would be interesting if someone having a medium-sized family of children would try an experiment something like this: When the child does wrong, no punishment should be given, nor should his attention be called to the fact that it was wrong; but every effort should be made to help him forget the misdeed by engaging his attention in something better. And when the child does right, he should be praised and encouraged in the most impressive manner possible. The idea would be to help the child to strengthen all his desirable qualities, and to impress his mind, at every available opportunity, with everything that tends to produce strength of body, power of mind, richness of character and beauty of soul. In other words, the experiment would be to pay no attention whatever to the mistakes and the perversions of the child, but to give constant and enthusiastic attention to every tendency in his life and thought and action that was good, or that contained possibilities for greater good. And what would happen to a child or a group of children that were dealt with in this manner for five, ten or fifteen years? We do not say that this mode of child training is the perfect one; but the old way of keeping the child's attention concentrated for nine-tenths of the time upon evil, sin and wrong has been practiced long enough. It is a wretched failure in every sense of that term, and it would be interesting indeed to turn clear around and try the very opposite method. That this opposite method would not be worse than its predecessor is evident, and all

known facts in the new psychology indicate that it would be nothing less than a marvelous success. At any rate, a thorough experiment with this unique method would give us a number of most valuable facts; and as an experiment it would be worth far more to the race than all the experiments with airships, wireless, radium, the X-ray, liquid air, etc., etc., put together. And who will try it, not for a few days, but consistently for at least five years?

WHEN you are called upon to say something, or when you are placed in a somewhat conspicuous position, do you look around to see if others are watching you? When you are the center of attraction in the midst of a group of people, do you imagine yourself wilt, so to speak, under the fire of their scrutinizing gaze? When you pass through a crowd, do you imagine that a million eyes are upon you? And do you picture yourself as the one special object of observation? If you do, you are self-conscious, and the self-conscious attitude of mind is one of the short routes to failure. Self-consciousness is a species of fear blended with a species of false pride, and as the one weakens the mind while the other perverts the mind, it is quite evident that self-consciousness can lead to nothing but failure. In this attitude you are constantly "on needles and pins" for fear you will not impress others as you would wish, and you are unduly concerned about producing a good impression. You think more about your conduct in the presence of others than you do about that something in yourself that governs conduct; in consequence, you become so "touchy" with regard to your own acts that you lose that self-control and self-possession that is necessary to well-conducted acts. You give so much thought to what others may think of what you are doing that you neglect to give proper attention to what you are doing. You thus defeat your own purpose.

TO produce a good impression upon others, you must give them your best; you must be your best and express your best; and to this end you must think of the best that is in you; you must watch the power of action in yourself and not the effect of your action upon others. You cannot give your best attention to the being of your best when you are giving most of your attention to the taking note of what others may think or say; nor can you express your best when you are afraid that your impressions upon others may not satisfy your pride. True, it is necessary to watch the observations of others to a degree, so that we may properly adapt ourselves to their needs and to their present state of development; but such observations should be secondary; the first thought should be, "How much can I make of myself and how perfectly can I fill the position I have the privilege to occupy now?" When you are true to yourself and the best that is in you, you will make the best possible impression upon others, and you will be better satisfied with what others may think or say than you could ever become through any other imaginable course.

THE self-conscious attitude is always superficial, therefore it blunders continually, and conveys the impression of weakness under every circumstance. It draws your consciousness and attention to the outermost surface of your personal self by being too much concerned with what comes from the outside, and thereby prevents your mind from reaching those greater depths of thought and being that alone can bring real richness into the surface. The self-conscious mind is abnormally sensitive or "touchy" because it gives too much attention to how it wishes to be "touched" by the views of others. For this reason it is always shallow, and usually lives in an artificial bundle of perverted feelings. Accordingly, it is evident that self-consciousness will gradually disappear as the mind is deepened, and as attention is concentrated more and more upon the inner cause of your actions instead of upon the outer effects of those actions.

WHATEVER you are called upon to do or say, give your first thought to your interior, richer self. Know that there is more in you than you have ever

expressed, and try to feel this more coming into expression. Be equal to every occasion by constantly impressing the fact upon your mind that the vastness of your entire nature is greater, by far, than any occasion. Try to feel the life and the power of the whole man, and not simply those few insignificant forces that play in the surface strata of your mind and body; try to grasp the great immensity of your subsconscious nature, and think both deeply and frequently of those remarkable powers and possibilities that the subconscious realm must contain. Be conscious of all that is in you and you will find so much of real worth to be conscious of that the passing observations of others will seldom attract your attention. And you will not be concerned about how your life or actions will impress the world, because so long as you live in the consciousness of your greatest richness and worth you will naturally express richness and worth in everything you say or do.

WHEN you find yourself watching the observations of others, change your own observations at once. Instead of taking note of what others may think, proceed to make your own thought so rich and so strong that it will be far superior to any criticism that can possibly come your way. Mind the business of your own mind instead of minding the comments that you may receive from other minds. When you imagine that all eyes are upon you, impress the fact upon your mind that there is something in you that is worth looking at. This attitude will not make you egotistical; it will simply deepen your realization of that greater worth that your nature and every nature contains. Refuse to be sensitive or "touchy;" the great mind is never "touchy" and is never affected by trifles; the great mind knows that the largeness of his whole nature is far greater than any amount of criticism, and he lives and works with the view of proving this idea to be true. When you find yourself becoming "touchy" or paying too much attention to outside opinions, ask yourself what you are. Then turn your attention upon everything of worth that you can find in yourself. You will soon see the absurdity of being sensitive to "mere talk" when every atom in your being could silence all the "talk" in the world if permitted to proclaim its own marvelous revelations.

THE attitude of self-consciousness is always detrimental whatever your work may be, and there are very few people who are not self-conscious to some degree. In nearly every mind too much attention is given to the personality and not enough attention to that deeper, larger nature that is back of the personality. The general tendency is to watch effects, and what others may think of those effects, and therefore little or nothing is done to increase the power and effectiveness of cause. But causes lie beneath the surface. To reach them we must follow the famous adage, "Plow deep while sluggards sleep." We must aim to secure mental depth, and to this end our mental plowing must be so deep that it reaches the subconscious subsoil. Then we shall bring real richness to the surface; and whatever we may wish to cultivate on the surface will naturally attain a vigorous and luxurious growth. In the average mind the surface soil is impoverished, while the deeper riches lie dormant; and it is this condition that leads, not only to self-consciousness, with all its detrimental results, but to general weakness and incompetence as well.

IN proceeding to gain greater mental depth, and in aiming to give more attention to the internal self than to the external self, the idea is not that personal appearance is to be neglected, or that no direct effort is to be made to produce desirable impressions. The personal appearance, the conduct and the actions of the individual should be so directed as to produce the best possible impressions, but every impression must have something in it; it must contain an expression of the richest and best that is in us. Personal conduct and personal appearance should not only have a well-groomed body, but also a rich and worthy soul. It is not sufficient to act well; the action must contain quality; and quality can be gained only through mental depth.

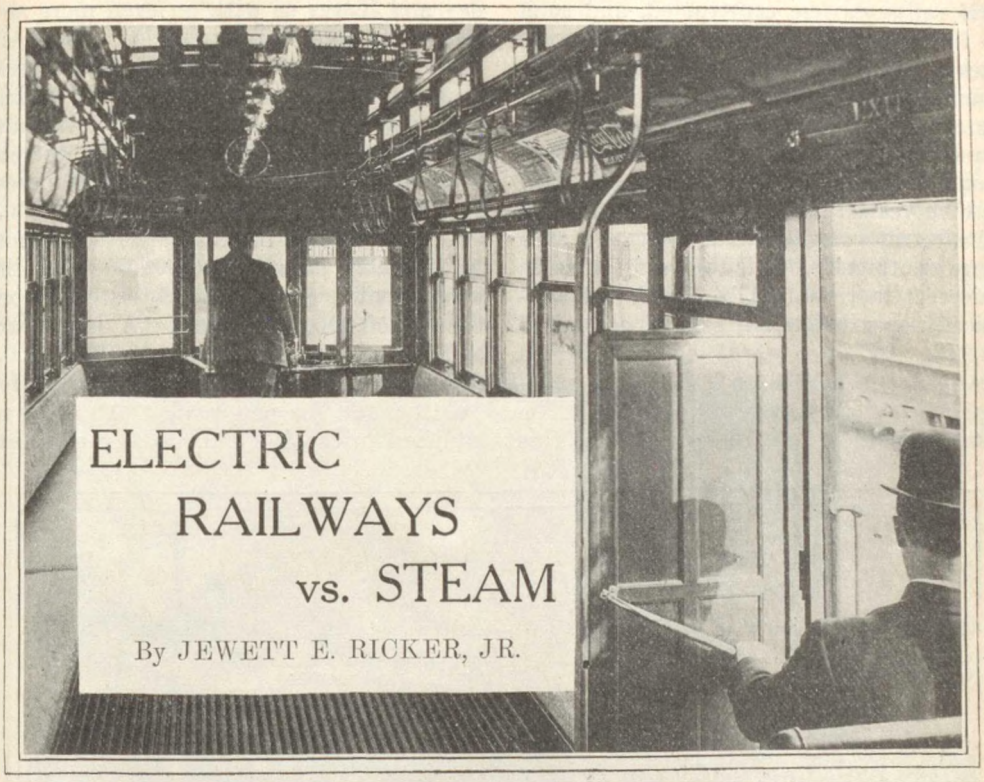
THE WHY OF IT

By Henry Waldorf Francis

WHEN they were young they started out
In life on equal planes,
But Jim a rich man has become
While John still poor remains;
A constant puzzle 'tis to John
Why this should be the case,
He's satisfied it's only luck
That won for Jim the race.

Now it would be untrue to say
There's no such thing as Chance,
That men are not oft aided by
The force of Circumstance;
But Circumstance smiles mostly on
The ones who work and plan,
Not him who sits with folded hands,
A silent, machine man!

The same thoughts that to Jim occurred
Likewise occurred to John,
But Jim knew thinking by itself
No battle ever won;
The things that Jim a fortune gained
Were not from John's view hid,
But John just simply thought of them.
While Jim both thought and did!



ELECTRIC RAILWAYS vs. STEAM

By JEWETT E. RICKER, JR.

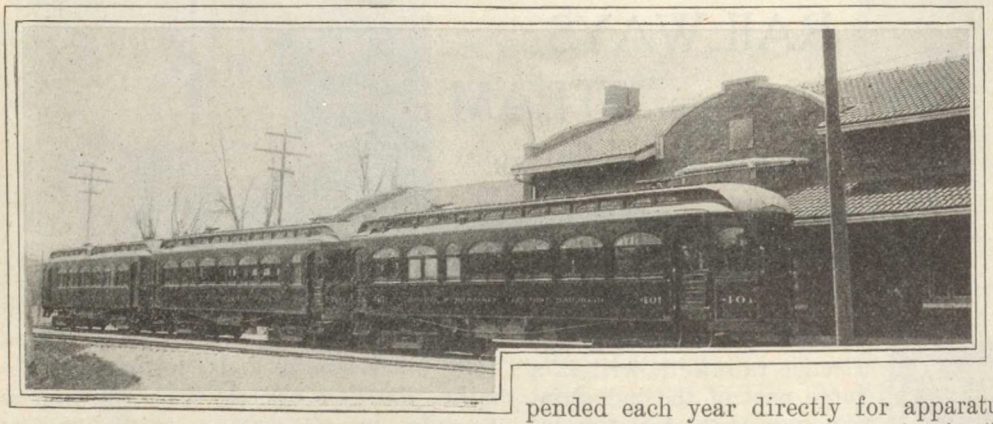
AROUND the history of the electric railway is written a large part of the industrial romance of the last twenty-five years. Around its history is also woven a still greater portion of the growth of America. But it is to the future that we must look to find the real significance of the wonderful progress that has been made and will be made in electricity as a motive power. Each year finds its competition with the steam railroads more and more real.

In 1884 the street railways of the United States operated 3,752 miles of track, of which 3,623 miles used animal power, while 129 miles were equipped with the cable system. There were at this time no electric roads in operation, although experiments with the then new motive power were being carried on simultaneously in several parts of the country. Five years later—in 1889—the street railway mileage had increased to 7,399. Horses or mules still furnished the motive power on 6,030 miles of track, cable on 564 miles and electricity on 805 miles, the first electric street railways—8 miles in all—having been operated in 1886. Electricity was, however, generally recognized in 1889 as an efficient means for street car propulsion. A number of the existing horse lines were planning to change over to the new power, and a few new street railways, to be operated by electricity from the start, were projected. The number of street railway cars in service in 1889 was approximately 28,000.

But the next span of five years witnessed even greater growth. In 1894 the street railway mileage had risen to 13,588, of which 10,363 miles were electrically operated. From this time on electricity as a motive power has been dominant in street railway operation. It has—in fact—practically eliminated all other means of propulsion. In 1894 the promotion stage of the electric railway as a system was practically over, and operating questions began to be considered. During this year several of the early interurban elec-

tric railways were constructed, and so it is from this year that the rivalry between steam and electric railways dates. The number of cars in service in 1894 aggregated 44,745. The capitalization of the street and interurban railways at this time was $1,300,139,711.

Five years later—in 1899—the growth of electric railways had increased even more enormously, with the result that in this year there were 17,665 miles of electrically operated track, against a total of 18,942. In other words, in the fifteen years—between 1884 and 1899—the mileage had increased over 400 per cent. The total number of cars in operation at this time was 58,569—or double the number in service ten years previously. The capitalization of the companies at this period was $1,773,976,233, constituting an average increase of practically $100,000,000 annually for the previous five years.



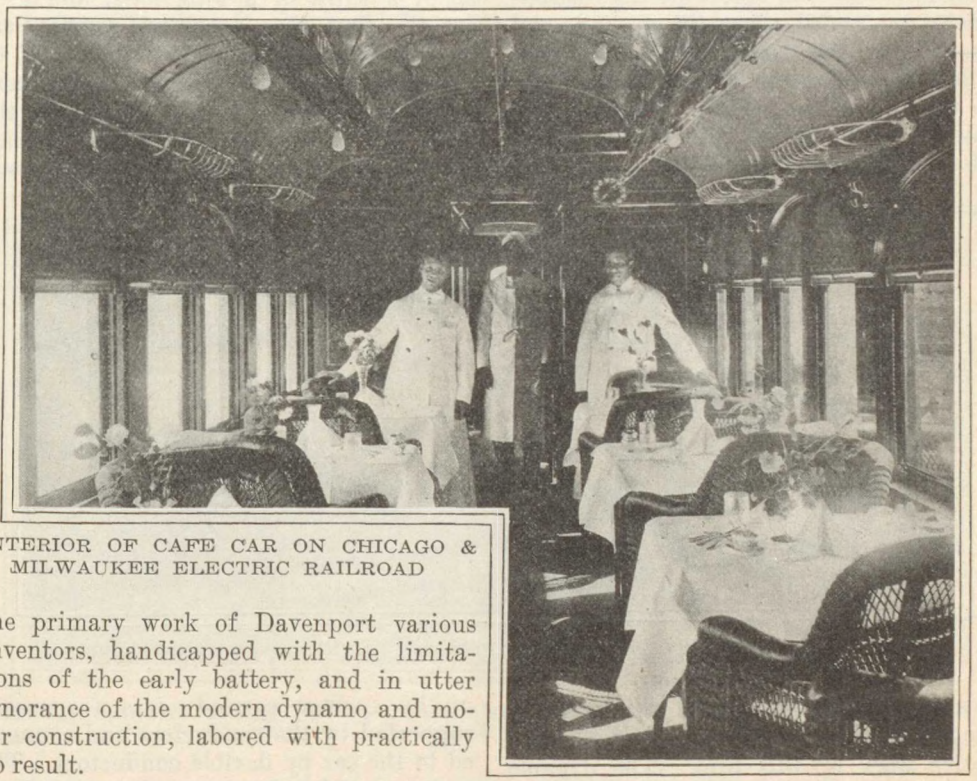
LIMITED TRAIN ON CHICAGO & MILWAUKEE ELECTRIC ROAD

But, wonderful as had been this growth, the next five years was ordained to witness an even greater development in the industry. In 1904 the street and interurban railway mileage had increased to 30,187, of which 29,548 miles were electrically operated. The total number of cars in operation at this time was 75,904, of which 72,000 were in electric railway service. The capitalization had also sustained a wonderful increase and had jumped to the enormous figure of $3,217,091,971.

The next span of years brings us to today and leaves us with an even more eloquent example of progression. This year there are over 40,000 miles of electric street and interurban railways in operation, while the total number of cars now in service exceeds 90,000. To operate these roads on modern lines it is necessary to use power equal to that of 2,000,000 horses, while the capitalization is now considerably over $4,000,000,000 and the investment is growing at the rate of more than $350,000,000 a year. A large part of this sum—at least one-half ($175,000,000)—goes annually into apparatus for existing and for new roads. And this in addition to the $90,000,000 and more expended each year directly for apparatus, supplies and materials to maintain the properties! This in general is the history of the electric railway of to-day. It is also the summing up of the great future that lies before it, for the deeds of the past are the surest forerunners of the accomplishments of the future. But the real story of the actual birth and development of the electric railway is of too great interest to dismiss so quickly.

The first record of electricity as a motive power seems to date back to 1834, when, in Brandon, Vermont, a man named Thomas Davenport constructed a toy motor mounted on wheels, which was propelled on a few feet of circular track by a primary battery. This initial "electric car" was exhibited the following year—1835—at Springfield, Mass., and again a few years later at Boston. This was only three years after Henry's invention of the motor, following Faraday's discovery ten years earlier that electricity could

be used to produce continuous motion. From the records of Davenport's career, which were discovered by the late Franklin Leonard Pope, this pioneer inventor was unquestionably a man of genius, deserving of a high place in scientific annals, for in a period of six years he built more than 100 operative electric motors of various designs, many of which were put into actual service, an achievement —considering the times—that is well-nigh incredible. For almost forty years after



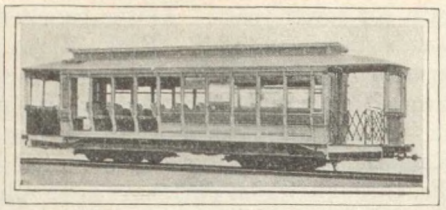
INTERIOR OF CAFE CAR ON CHICAGO & MILWAUKEE ELECTRIC RAILROAD

the primary work of Davenport various inventors, handicapped with the limitations of the early battery, and in utter ignorance of the modern dynamo and motor construction, labored with practically no result.

The next step came in 1838, when a Scotchman, Robert Davidson of Aberdeen, began the construction of a locomotive driven by a motor similar to that used by Jacobi in his experiments on the River Neva, which was tried upon the Edinburgh-Glasgow Railway, and attained a speed of about four miles an hour. Two years later—in an English patent issued to Henry Pinkins—the use of the rails for currents was indicated. Almost simultaneously with this a patent much the same was granted in America to Lilley and Colton of Pittsburg.

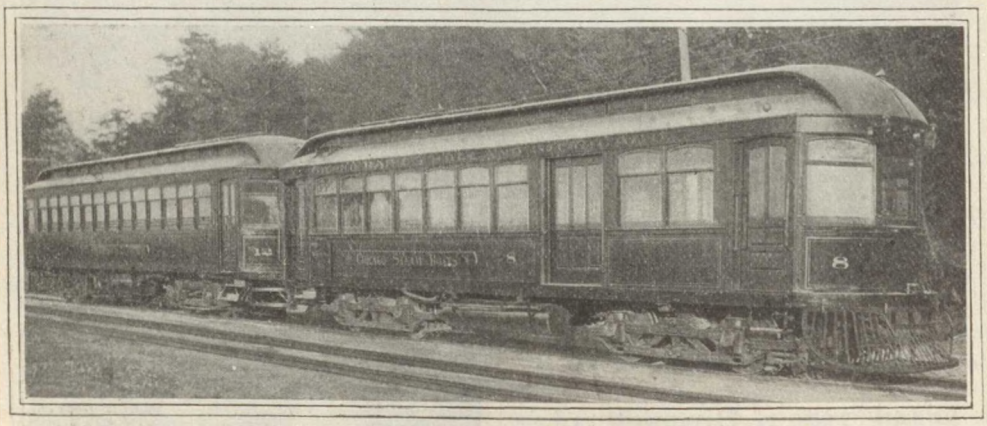
Then progress in electrical power rested again for seven years. At the conclusion of this time—in 1847—Prof. Moses G. Farmer operated an experimental car at Dover, N. H.; and about three years later one Thomas Hall exhibited in Boston an automatically reversing car mounted on rails, through which current was supplied from a battery. These are said to be the first instances in which rails were actually used as carriers of the current, as well as the first time where there was a reduction by gear from the higher speed on the motor to the lower speed of the driven axle.

It was about this same time that Prof. Page of the Smithsonian Institute, aided by a special grant from Congress, constructed a locomotive in which he used a double solenoid motor with reciprocating plunger and flywheel, as well as some other forms. This locomotive, driven by a battery of 100 Grove elements, was tried on April 29, 1851, upon a railroad running from Washington to Bladensburg, and attained a fair rate of speed. Four years later—in 1855—patents issued to

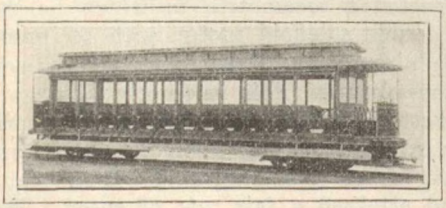


A STREET CAR THAT WE ARE FAMILIAR WITH

an Englishman named Swear and a Piedmontais named Bessola, indicated the possibility of utilizing a current from a conductor suspended above the ground, and in 1864 a Frenchman named Cazal patented the application of an electric motor to the axle of the vehicle. Shortly after this, in 1879, at the Berlin Exposition, Messrs. Siemens and Halske constructed a short line about a third of a mile in length, which was the beginning of much active work by this firm. The dynamo and motor were of the now well-known Siemens type, and the current was supplied through a central rail, with the running wheels as a return, to a small locomotive on which the motor was carried longitudinally, motion being transmitted to a central shaft from which connection was made to the wheels. The Siemens and Halske demonstration in Berlin was followed by others for exhibition purposes at Brussels, Dusseldorf and Frankfort, but no regular line was established until a short one with one motor car at Lichterfelde, near Berlin, the first in Europe, or, in fact, in the world. Soon after, the same firm installed at the Paris Electrical Exposition in 1881 a small tramway about a third of a mile long, and used for the first time overhead distribution. In this case the conductors consisted of two tubes slotted on the under side and supported by wooden insulators. In the tubes slid shoes which were held in good contact by an underrunning wheel pressed up by springs carried on a framework supported by the conductors and connected to the car by flexible conductors. The motor was placed between the wheels, and the power was transmitted by a chain. About the same time Siemens constructed an experimental road near Meran, in Tyrol, with a view of demonstrating the possibilities of electric traction for the San Gothard tunnel, and later other small lines at Frankfort, Molding and elsewhere. These were followed by a comprehensive scheme for a combined elevated and underground road submitted to the city authorities at Vienna.



TWO-CAR TRAIN ON THE GRAND RAPIDS, HOLLAND & CHICAGO LINE



THE OLDER OPEN STREET CAR

The invention about this time of accumulators directed attention to the possibilities of the self-contained car, and in

1880 a locomotive with accumulators was used at the establishment of Duchesne-Fournet at Benuil, and in the following year Raffard, with a large battery of Faure accumulators, made experiments on the tramway at Vincennes. In 1880 Dr. John Hopkinson, in describing the application of motors to hoists, proposed both for them and for tramways the simple series-parallel control for speed, a principle which, combined with resistance variation, became later universal.

Meanwhile in the United States two inventors—Stephen D. Field and Thomas A. Edison—began electric experiments almost simultaneously. Perhaps, indeed, it is to Field that the credit for the first

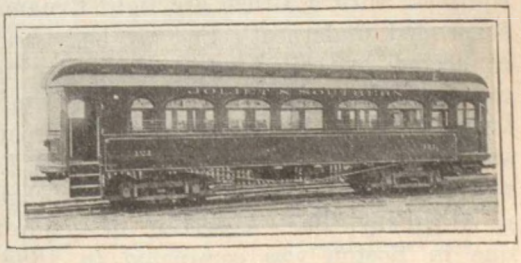
FUNERAL CAR ON THE LOS ANGELES LINE

with a flexible cable, and about the same time, in England, Dr. Fleming Jenkins proposed a scheme of telpherage which was developed by Messrs. Ayrton and Perry.

ENTHUSIASTIC GREETING OF THE ANNUAL FRUIT SPECIAL DEMONSTRATION TRAIN ON THE INLAND EMPIRE SYSTEM OF SPOKANE, WASH.

serious attempt at an electric railway should be awarded. In February, 1879, he made plans for an electric railway, the current for which was to be delivered from a stationary source of power through a wire enclosed in a conduit, with rail return, and in 1880-81 he constructed and put in operation an electric locomotive in Stockbridge, Mass. In the summer of 1882 the present overhead trolley first sprang into existence, when Dr. Joseph R. Finney operated in Allegheny, Pa., a car for which current was supplied through an overhead wire on which traveled a small trolley connected to the car

Going back once more to 1880, we find Thomas A. Edison, whose genius has illuminated practically every field of electrical research, putting into operation an



A THROUGH COMBINATION CAR ON THE JOLIET & SOUTHERN RAILWAY

electric locomotive which he ran over a track less than a mile in length at Menlo Park, N. J. The power on the Edison railway was derived from the track rails, which were insulated from each other. In prosecuting his claims for patents, however, Mr. Edison found that Mr. Field and Mr. Siemens had already—as before told—applied for rights covering to a large extent his invention, and so the claims of Edison were denied by the courts. Mr. Edison therefore united with Mr. Field and organized, about 1882, the Electric Railway Company of the United States. Soon after this, Mr. Edison's attention being attracted to other fields, the promotion of the new company was left to Mr. Field, and at the Chicago Exposition of 1883 an electric locomotive called "The Judge" was exhibited. This locomotive weighed about three tons and was operated by a third rail. It was put in operation June 19, 1883, drawing a trail car, and carried over 26,000 passengers during the first two weeks it ran.

In the same year Walter H. Knight and Edward M. Bentley organized the Bentley-Knight Railway Company, which in the fall of 1883 built an electric railway line in the yards of the Brush Company. The first public line equipped by the Bentley-Knight Company was on a section of the East Cleveland Street Railway, where a car was put in service on July 27, 1884. About a mile of track was equipped with a wooden conduit, built up of cast-iron yokes set on ties. Outside of the yokes were two-inch planks to form the sides of the conduit, while similar planks formed the top. The slot had an original width of three-quarters of an inch and the conductors were mounted about four inches apart within the conduit and were supported on insulators projecting from the wooden walls. The first car was equipped with a Brush arc light dynamo suspended underneath the car body and connected by coiled steel-wire belts to countershafts, which in turn were similarly belted to the axles. Another road was constructed later at Woonsocket, R. I., and a combined trolley and conduit road at Allegheny, Pa. A section of conduit line in Boston was completed in 1888, and soon after that time the company was absorbed by the Thompson-Houston Electric Company.

Charles J. Van Depoele seems to have been the first to have adopted the underrunning trolley, although the value of this invention did not immediately appeal to him, and a number of his later roads still used the overrunning trolley. Mr. Van Depoele was a Belgian by birth and moved to this country in 1869, settling in Detroit. In 1880 he organized the Van Depoele Electric Light Company in Chicago, and in the winter of 1882-1883 he equipped an electric elevated railroad in an exposition building in that city. The line was 400 feet long and the rails were used as one side of the circuit, while a copper wire suspended in the center of the track was utilized as the other side of the circuit. The wire was supported on a number of boards which were cut with V-slots at their upper end. On the bottom of the car were placed two wheels over which the wire ran, so that as the car traveled the wire was lifted out of the V-shaped slots and dropped into them again after passing. This arrangement had been substituted for an overhead conductor, which was first proposed. The same year Mr. Van Depoele equipped another elevated railway car at the Chicago Institute Fair. This time the cars were suspended from the elevated structure instead of running upon it. The motor was consequently on top of the car, and, by means of belting, was connected with the car axles. The conductors—of which there were two, one on each side of the circuit—were carried directly over the car, and contact was made by means of brass rollers pressing upward against the conductors. This line was run for fifty days, or as long as the exposition lasted.

In July, 1884, Mr. Van Depoele installed an exhibition line about 3,000 feet in length at the Toronto Annual Exhibition, where an underground conduit, consisting of a wooden box fixed to the center of the track by iron brackets, was used. From this time on Mr. Van Depoele became a recognized leader in the electric railway industry and a great many of the early lines owe their birth to his efforts. The Toronto car maintained a speed of four minutes to the mile, but, notwith-

standing this fact, its unique character was such that 50,000 people rode upon it during the last five days of the Fair.

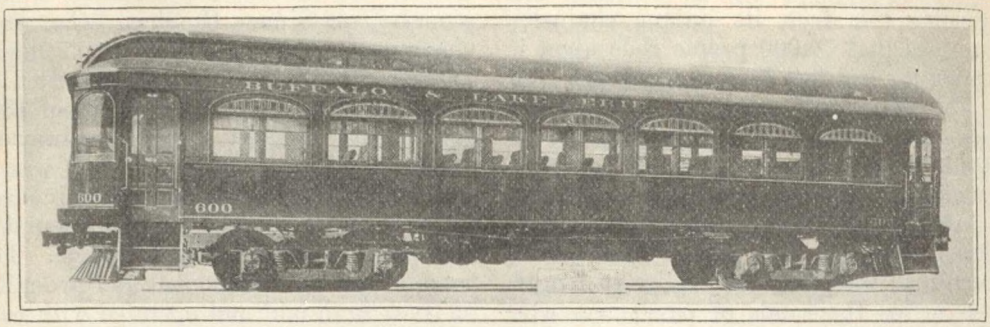
The first road operating independent cars was built by Mr. Van Depoele at South Bend, Ind., in 1885. The over-running trolley was here used, as it was in nearly all of the roads constructed during the next few years. The South Bend road was about 2½ miles in length and carried thousands of passengers who flocked to South Bend for the purpose of riding on the then famous electric line. The latter part of the same year a line three-quarters of a mile in length was put in operation at the New Orleans Exposition, and during the following winter a 50-horsepower locomotive was put in service on the Minneapolis, Lyndale and Minnetonka Railway. This railroad was operated by steam and the electric locomotive was installed to haul the cars through the streets where the use of steam was prohibited. On this road electricity as a motive power received its severest tests, and as many as eight loaded cars were hauled at one time up a grade of 3½ per cent, making a total estimated weight of 91 tons. Following the success of the Minneapolis line, many other electric railways were built, and without exception more than fulfilled the requirements. Two lines—those at Dayton and Ansonia—were equipped with the under-running trolleys, but in those days it was found difficult to keep the pole on the wire where this system was in use, and so it quickly lost in favor.

Two other men did great pioneer work contemporaneously with Mr. Van Depoele and deserve mention for their achievements. One of these was John C. Henry, who, while a resident of Kansas City, constructed there an electric railway, using overhead wires. But Mr. Henry went even further than his co-workers and in the fall of 1885 he made some experiments in heavy electric railroading on a branch of the Fort Scott Steam Railroad, where heavy freight cars were operated. Mr. Henry later equipped several of the Kansas City roads with his electric railway system and became known—country-wide—as an expert in electric railway engineering. The other of the three leading pioneers was Sidney H. Short, who, while vice-president and professor of physics in Denver University, became interested in electrical work, and in the spring of 1885 constructed a short electric railway in Denver. The success of the road was so great that a party of capitalists induced Mr. Short to give up his professorship and develop a street railway system. The conduit system was adopted and five miles of track were laid and operated with considerable success. Later Mr. Short removed to Columbus, Ohio, where, under the firm name of S. H. Short & Co., a short line about 2½ miles was built, using the overhead trolley and series motors. In 1888 Mr. Short constructed another

FIRST TRIP ON THE MANSFIELD, O., ELECTRIC STREET R. R., AUGUST 8, 1887

line on the overhead series system in St. Louis. In June, 1889, he made Cleveland his home and organized the Short Electric Railway Company, with a capital stock of $5,000,000. Mr. Short was later chief engineer of the Walker Company and some few years before his death moved to London, where he became technical director of the English Electric Manufacturing Company.

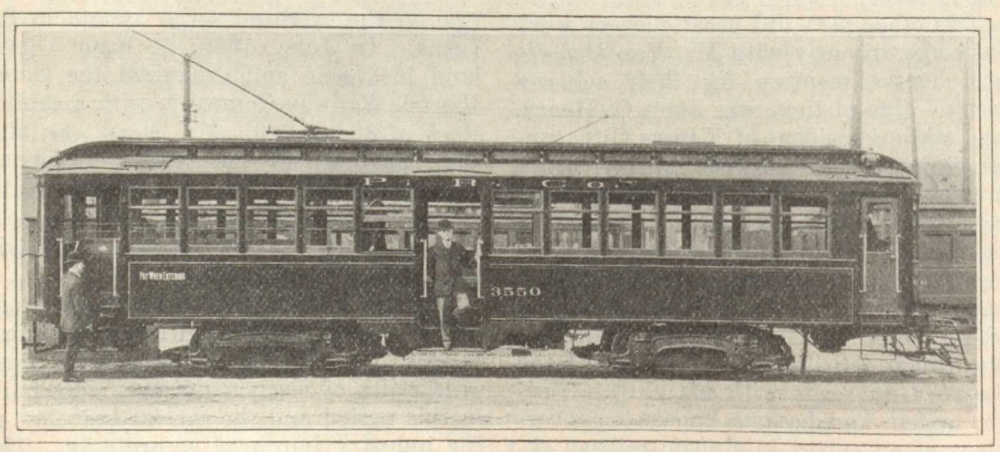
The years from 1888 to 1892 saw wonderful, bewildering progress in electrical railroad construction. Nearly nine thousand miles of electric railways were built in this period and the several branches of the industry improved accordingly. The speed became greater and the cars larger



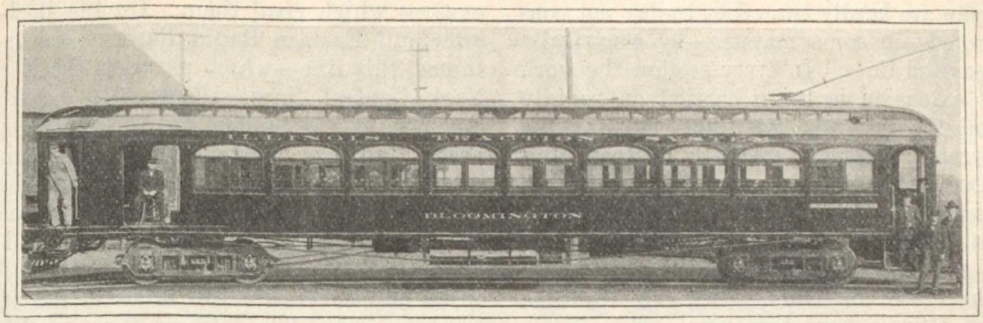
ONE OF THE INTERURBAN CARS FOR THE BUFFALO & LAKE ERIE TRACTION LINE

and better. The cable and the horse were already relegated to the background, while electricity marched along in its new rivalry with steam.

The year 1892 saw the first serious inroads by electric railroads into the field before monopolized by steam. In this year a Mr. Will Christy of Akron, Ohio, conceived the idea of constructing an interurban electric railway to run between Cleveland and Berea, a distance of about 12 miles. This was the first long-distance electric line which had been seriously considered, but Mr. Christy found it impossible to interest capital in it at that time, all those whom he approached feeling that the idea was a dangerous venture from a money-making standpoint. Within the next six months, however, with his usual tenacity of purpose, Mr. Christy had succeeded in interesting Mr. Henry A. Everett in an undertaking to connect Cleveland and Akron electrically by building the Akron, Bedford and Cleveland Railway. The distance between the two cities is about 35 miles and the cost of construction of this pioneer road was $22,000 per mile of track, including equipment, and in order to interest the investing public the property was bonded at less than one-half the cost, namely, $10,000 per track mile. In the endeavor to dispose of the first mortgage bonds on this line Mr. Everett and Mr. Christy discovered that there was a deep-rooted skepticism on the part of the public concerning the feasibility of their plan, and they were politely turned down by every firm of consequence from New York to Chicago. The work on the Akron, Bedford and Cleveland Electric Railway, however, went steadily along. It was probably the first electric line built with the idea of attaining high speed. It was laid with a 56-pound rail, the then steam railroad standard, and was expected to operate at a speed of 20 miles an hour between the cities. The through traffic on this line was large, and three-



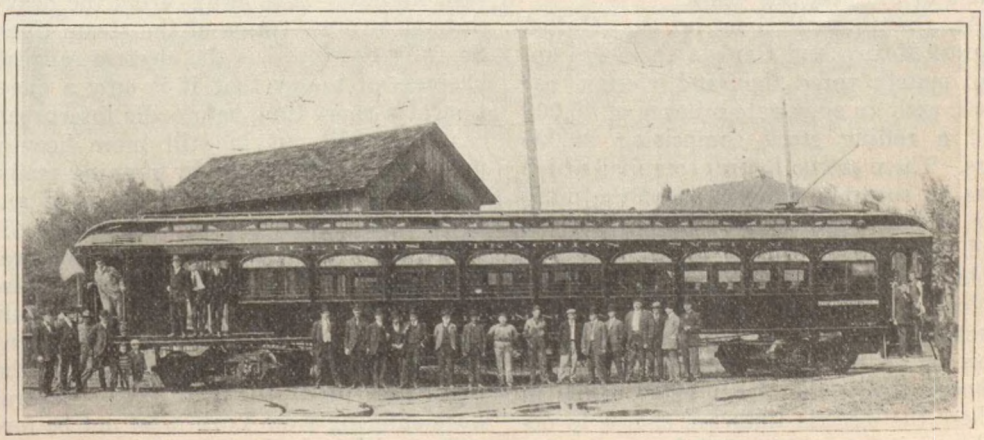
ONE OF THE NEW PITTSBURG "PAY-AS-YOU-ENTER" CARS



THE CAR "BLOOMINGTON," ONE OF THE LARGE COMBINATION CARS IN SERVICE ON THE ILLINOIS TRACTION LINE

quarters of the revenue came from passengers going from one terminal to the other. The earnings started upon a basis of a little less than $3,000 per mile of track, which, at the present, after ten years of operation, have grown to $7,000 per track mile, and are steadily increasing at the present time. At the time of the construction of this Ohio road there were two competing steam lines which paralleled its right of way. These roads—which were in the hands of a receiver—were charging $1.20 one way between Cleveland and Akron. The Akron, Bedford and Cleveland inaugurated a charge of $1 for the round trip, or sixty cents one way. This forced the steam roads to cut their rate and was really the first blow struck in the war that has since resulted between electricity and steam. The steam roads at once began the sale of excursion tickets at the rate of 75 cents for the round trip, which were good on their high-speed trains, but the trolley business—to the surprise of railroad men—increased solidly and steadily. Undoubtedly a considerable part of the electric traffic was due to the bad location of the steam roads' Cleveland terminals, but the growth of the electric line was nevertheless remarkable. As an example of the manner in which electric interurban roads are competing with steam, it is interesting to note that the total traffic of both steam roads is as great as ever, and yet the total division earnings of the Akron, Bedford and Cleveland Electric Railway are fourteen times greater than the passenger earnings between these two cities of the two competing steam lines combined.

Every state in the Union at the present time has its interurban system and around the great cities of the country there is almost invariably a network of electric lines. In the east and in the middle west



ILLINOIS TRACTION SYSTEM MECHANICS ON THE TRIAL TRIP OF THE "BLOOMINGTON"

there are hardly two cities to-day not connected—in some manner—by electrically operated lines. In every section the work of extension is being carried on rapidly and the program for 1909 calls for the largest amount of electric railroad construction in the history of the nation. A great part of this will occur in the Central Western district, where indications of a decided revival appear on every hand. The states of Ohio, Michigan, Indiana and Illinois have been pioneers in interurban development and have been covered by a mesh of interurban lines, but there are still many important links to be filled in this district and several of them will undoubtedly be built this year. While the interurban business in the Central West received somewhat of a setback during the recent financial depression, the falling off in earnings of the majority of interurban roads in this district has not been nearly so large as was the case with steam roads traversing the same district. Very few of the interurban lines, however, even during the worst of the depression, have shown a decline of more than 5 per cent in gross earnings, while 10 per cent is the exception. On the other hand, a number of the interurban lines which were not fully developed previous to the depression have actually shown an increase in earnings. But throughout the country the interurban lines have more than held their own with the steam roads and have not—at any time—suffered the setback that has characterized the business of their rivals in the past few years.

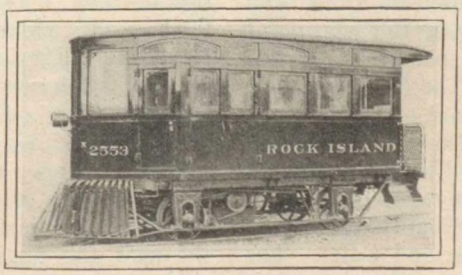
At the present time in the United States, Mexico and Canada there are approximately three thousand electric car lines, with an aggregate mileage of 40,000 and a rolling stock comprising 90,000 cars. There are no figures compiled which give an accurate comparison of the number of passengers carried by the electric and steam roads, but so far as it is possible to estimate the comparison—outside influences equalized — would favor the electric roads. In considering the question of speed, the comparison in some respects favors the steam roads, while in others the electric lines are shown to develop quite as great—and in some cases greater—speed than the powerful locomotives which rival them. On the Rochester and Eastern Rapid Railway, for instance, this line—which parallels the New York Central lines — constantly exceeds the speed of the famous Empire State Express, and has proven time and again its ability to smash all speed records with its cars. The Chicago and Aurora line (the Aurora, Elgin and Chicago Railroad) is another interurban famous for its high speed and covers its 155 miles in record-breaking time. The Illinois Traction System, which operates 23 lines in central and southern Illinois, is one of the greatest electric railway concerns in the United States and is a model after which many of the electric roads are being modeled. It maintains power plants at each of the following cities: Champaign, Danville, Bloomington, Decatur, Peoria and Riverton, and operates in its regular service 600 cars. At the present time the total mileage of the Illinois Traction Company is 530 miles, but this will soon be increased by seventy more miles now projected. Another interesting feature found on the Illinois interurban roads is the new service of the Chicago and Milwaukee line. This road has recently put dining cars in regular operation and is cutting in heavily on the business of the steam roads which parallel its route. At times four and even five heavy interurban cars have been carried, as one train, on this line, and the speed maintained is fully up to the schedule of the competing steam roads. In fact — between stations — the electric road literally "runs away" from the heavy through express trains of the steam lines. So fully developed is the electric railroad business of to-day that it is only a question of a short time before the interurban car lines will cut in still more heavily upon their steam rivals by running trains from one city and state to those of another on a regular through schedule. Already many of the steam lines are prepared for this threatened invasion by having had prepared plans by which their lines could be electrified should the contingency arise. In this connection the electrification of the New York Central lines entering New York must not be forgotten, although the subject is too big to bear of much description. The New York

Central now operates 1,035 miles of track —the motive power being gained by a heavily charged "third-rail" system. One hundred and twenty-five motor and 55 trail cars are now in constant use upon this line.

While the progression in electric car operation has cut in heavily on the passenger business of the steam roads, the electric lines were even yet not content, and have now begun to make serious inroads into the freight and express business of the steam roads. As much thought has probably been given to the working out of plans for the best methods of handling commodities as to any other subject connected with the operation of electric roads. The business, or, rather, two branches of business have been jumbled by electric road operators in the Central West into a confused variety of methods and rates until at present hardly any two managements handle this service exactly alike. There are not less than eight distinct methods in Ohio alone, and, in addition, a number of roads have slight variations from what may be considered these general ways of transacting the business. The majority of managers in discussing the various phases of handling the freight and express business maintain that the means to be used must depend largely upon the local conditions in the district to be served. While this is true to a certain degree, it is also a fact that certain roads have decided to handle the business at strictly express rates, while others are handling the same matter at competitive steam freight rates in districts where the conditions appear to be almost identical.

But while the electric roads have not yet cut in dangerously upon the freight business of the steam carriers, it is only a matter of a few years at most before the electric lines will have become real competitors of the steam roads—if, indeed, they do not take an enormous amount of business directly away from them. All that seems to stand in the way is a unity of purpose and desire which—once established—will place the electric lines on an equal footing with the steam routes. The electric lines seem to have it within their power to cut under the steam freight rates if they will, and sooner or later they will undoubtedly get together—on common ground—and decide to do so. Even at the present time the network of electrically operated roads is so vast that there are few points in the country that cannot be reached easily and quickly by them. About a year ago a correspondent for a Chicago paper undertook to go from Chicago to New York via electric lines. At first people gasped and said it could not be accomplished, but a few days later, after the explorer had reached New York successfully via electric lines throughout, the doubting public was forced to admit that the progress in electrical railway construction had quite outgrown the common beliefs entertained about it.

And so why not through Pullman sleepers from New York to San Francisco ten years from now—trains that will get their power from that one little spark on the trolley wire that symbolizes—all in itself —that greatest of all propelling powers, electricity? It is no dream, but instead a cold, living, real probability that all of us—if we survive—will live to see.



TYPE OF TWENTY-FIVE-PASSENGER GASOLINE CAR IN USE ON CHICAGO & ROCK ISLAND R. R.

Thanks are extended "The Electric Traction Weekly," "The Electric Railway Journal," and the Ohio Brass Company for their co-operation and help in the preparation of this article

THE CRUCIBLE OF MODERN THOUGHT

By THOMAS H. CUYLER

(FIRST PAPER)

EVERYONE who has kept in touch with the current of the modern trend of thought must be aware of the operation of the mighty processes of tearing down, building up, rearrangement and reconstruction now under way in the realm of thought—in every region of that realm, in fact. It may be well said that modern thought is in the melting pot, and that even the most careful observers are in ignorance of what will finally come from that pot. Advanced thinkers along all lines of human knowledge have tossed their conceptions into the great crucible of Twentieth Century Thought, there to mingle with the conceptions of others and to be fused into some wonderful new combination, the exact nature of which is beyond the knowing of even the most prescient thinker among them. Of course, each contributor, or class of contributors, to the mass of material which is placed into the great melting pot, feels assured that his or their particular material must necessarily be the predominant element in the new composition—that their particular theory will be in strong evidence in the new synthesis.

But the thinker who stands aloof, who assumes the judicial frame of mind, who regards the process from the viewpoint affording the proper perspective, does not feel at all sure of the final outcome. He sees the general trend of the thought movements, but he also recognizes the operation of reaction following action, of the play of the opposite poles of thought—and he reserves his final judgment of the outcome—and waits, and waits. The answer lies in the future—the present is merely the scene of the struggle and bubble. The materials of the new composition are being tossed into the great pot, one by one, each day adding new materials which will aid in determining the nature of the composite substance which will be poured forth in the end, and which will then go through the slow process of cooling and crystallization. But he is either a thoughtless man, a bold man, or a prophet, who dares venture to predict the exact nature of that which will come out of the crucible when all this heterogeneous mass of crude material shall have been melted, fused and amalgamated.

Fashion in Thought

One seeking for the causes of this modern unrest in the world of thought must go far back in the pages of philosophy in his search. For much of the modern activity arises from causes latent in the thought of hundreds, yes, thousands, of years ago. There has been a constant evolution of thought, with its action and reaction, its manifestation of the opposing poles of activity, its tides and currents, its slipping back and its recovery of lost ground. In that evolution there has been noticed the constant swing of the pendulum of thought from one extreme to another, and then back again—the curious manifestation of "fashion" in thought which causes a favorite set of ideas to flourish for a while and then to sink into obscurity, there to remain for centuries, only to spring up again with renewed vigor after the passage of years. Strange as it may appear to many, nearly all of the great modern philosophical truths have been known in the past and have gone through this period of obscurement and hiding, only to emerge on the scene of modern thought in full vigor, claiming their rightful place in the evolution of thought.

The Modern Spirit

It must be admitted, however, that the modern *scientific spirit*—that spirit which seeks truth for truth's sake—which follows reason wherever it may lead, irrespective of the personal beliefs, theories and opinions of the investigators—seems to be unique and peculiar to this age. Never before in the history of human thought has there been manifested such an honest desire for *the real truth* as at present. We see thinkers and investigators sorrowfully, but willingly, discarding many of their old and hallowed ideas and beliefs, because investigation has shown the unreasonableness of such beliefs. The spirit of the materialists, who, in their search for evidence that Matter was the final and ultimate Reality, found that Matter, in the old sense, melted into mystery and became non-existent, and who then gladly accepted the new knowledge, is but one evidence of the modern scientific spirit which is animating the world's best thinkers. The courage and honesty of many of the thinkers along theological lines, who find it necessary to throw overboard their old dogmas, as the price of the discovery of higher conceptions of truth, is akin to the instance just cited, and requires even greater courage and honesty of purpose.

Shifting Foundations

While this unrest in the world of thought seems to be scattered over a large and varied field, yet if we will but closely examine into the underlying causes, we will see that all these varied manifestations and phases of the unrest really arise from the *changing foundations of popular philosophy*. And, indeed, the basic thought upon which philosophy rests is involved in the shifting and readjustment. That basic thought is that which men call the idea of "Fundamental Principles," and which underlies all philosophic thought, as the foundation-stones underlie every edifice. A shifting of that foundation brings down the house, or at least disturbs its equilibrium, cracks its walls, and necessitates radical and important repairs. And this is what has happened in the world of thought to-day. The ideas regarding Fundamental Principles are changing, and the structure of thought erected thereupon is endangered—its walls are cracking, its beams slipping, its floors sagging, its roof is awry. Just how great the damage—just the extent of the repairs needed—these can be determined only by time, for the shifting and slipping of the foundation is still under way. Some think it will be necessary to tear down the walls and erect an entirely new edifice upon the readjusted foundation—who knows?

Solid Rock or Shifting Sand

This claim that the idea of the Fundamental Principles is being disturbed, and is thus causing the trouble in the edifice of modern thought, may seem strange to those who have thought that the discoveries in physical science and the unrest in sociological thought were the disturbing elements. But the careful thinker will see that the real disturbance lies far deeper than these. For these conceptions depend materially, at least in their application and working-out, upon the world's conception of the Fundamental Principles supporting the phenomenal universe. All edifices of thought must be built upon some foundation, and the only true foundation for thought is the conception of the Fundamental Principles, upon which depend the particular conception of philosophy, nature and life built thereupon. At the last, all physical conceptions must rest upon the basis of some metaphysical conception. This may not be apparent at first thought, but a retracing of the steps of reasoning will show that the statement is correct. The parable of the house that is built upon shifting sand, and that built upon the solid rock, is in accordance with the facts of thought and philosophy. It sometimes happens, however, that what has been thought to be a foundation of "solid rock" is finally discovered to be but soft crumbling sandstone, which is rapidly disintegrating into "shifting sand." And this is what appears to be the trouble to-day. The foundation is apparently crumbling, or at least settling in a new adjustment of itself. And the settling or crumbling process is disturbing thought and life in all of its many phases.

Examining the Trouble

Let us now examine the case of this shifting or crumbling foundation. Let us see, if possible, the nature and extent of the damage. In order to proceed intelligently we must, for the time being, discard our prejudices and maintain "the open mind." Let us examine what men are saying and thinking about the matter, and then proceed to make up our minds regarding the true state of affairs. This is the purpose of this series of papers, and this only. We shall not try to convert anyone to our own particular views on the subject. In fact, we shall endeavor to keep our own views in the background. Instead of appearing as the counsel for the prosecution or the defense, we shall try to occupy the seat of the judge—instead of making the argument of counsel on either side, we shall try to follow the course of the judge in summing up and reviewing the evidence and submitting the same to the jury of the readers of these papers. This is the only fair way, and we trust that you, the jury, will give us the credit for fairness and just intentions as we proceed.

The Underlying "Something"

The idea of Fundamental Principles depends upon the conception of an Underlying Something, in which philosophy holds that everything that *is* must "live and move and have its being." The human mind has ever tended toward the conception of a *Something* underlying all individual manifestations of being—the Ocean of Being, in which all particular beings are but as drops or particles. This Universal Principle of Being has been variously conceived of as being by nature anything or everything from pure Spirit to pure Matter. Theologians have conceived of it as a mysterious something called Spirit, connected in some way with Deity. Philosophers have endeavored to attribute to it various and different natures. Modern Science has considered it either as the Principle of Matter, on the one hand; or as "that Infinite and Eternal Energy from which all things proceed," as Spencer put it, on the other hand. Ancient Oriental metaphysicians, as well as modern Idealism, have considered it as Pure Mind. Ancient Pantheism and modern Transcendentalism have regarded Being as identical with Deity. Between these various conceptions the metaphysical and philosophical conflict has raged.

The Basis of the Standards

While, at first, it may seem that the conflict is one which concerns only theologians, philosophers and metaphysicians, a closer examination will reveal the fact that its influence and scope extends much farther, inasmuch as our conceptions of life, action, duty, morals and general conduct must, and do, depend materially upon the conception of Being held by the popular mind. The individual may be uncertain or indifferent, but, nevertheless, he is affected and, to a certain extent, *bound* by the ideas arising from such popular conception. The affairs of men's lives depend upon certain *standards,* and these standards depend upon the popular conception regarding the source of standards, and the belief in and acceptance of the authority of the standard-makers. These standards may be said to have the effect of *laws,* and the efficacy of all laws must rest upon the acceptance by the people of the authority, reality and power of the lawmaker to enforce. Therefore, any disturbance regarding the validity of the standards and values of Life must arise from a shifting conception regarding the fundamental source of these standards, values and laws, in the public mind. And that is what we mean when we say that the foundation of the structure of thought and action gives signs of a shifting, settling, or sinking. This foundation is of course in the public mind, and we must look to the public mind for the evidences of the changes that are going on.

Feeling the Public Pulse

Remember, first and last, that we are not attempting to pass upon the truth or untruth of any particular conceptions of the Fundamental Truths—neither are we undertaking to theorize or speculate upon the real nature of Truth. We are merely conducting an investigation into *the state of the public mind on the subject*—merely feeling the pulse of Mod-

ern Thought. Upon the fundamental conceptions in the public mind depend the actions and life of the individuals composing that public. Not only is it true that a tree is known by its fruits, but it is also true that *the fruits may be known by its tree.* We may infer the popular standards by observing the actions of the populace; we may predicate the actions of the populace by knowing the public standards. And the standards must, in the end, depend upon the accepted idea or conception of the Fundamental Principles. Investigate the subject from any starting point, and we find ourselves approaching the Centre at last.

Middle-Age Conceptions

In considering the conception of the Fundamental Principles and its effect on the creation of standards of living and action, we need go back no further than the Middle Ages. That particular period of the history of the race shows in itself a reactionary swing of the pendulum of thought. Independent thought had reached its lowest ebb. Here and there were to be found a thinker or two who dared use his reason, but the philosophies of the past were forgotten or unknown to the masses of people, and dogmatic theology had spread its dampened blanket over the embers of independent thought so thoroughly as to almost smother out of existence even its feeble spark.

No Doubt in the Middle Ages

There was no question regarding Fundamental Principles disturbing the public mind of the Middle Ages. Everything of the kind had been positively and thoroughly settled by the Church. The world had been created out of nothing, in six days, some 5,000 years before that time; the animals had been made, one by one, species by species, and man was a special creation, coming after all the earth had been prepared for him. He had partaken of the Forbidden Fruit and had been driven from Eden, and the curse of Original Sin had been placed on the race. There were no disputed questions of geology, anthropology or general science. The earth was flat, and the sun and stars moved around it—this relieved the minds of the people of all worrisome questions of astronomy—the nebular hypothesis was undreamed of. Ethics and morality were likewise beyond dispute or argument—these matters had been settled once and for all by the Scriptures interpreted by the infallible authority of the Church. Theologians disputed about doctrinal points—but this did not concern the general public, for the latter knew nothing of these subjects. The authority was supreme—the standards were firmly established—there was nothing to think about. Some failed to live up to the standards, but the standards were fixed, nevertheless.

The Beginning of Unrest

Time rolled on. Printing was discovered, and people began to read books. Then came the theological revolts which resulted in the establishment of various churches in opposition to the one Church. People began to realize that it was possible and permissible to reason about things instead of having to accept them upon mere authority. The Reformation, as it is called, was the entering wedge of independent thought. People actually dared to question the authority of the Church, and, wonder upon wonders, they were not struck dead on the spot! The chains were loosened and the primal causes of the present unrest were set into motion. As time passed the churches disputed one with another, and various sects and divisions arose, each of which based its schism upon some disputed conception of doctrine or practice. After a time the members of the various sects began to hold individual opinions, although still adhering to general truths and creeds. Creeds became broader, and men claimed a greater and still greater right of individual interpretation and freer thought. Although the educated classes did the most of the thinking, still, as is always the case, their opinions gradually filtered through to the lower classes and changes became general.

Eighteenth Century Activity

During the Eighteenth Century there was a great activity in Europe along the lines of Freethought. All sorts of heretical schools became popular—from Atheism to modified Deism. People also be-

gan to rebel against the constituted authorities—the doctrine of Divine Right began to be doubted. The French Revolution was an active factor in the shaking off of old ideals, political and theological, and although a reaction set in following the terrible excess of the fanatics of the times, still the work had been done, and much of the leaven remained. The American Revolution, with its democratic teachings, and the heterodox views of men like Jefferson and Paine, added to the work done by the earlier leaders of the French Revolution, and the teachings of Voltaire and others of his school.

The Nineteenth Century Changes

During the Nineteenth Century the advances of physical science made still further inroads into the orthodox teachings of the past. Reaching the half-way point of the century, men like Darwin, Huxley, Tyndall and Herbert Spencer began to exert a remarkable influence upon the popular mind, and orthodoxy was put squarely on the defensive in a manner never before known—a condition which has continued even unto this day, the orthodox ranks having been steadily forced to retreat, until now many of the orthodox opinions are almost as heterodox as those of the skeptics of fifty or a hundred years ago. Many of the orthodox pulpits to-day give utterance to views almost identical with those which shocked our great-grandfathers when uttered by Thomas Paine. The Higher Criticism of to-day goes further than the "infidelism" of 1850.

The Effect of "Evolution"

The theory of Evolution and the Descent of Man broke down many of the old barriers, and the works of Huxley and Spencer tore down still more. It became popular to be an evolutionist, and the adherents of the older teachings were regarded as behind the times. A strong tendency toward Materialism set in, which many supposed was destined to sweep before it all the old line of defences of orthodoxy. But, strange to say, toward the close of the century a reaction set in. Although people had been carried away with the newer teachings which had wiped away old lines of thought, the old religious instinct and the desire for spiritual things had not been destroyed. All the stronger for having been suppressed for a time, these factors in the human mind swung back the pendulum of thought away from Materialism. Materialism, once so popular in scientific circles and in the universities, has now almost entirely disappeared, being superseded by a new conception of Idealism. There is, of course, an Old Guard of Materialists still left, headed by men like Haeckel and his school, but its popularity has departed for the time being. But the pendulum, in its backward swing, did not carry popular thought back to the old orthodox standards. These had been discarded once and for all, it seemed. There was a need for a new set of conceptions—and the demand created the supply. And here we have the key to the present conditions of affairs.

Filling the Vacuum

Filling the vacuum created by the evaporation of the older orthodox dogmas, we find the ideals of Ancient Greek Philosophy, mingling with the still older teachings of the Hindus, and through all is heard the note of Mysticism which has ever pervaded human thought in every religion, every time, and every race. The discarded and long-reviled teachings of the Gnostics, that body of Early Christian Mystics, have arisen again and under new names have found popular favor in the minds of the public of the Twentieth Century. The teachings of the old Hindu Vedantism, given a new impetus by Emerson and the Transcendentalists, find a prominent place in the advancing thought of to-day. Plato has sprung into renewed and startling popular favor, and many advanced modern thinkers find in his pages the truths for which they have sought in vain elsewhere. Heraclitus finds corroboration in the teachings of modern science, and his views of the eternal change and the "becoming" of the universe are repeated in many modern teachings. Other bits of philosophy have been borrowed from Buddhism, and even from the Sufis, the mystic sect of Mohammedism. Even the philosophy of Lao-tze, the ancient Chinese philosopher

who taught of the Tao, or "Way," is accepted as correctly representing some stages of modern thought.

Old Wine in New Bottles

The Twentieth Century has drawn boldly upon the past centuries for its stores of wisdom and philosophy, and has appropriated the same boldly, and often without giving due credit. New sects, schools and cults have arisen, all exerting a certain influence upon the general thought of the day. Theosophy has acted as a leaven in the direction of popularizing the Hindu conceptions, particularly in the matter of the doctrine of reincarnation and rebirth. Christian Science has exerted an influence in the direction of Idealism, recalling in some respects (independent of its features of healing) the idealistic teachings of the Vedanta and of the Grecian Philosophers. Unitarianism has exerted a powerful influence among the churches, and its effects are seen even in the pulpits which revile it. The Higher Criticism, in the churches, has tended to lead the public away from the old ideas to which they once were wedded. In the large cities, mention from the pulpit of eternal punishment, hell-fire, or the personal devil, evoke smiles and shrugs. To an unprejudiced observer it would appear that many of the old teachings have been left behind, never to return. But who knows, after all? Even their turn may come again.

Startling Reversals

Twenty-five years ago a close observer of the times would have felt perfectly safe in predicting that out of the bubbling pot of that day there must emerge the new teachings of Materialism, which at that time seemed destined to carry the day. But alas for human prescience, the very reverse has happened. Materialism has been shown the door, for the time being, and, wonder upon wonders! advanced Idealism has taken the centre of the field of human philosophical thought. Yes, not only advanced Idealism, but even a rarefied Pantheism, under other names. The predictions of twenty-five years ago have proven false, and the tables have been turned on the prophets of that time. Materialism has been eliminated and its direct antithesis, Idealistic Pantheism, has been given the seat of honor. Not the crude Pantheism which insists that Deity is but the total of natural objects and forces—but the higher phase of Pantheism which insists that Deity is manifested in all natural things—the doctrine of the Immanent Deity. And this even in its most idealistic sense, for the advance wave of modern philosophical thought certainly holds to the idea that the universe is in reality an *idea* or *series of ideas* in the Mind of God. The most radical branch of the great Vedanta school of the Hindus, the Advaitists, have never dared to go farther in this direction than the most advanced adherents of the Twentieth Century Idealism, which is exerting so powerful an influence on the public thought of to-day.

The New Conception

Some who have not as yet dared to go to the full length of this extreme idealism do not hesitate to teach and preach the full doctrine of the Immanent Deity, which they hold is also taught by the Biblical teacher who said that "In Him we live and move and have our being." This surely is a most radical departure from the old teaching of the Deity who ever dwelt apart from His creation, and who made the universe from nothing. And surely, the standard built upon this new teaching must differ materially from those erected upon the old. It is this marked shifting of the foundation conception of the Fundamental Principles that has disturbed the edifice of thought, life and action to-day.

What Is the Answer

Have we discarded the solid rock for the sinking sand, or *vice versa?* Each must answer according to his own views and conceptions. The newer school claims that it has "found solid rock at last;" while the older school insists that its opponents are "blasting at the Rock of Ages." Which is right—and "what shall the harvest be?" Time alone can answer. Each must be judged by its works. "By their fruits shall ye know them." And time is required for the fruits and works of the new. Perhaps from the old and the new, a still newer Something

may arise, better and nobler than either. Time must answer. Like the Sphinx, Time crouches on her haunches, and with pensive, undisturbed eyes gazes out into the eternity of the future. What does she see there—what does she see? Ah, if we could only know!

To those who may imagine that we have laid too much stress upon the popularity of the conceptions of the Immanent Deity, or the Oneness of All, which is a distinctive feature of the newer thought of the day, let us refer to the news columns of the papers of any large city in the land, containing the reports of the sermons delivered in the leading pulpits. Let us refer to the utterances of the great theological teachers of the day. Let us refer to the teachings of the following representative men of the great universities of the land, as reported in the daily press and magazines of the day. Surely these tell the tale in no uncertain tones.

"Avatars of the Almighty"

Harold Bolce, in a recent article in the *Cosmopolitan Magazine,* entitled "Avatars of the Almighty," gives a number of instances in which college professors are teaching this new conception of Fundamental Principles—the conception of the Indwelling Deity—of the Immanent God. In conclusion, he states: "And now that man has discovered that there resides in his nature a spirit or energy that is divine, the colleges say, and that he can summon it to work his will, the potency and future operation of this psychic force no man can compute. Science has found a way through psychology to God; the opportunities for the race, through invoking in the human consciousness the brooding spirit that fills all space, are absolutely infinite. Science, therefore, is demonstrating along new lines, or at least is claiming to demonstrate, *that man is God made manifest.* And modern philosophy, as set forth in American universities, holds this incarnation not as a fanciful and merely beautiful ideal, but as a working and understandable principle in the soul of humanity. The professors, therefore, who are digging what they believe to be the graves for dead dogmas, stand as exponents of the teaching that *man is the embodiment and conscious expression of the force that guides all life and holds all matter in its course.* Man has begun the cycle of that triumphal daring prophesied by ancient seers, and which appealed so potently to the imagination of Poe. Not merely in religious rhetoric, but in reality, the school men say, *is man the avatar of God."* The reference to Poe is accompanied by the following quotation from that poet: "Think that the sense of individual identity will be gradually merged in the general consciousness—that Man, for example, ceasing imperceptibly to feel himself man, will at length attain that awfully triumphant epoch, *when he shall recognize his existence as that of Jehovah."*

A Revolutionary Conception

The editor of the *Cosmopolitan,* in commenting on the article in question, says: "The college professors, in some cases, express doubt as to the practicability and judgment of their teachings. Will their propaganda cause a rejection of all solemn and religious authority, create a Robespierre, and erect a guillotine, with its concomitant tumbrels and blood-atonement? The professors say no. They assert that in this, the sanest of all ages, man thinks for himself, and the path they blaze for him leads to the realization that he himself is an avatar, and incarnation, of God. . . . The conflict between the colleges and the church discloses a movement of thought more significant, perhaps, to civilization than even the Renaissance. In its revolutionary character, and in its importance to mankind, the only world-wide movement that can be compared with it was that upheaval in the eighteenth century which led, through bloodshed, to democracy. . . . The claim of the colleges is that they are teaching a higher form of truth. They hold that *'the orthodox God has had his day.'* . . . They say that when the God of theology is utterly banished from human thought the reign of man will begin. . . . They say, as indicated, that this spiritual revolution will not end in a saturnalia of tumbrels and guillotines, for this is not

an atheistic banishment of God and his holy angels, but is, on the contrary, the enthronement of a new Jehovah—*a God that has become conscious and potent in the human mind.*"

The Wave of Transcendentalism

Outside of the pulpits and universities other influences are at work. In the first place, there is felt the great influence of that great wave of Transcendental thought which swept over the country during the last century, of which Emerson was the chief exponent. The effect of Emerson's Transcendentalism is most marked in the present unrest in thought and conception. His "Oversoul" forms the basis of a mystical religion which has brought comfort and peace to many a weary soul. The very essence of his teaching is, of course, the Oneness of All, and the Indwelling Spirit. The influence of Walt Whitman, Edward Carpenter and Browning has been felt in the general movement toward the Transcendental conception. Maeterlinck has also drawn the attention and interest of many toward the same or similar conceptions. People who have studied the German philosophers, particularly Hegel and Schopenhauer, in many cases find themselves attracted toward the teaching and conceptions of the present stage of Idealism.

Influences at Work

The influence of the Congress of Religions, at the time of the World's Fair in Chicago, has led people to take a new interest in the study of Comparative Religion, particularly in the religions of the Orient, nearly all of which are based upon some form of pantheistic or idealistic doctrine. The effect of Christian Science and of the various New Thought cults and schools has been to lead people's minds in the same general direction—toward the "recognition, realization and manifestation of the God in me." In fact, it would seem as if a thousand circumstances had conspired to bring modern thought to a point in which it *must* consider the New Idealism and the new presentation of the Immanent and Indwelling Spirit. The world seems to have turned its back upon orthodoxy, but at the same time has refused to entertain and accept the teachings of Materialism, notwithstanding the predictions of the thinkers of the last century. It needs *something* to fill the place of the old ideas, which are being discarded, and Idealism and the Indwelling Spirit—the Oneness of All, the Union with God—appeared to be the logical conception under all the circumstances. At the present time there is certainly a wave setting in from all directions, tending ever toward centering the world's thought upon the old-new conception of Fundamental Principles. Whether it is permanent, or whether it will disappear in a reactionary movement, or whether it will evolve into something still higher and nearer to Truth—these are the questions that observing men are asking each other to-day. It is indeed a wise man who can answer them.

How Is It Working Out

And now for the immediate effects of this change of conceptions regarding the Fundamental Principles. What effect is it having upon the people of to-day? What is its influence upon other lines of thought? What effect is it exerting upon the great economic, sociological, ethical and moral movements of the day? How is the new conception working out in actual practice? These are important questions—let us consider them.

The Reply of Orthodoxy

From the viewpoint of the unchanged, steadfast members of the Old Guard of orthodoxy, the new conceptions are pernicious in their effect, and can work naught but harm to the race. In the first place, say these good people: "There is nothing *new* about the thing—it is as old as the race." This is undoubtedly true, for the same teachings, beliefs and conceptions which are now so popular may be found in the oldest of the world's philosophies and religions. India and Ancient Greece are the fountain head of the basic ideas of the modern popular conceptions. In the Vedanta, in the teachings of Buddha, in the writings of Plato, Heraclitus, Democritus and the Stoic Philosophers, may be found the principles of the popular thought of to-day. The cycle, or spiral, of human

thought has brought the old philosophies to the front as new. But is the fact that a *new* thing is really *old* any real argument against it? Secondly, say these critics: "It comes from *heathen* sources." True, also, but this is circular reasoning —the fact that an old philosopher, *before the days of Christianity,* happened to fail to be a Christian, is no argument against his truths. Nor is all truth, wisdom and virtue the especial property of Christian thinkers. If we were to discard all *heathen* knowledge, the world would be a heavy loser. Thirdly, say the critics: "It is naught but Pantheism." This may be so, but, notwithstanding the odium attached to the term by the orthodox Churchman, Pantheism has inspired some of the world's greatest minds. There are two kinds of Pantheism, the first being that of the primitive peoples, who held that God was but the sum and substance of the natural forces and objects; the second being the view of the "god-drunken philosopher," Spinoza, who held that "God was in all, and all in God;" that nature and the universe was but a manifestation of God; and that "to define God is to deny Him."

The Higher Pantheism

To understand the charge of "Pantheism" hurled at the old-new conception of the Oneness of All, by the orthodox critics, one must realize what the Pantheism of Spinoza is, and to realize how different it is from the old animistic Pantheism of the primitive peoples. The following quotation, from the "Encyclopædic Dictionary," states the matter briefly and clearly: "The system of Spinoza has been described as Atheism, as Pantheism, and as the most rigid Monotheism, according as his cardinal teaching—that there is but One Substance, God—has been interpreted. By Substance, however, Spinoza meant the underlying reality and ever-living existence, and he chose for the epigraph of his *Ethics* the words of St. Paul: "In him we live and move and have our being" (Acts xvii:28). God is for him the one principle, having thought and extension as two eternal and infinite attributes constituting its essence, of which attributes Mind and Matter are the necessary manifestations; and thus he solves the problem of the relation of the Finite to the Infinite. Everything is a form of the ever-living existence, the Substance, God, which is, and is not, Nature, with which He is no more to be confounded than the fountain with the rivulet, or eternity with time. God is *natura naturans,* Nature is *natura naturata;* the one is the energy, the other the act. In the same way, he explains the union of the soul with the body. Man is but a mode of the Divine Existence; his mind a spark of the Divine Flame; his body a mode of the Infinite existence." Surely this comes very near to agreement with the Twentieth Century conception of the Omnipresent Spirit. If one is Pantheism, the other must be also. We leave this subject in the hands of the respective schools.

Person or Principle

Fourthly, say the orthodox critics: "When we deny the personality of God, we deny His Being as God, and resolve Him into a mere Principle—the Principle of Nature. This is another matter which may be safely left for the consideration of the theologians. It is too technical for discussion in a general paper. We must, however, mention the view of Schopenhauer, who taught the idea of a World-Spirit, which he called "The Will." He said: "When we assert Pantheism we deny the existence of a God; when we identify God with Nature, we really show God to the door." The contention of the orthodox that all the attributes, qualities and characteristics which orthodoxy attributes to the personal God disappear when the personality is denied, seems to be worthy of respectful consideration. And the new conceptions certainly do emphatically deny the personality of God, and certainly do regard him as a Principle. Therefore, we may understand the cry of orthodoxy, that "they would take away Jehovah, and supplant Him by a shadowy Principle." But a university professor has said: "The view of God which conceives him as *external* to the human self is a view which dominates the lowest forms of religions." Just how much of the old qualities, char-

acteristics and attributes of the personal God may be preserved when the personal conception is supplanted by an abstract Principle, which must by its nature be Absolute and devoid of qualities, characteristics and attributes, is a question for the philosophers to argue among themselves. We do not hazard an opinion—we are merely the reporter of the observed ideas in the public mind.

Disappearing Authority

But, finally cry the orthodox critics: "If you deny the personal God, the inspiration of the Scriptures, and the authority of the Church, you sweep away the very standards of religion, morality and laws of human conduct. You leave nothing but a recourse to utilitarian ethics and systems of morality, built upon the changing ideals of man, or of his supposed needs. Your standards change with the times. You destroy all standards, and the Rock crumbles beneath your feet." We think this objection worthy of thought. It must follow that if the authority of the Scriptures and the Church is denied, then the standards resting upon this authority must likewise fall, and man must be driven to the erection of standards based upon his reason, judgment and experience, rather than upon the authority of the Scriptures and the Church. And here is where many careful observers see the immediate cause of much of the sociological, economic and ethical unrest, and shifting standards of to-day. These observers say that the race, now in the process of discarding the old authority, must lose its faith in the infallibility of the old standards, and is beginning to create new standards, based upon the needs, real or supposed, of the race; and this occasions much of the turmoil and bubbling in the great Melting Pot of Thought.

By What Authority

People are inquiring why they should be bound to old forms, when the authority for those forms have been discarded. They ask why they should attempt to live up to the old admonitions: "Submit myself to all my governors, teachers, spiritual pastors and masters; to order myself lowly and reverently to all my betters; . . . to do my duty in that state of life into which it shall please God to call me"—when the authority of the Church which so enjoined these duties is in grave doubt. They ask: "The Ten Commandments denied as inspired—then what commandments shall we follow?" If the Scriptures are not inspired, what is the true rule of conduct and life? These are the questions that the plain people are asking. They are in a transition stage. They are revolting against the old rules of social life, economics, and the old morality, in many instances. They are disputing many venerable, old ideas regarding property; social duties; relation of state and citizen; marriage, etc. The barriers down, they are thinking of building according to their wishes or requirements, rather than upon the *dicta* of churchmen and ancient prophets. All these things are bubbling in the pot, because of the changing conceptions of Fundamental Principles.

The Answer of the New School

On the other hand, the advocate of the New Conceptions answers that, while this is all true—that while the old standards are being destroyed and discarded—that man is also engaged in building up for the race a newer, saner and grander edifice of thought—a better, truer and stronger set of standards, based upon human needs, experience and requirements—that instead of following the arbitrary commands of dead prophets and teachers, or of antiquated and discarded creeds, the race will move on, inspired by the Indwelling Spirit of God made manifest as man, ever toward higher and nobler efforts—toward higher and better things, following ever the idea embodied in the lines of Holmes:

"Build thee more stately mansions, O my soul;
As the swift seasons roll!
Leave thy low vaulted past!
Let each new temple, nobler than the last,
Shut thee from heaven with a dome more vast,
Till thou at length are free,
Leaving thine outgrown shell by life's unresting sea."

And, in the meantime, those of us who

may feel confused at this process of tearing down and rebuilding—who feel the pang of letting go of the old, and the perplexity and confusion resulting from the attempt to adapt ourselves to the new—we who, though our faces and intellect be turned toward the future, still feel that our hearts are with the past—what is there for us to do but to proceed in our search with a positive faith, knowing that a constant and persistent desire for truth must inevitably lead us into the very light of truth?

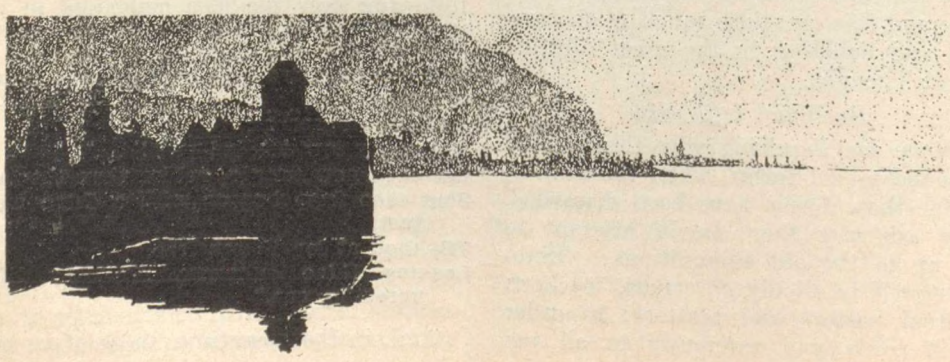
The Pragmatic Conclusion

In conclusion, we would say that in the consideration of the conflicting ideas, theories and conceptions presenting themselves for consideration at the bar of modern thought, there is a new school which is now making its claims heard, and which many think destined to occupy a prominent position on the stage of interest in the near future. This school has for its basic principle the idea that abstract Truth is Unknowable—that the mind of man is unable to grasp the idea of Abstract Principle, any more than it can grasp that of abstract air, abstract water, abstract stone, etc. It holds that man does not, and cannot, know "whence he comes; whither he goes; or what is the object of his existence." And that, therefore, his highest wisdôm lies in accepting this fact, and then living in the Here and Now; accepting what good may come to his hand; discarding all questions incapable of definite answer; being kind and doing good wherever he can, not as a duty, but because of the evolving feeling of the Brotherhood of Man; and finally testing all statements of truth by the touchstone of Utility—asking ever the questions: "What is it good for? How will it work? What can be done with it? Does it make good?" This class of thinkers show a preference for the Pragmatic view of thought and life, which Professor James has so well stated as: "The attitude of looking away from first things, principles, 'categories,' supposed necessities; and of *looking toward last things, fruits, consequences, facts.*" After all, would it not be strange if the Pragmatic method should prove to be the solution—should prove to be the test to be applied to the products of the melting pot—the final test of: "How does it work out? What is it good for? What will it do for the race? How far does it 'make good?'"

The Seething Pot

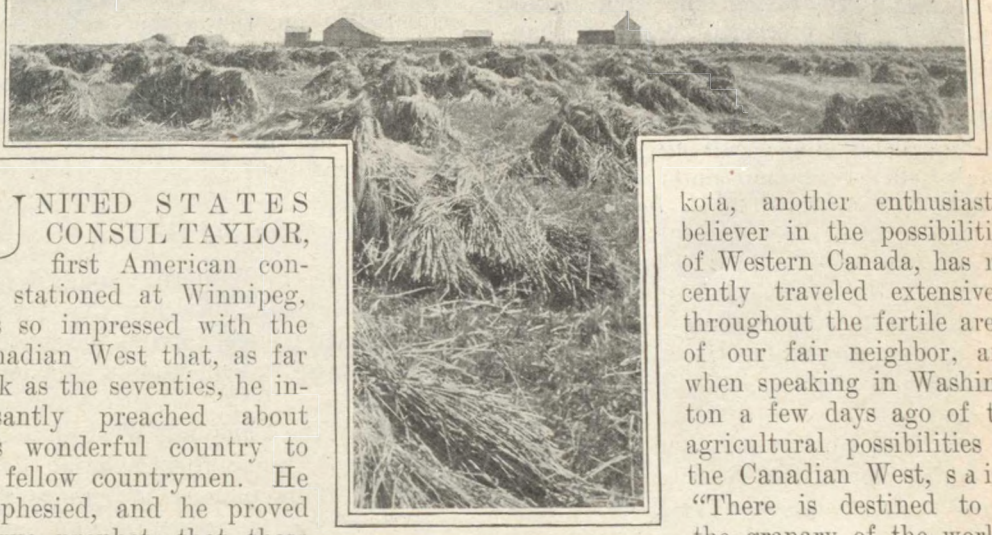
Meanwhile the pot is bubbling, seething and sputtering. The crucible is heated to its fullest extent. Some of the thoughts and ideas placed therein we know to be true; concerning others, there is grave doubt; but what will be the new arrangement, the new system, the new application; in brief, what will be poured forth from the pot? The world is on tiptoe, watching, wondering.

The Second Paper in this Series will appear in the October Issue of THE PROGRESS MAGAZINE



THE LAST WEST

BY CHARLES W. PETERSON



UNITED STATES CONSUL TAYLOR, first American consul stationed at Winnipeg, was so impressed with the Canadian West that, as far back as the seventies, he incessantly preached about this wonderful country to his fellow countrymen. He prophesied, and he proved a true prophet, that these fertile stretches of prairie would ultimately become the world's greatest, unbroken wheat-producing area. C. F. MacDonald, the veteran editor of the St. Cloud *Times* of Minnesota, has the following to say in an interview on the subject:

"Many years ago United States Consul Taylor, of Winnipeg, used to tell us of a great region lying between Winnipeg and the Rocky Mountains, which was destined to produce enough wheat to feed the world. A week ago I started out from Winnipeg to inspect that region. I cannot but express great wonder at what I saw, and I have realized how correct my old friend Taylor was. The character of the land, the richness and wide expanse of it, all point to the fact that there is a region that will be greater as a wheat producer than anything the world has ever known. That is the story I will have to tell my readers. I expect that if I go back and tell the truth about what I have seen, I will lose all my subscribers. I think, for wheat, you have the garden spot of the world. I admit we have no such prospect for the future as this great region has." Senator McCumber, of North Dakota, another enthusiastic believer in the possibilities of Western Canada, has recently traveled extensively throughout the fertile areas of our fair neighbor, and when speaking in Washington a few days ago of the agricultural possibilities of the Canadian West, said: "There is destined to be the granary of the world." These are no idle statements.

An Enviable Record

It would appear that the predictions of Senator McCumber, Editor MacDonald, United States Consul Taylor, and a thousand others, will be realized, and with amazing rapidity. Take, for instance, the record of wheat fields, appearing in the recent grain report issued by the Department of Trade and Commerce of Canada. According to this report, the total production of wheat in Canada in 1900 was 47,867,917 bushels, and of this only 17,000,000 bushels were grown in the Canadian West. Last year, however, there was a most striking change; Canada's total yield was 126,795,137 bushels, of which 105,613,454 bushels were grown in Western Canada, and this striking increase has been obtained from the cultivation of only eight million acres of the 120 million acres which are available for wheat production. In order to handle this giant crop, the elevator companies operating on Canada's fertile western prairies have increased their storage capacity to 58,535,700 bushels. This represents 1,354 elevators, while in 1900 there were only 523.

The Lure of the Land

But what is Western Canada? What are its laws, its possibilities, and its method of colonization? Let me say that Western Canada is a cosmopolitan empire, where sane laws, bounteous crops and rapidly increasing land values admit of nothing but prosperity, peace and happiness and all that follows in their wake.

Here is the lodestone of all humanity. How well the earth's races are answering its magnetic influence is attested by the multitude of human units which have gradually gravitated to its fertile areas: over a million souls in the decade ended March 31, 1908! That is the number of homebuilders who left the allegiance of their various motherlands to help build up this empire, where the world's greatest conquest of the soil is so rapidly being worked out.

A million voices now sound the praises of this, the "Last West." Nay, three times a million voices. For there we find not only growing grain, the offspring of the land, but also the offspring of man in healthy, happy homes. Prosperity is not formed, merely in bushels of golden grain, but as much in armfuls of prattling children. Western Canada's homebuilders are now reaching out and carrying their story of happiness into every principality on the globe, and who is clear-sighted enough to place an estimate on the immigration that their happy song will induce within the next decade? Will it be ten million, or twenty million, or thirty million? Time only will tell.

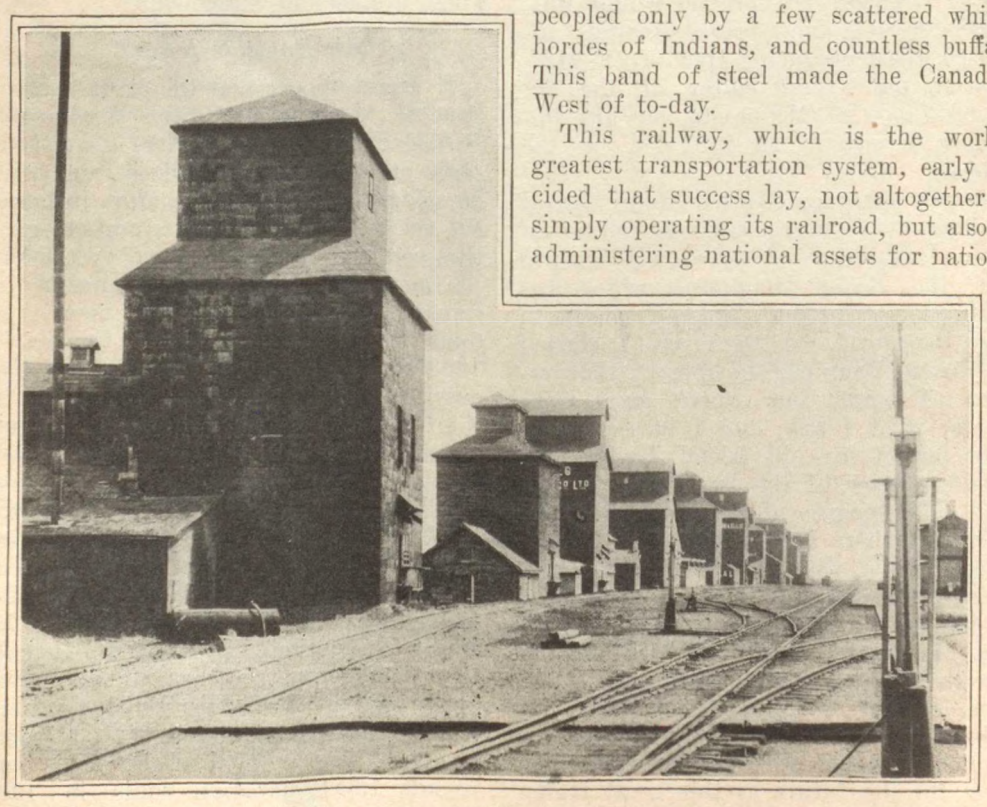
The Railway and the Last West

The subject, "Western Canada," is of such vastness and intricacy that the pen involuntarily pauses, forcing the writer to solve the ever-present enigma of where to begin.

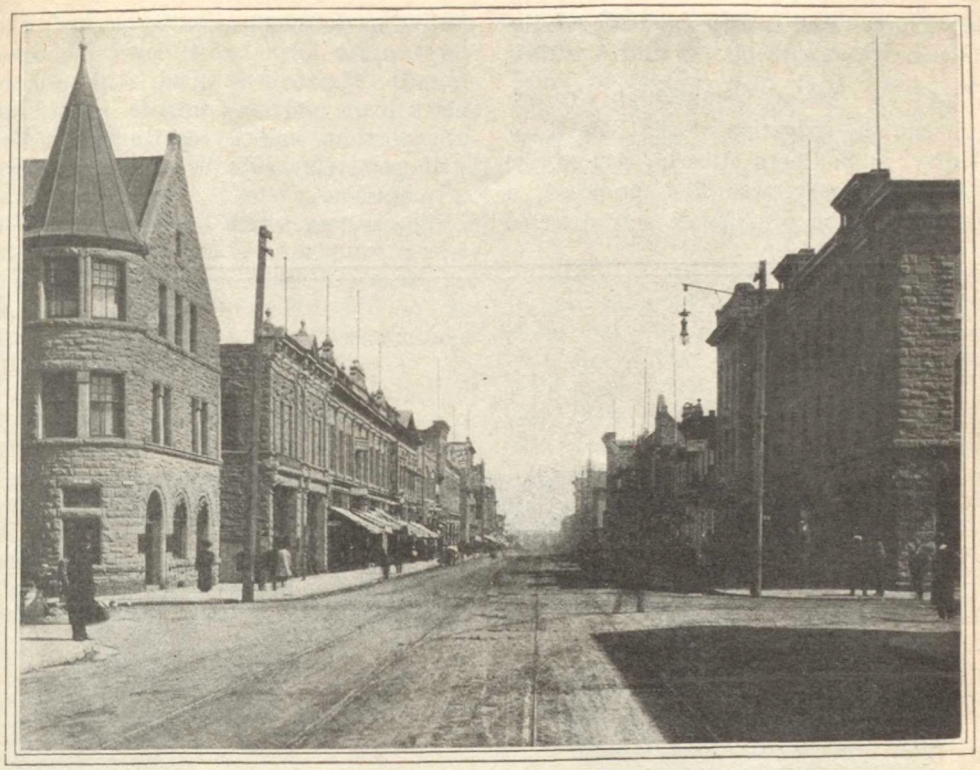
But why the Canadian West of to-day?

The cause lies in the Canadian Pacific Railway. This pioneer of empire flung its span of steel across prairie and mountain and stream when this vast west was peopled only by a few scattered whites, hordes of Indians, and countless buffalo. This band of steel made the Canadian West of to-day.

This railway, which is the world's greatest transportation system, early decided that success lay, not altogether in simply operating its railroad, but also in administering national assets for national

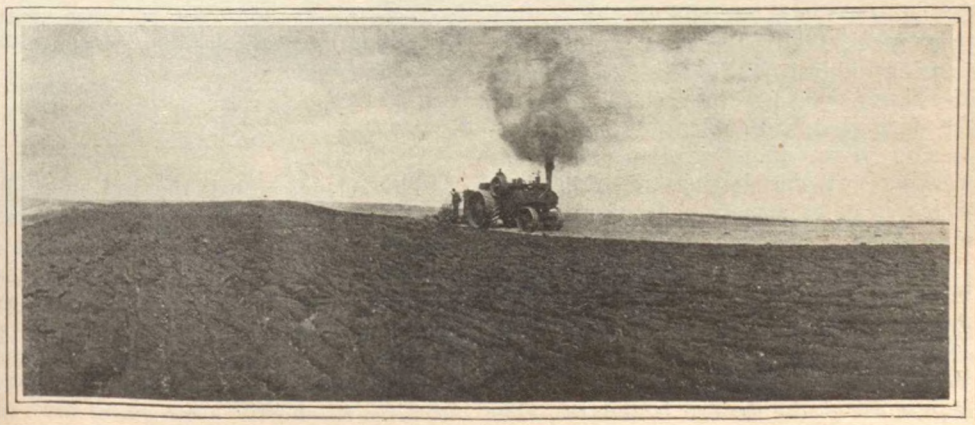


GRAIN ELEVATORS—CALGARY



EIGHTH AVENUE, CALGARY

good. The result was acquirement and development of enormous agricultural, timber, coal and natural gas areas, which are administered in a manner more sane than if under direct government supervision. That statement may appear ill-advised, but let me take as an example one of their colonization efforts—the Bow River Valley Irrigation project in Southern Alberta. It is there they own and control a vast area, embracing three million acres, with a length from east to west of 150 miles, an average width north to south of 40 miles. Its magnitude may be illustrated by stating that it is larger than the States of Connecticut and Rhode Island, and one-eighth the size of England and Wales. The area of land to be put under irrigation within the block is four times as large as the irrigated area



STEAM PLOW AT WORK IN THE CANADIAN WEST

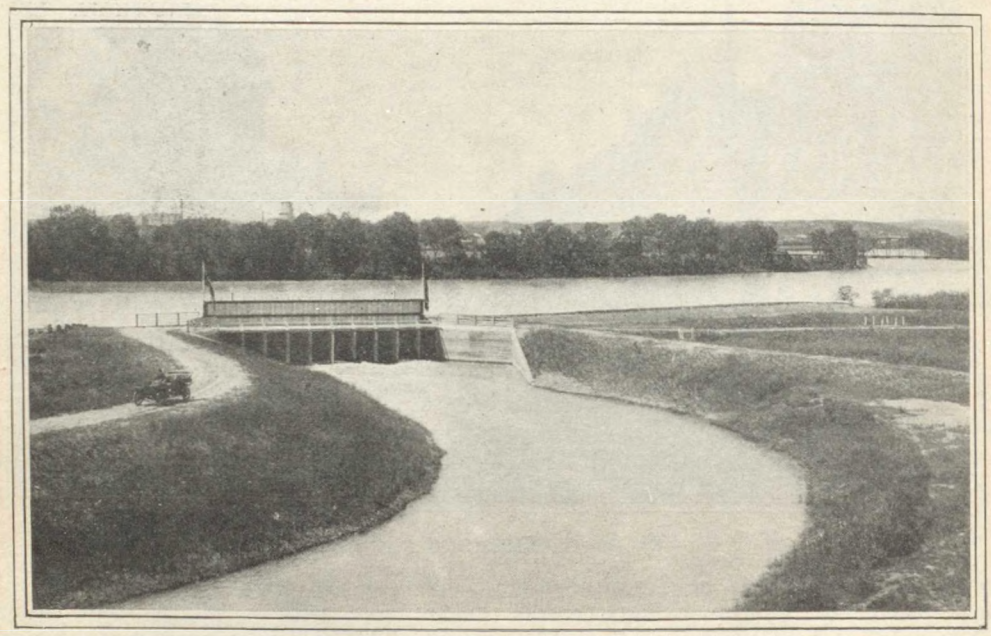
of Colorado and nearly one-sixth of the total irrigated area of the United States.

America's Greatest Colonization Project

When the irrigation of the Bow River Valley, in Southern Alberta, east of the city of Calgary, was first proposed, a veritable storm of ridicule was directed at those who were courageous enough to conceive and advocate the scheme. That ridicule continued even after the actual operations were commenced. Now, however, an appreciative feeling exists throughout the West, and in the city of Calgary especially there is an ever-increasing interest manifested, by all classes of citizens, who have at last awakened to the fact that, with relentless and never-ceasing vigor, the Canadian Pacific is working out the destiny of that city, which is to be a metropolis of wondrous magnitude.

This Bow River Valley Irrigation block is an open prairie plateau, with a general elevation at its western boundary of 3,400 feet above sea level, sloping to the east until an elevation of 2,300 feet is reached at the eastern boundary. The surface throughout is more or less rolling until the eastern section is reached, when large areas of almost level plains are found. The soil is good, with a heavy black loam and clay subsoil in the western portion, and a lighter sandy loam with good clay subsoil in the more easterly portions.

The system which has been adopted by the company in the colonization of this three million acres is such a radical departure from the system usually followed by America's railway companies in selling their land and contains so much of paternalism as a direct business venture, that details of the scheme cannot fail to be of interest.



HEADGATES OF THE CANADIAN PACIFIC IRRIGATION CANAL
Calgary in the background

Capital and Labor

This scheme affords the first offer, either by a government or corporation, to actually work the purchasers' holdings at cost of labor, seed, etc., giving the purchaser all the profit from the crop. A great many colonists prefer to have the preliminary work done by contract, so as to have a crop growing and a cash revenue coming in shortly after going into occupation the following year. The company,

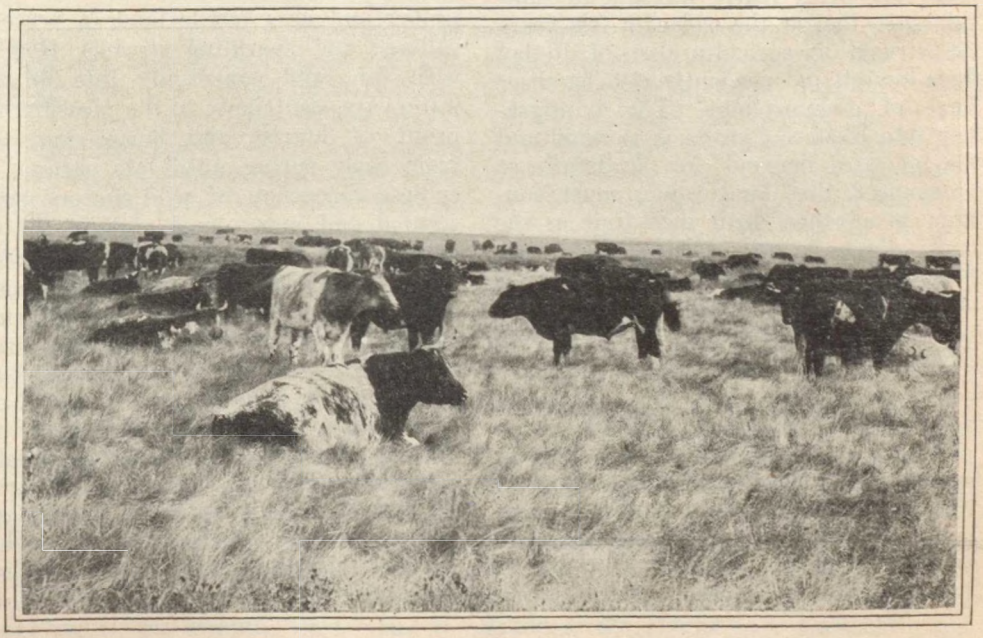
therefore, agrees to initiate farming operations on a contract basis. Thousands of acres are annually cropped by this method. Can you point to a more sane policy? The man of wealth, taking advantage of the conveniences the company offers him, makes it possible for his less fortunate neighbor, whose main capital is strength, and a desire to acquire a competence, to secure a start by reason of allowing his land to be worked by the latter. Was there ever greater combined utility of capital and labor?

As a part of the energetic policy of development laid down by those who supervise the colonization of the Bow River Valley lands, it is there possible to receive all the benefits accruing from close associations with thoroughly equipped demonstration stations, upheld by those who disposed of the land and until such time as there is no further need for their maintenance.

By reason of the company's desire to induce the agriculturalist of small means to use his limited capital in the making of productive improvements, another plan for the co-operation of capital and labor has been perfected. Only a nominal first payment is required upon the land, the balance being paid by the crops. What, then, is left for the investor to desire? This corporation, with its staff of trained and specialized officials, has evolved a scheme which will revolutionize land selling.

An Agricultural Opportunity

Those in the East who are struggling in an endeavor to make $100 per acre land pay interest and taxes, and those who are paying rent upon areas which they were forced to lease, are now turning their attention to Western Canada. It is there that the proceeds from the sale of an acre of the eastern farm, now impaired in its fertility, will buy four acres of virgin soil, almost prodigal in its productive power. It is there that the crop from one acre of land will give a return in many cases equal to that obtained from four acres of the very farms that were sold in the East for $100 per acre. The yields obtained from this prairie soil attract the attention of the world. In Alberta, the Provincial Government Bulletin just issued shows that in some instances winter wheat last year weighed 67 pounds to the bushel, and yields of



CANADIAN GRASS FED STEERS

63 bushels to the acre have been recorded, the average for the province being 29.47 bushels.

The land that is producing these crops is, at the present prices, paying for itself yearly, and the farmers who are acquiring holdings now are confronted by the possibility of profits heretofore considered impossible. To prove this, we may say that the Western Canada prairie admits of cultivation at a minimum of expense, no sage brush, stone nor cactus interfering with farm operations. The crops provide returns which are the marvel of the continent, and there is the assurance that the farmer who now buys land will, possibly within the next five years, be selling the same land at double, perhaps treble, what he is now paying for it.

This rapid enhancement of values appeals to the Easterner, who is forced to attempt to become independent by his toil, which is at best a slow process. In the West, however, a man's toil is repaid not only by crops heavier than in the East, but by a yearly increase in land values, so that at the end of a few years the struggling agriculturalist of to-day finds himself independently rich by sheer force of circumstances. The immigration into Western Canada is so rapid and the increased demand for foodstuffs so pronounced that land values must continue to advance, until such time as the land, which is now netting the owner $20.00 to $30.00 per acre per year, is only paying from 8 per cent to 10 per cent on the investment. Such has been the history of land values in the East.

The Advantages of Irrigation

With a view to providing the reader an opportunity of estimating the value of irrigation to any district and more especially to Southern Alberta, let me again revert to statistics attained by means of irrigation on the experimental farm for Southern Alberta during 1908. The object of establishing this farm was not to encourage irrigation farming at the expense of dry land farming operations, but to render possible an opportunity to make instructive comparisons between results secured upon the same farm, under the same management, of crops grown upon non-irrigated areas and upon irrigated areas. Spring wheat, Chelsea variety, irrigated, 44.20 per acre, non-irrigated, 33.15 bushels per acre; two-rowed barley, Standwell variety, irrigated, 70 bushels per acre, non-irrigated, 49.28 bushels. The various plots of irrigated potatoes averaged 307½ bushels per acre, while those plots not served by irrigation averaged 129 1-3 bushels. These figures are significant.

Beautiful British Columbia

Let me give a final word concerning British Columbia, another Canadian province, of wonderful potentialities. It is here that majestic mountains, rich with timber and ore; fertile land in peaceful valleys; and sparkling streams, teeming with fish, and converging into broader waterways, contribute to the pleasure and profit of tourist and homeseeker, and from early spring until late autumn an endless succession of wild flowers, sweet scented and many hued, delight the eye and gladden the heart with their fragrant beauty. A blending of Alps and Pyrenees, Black Forest and Riviera, would furnish the only picture worthy of comparison with scores of British Columbia landscapes, which, crowded with peaceful pastoral scenes, cause tourists to halt in their rush to girdle the earth, only to establish vine-clad villas in this beautiful bower of flowers. Fruit farming, market gardening, poultry raising, dairying and all kindred industries yield profits considered impossible in less favored districts.

HOW NORA

CAME INTO HER OWN

By MARY STRICKLAND

NORA sat in her favorite nook on the vine-covered porch of her home in Sterling, Indiana. There were tears in her gentle hazel eyes, her lips quivered, and it was with an effort she restrained herself from sobbing aloud. She had just finished reading Morley's letter for, at least, the sixth time; but she could not extract even a grain of comfort from it. There really was nothing in the letter to trouble anyone; it was the lack of something that made Nora so sad.

"O Morley," Nora mused, as she again drew forth the letter; "you say you are not coming home this vacation, that you are going camping, and it is a year—a whole year of long, long days since I have seen you. But I understand it; Yes, I understand it just as well as though you had told me. There is some special one in the camping party, and it is she who is keeping you from me. I have wondered at your letters lately, they have been so different this last year. I have feared you were drifting from me, and it is that fear that has helped you to go. Morley, Morley, never will you realize how much I love you! She may love you, but not more than I do; for that would be impossible. But, Morley," and she stretched forth her arms, "I will not give you up; not yet. I will have faith and patience. I know that I am your true love. You are infatuated with someone else now, but you will come back to your own. My love for you will not falter; ever will it burn bright, ever remain true. When others fail you, I will be here, and you will come back to me. Yes, you WILL come back. My faith shall not fail." And her face brightened with a sweet, tender smile, and her eyes were lighted with the light of hope and a steadfast purpose, as she folded and placed the letter in her bosom.

Nora Nixon and Morley Yates had been playmates from the time they were able to walk. They had been chums through the mud-pie and horse stage, the kindergarten, primary, grammar and high-school days. He had been her escort, her friend, her comrade, her brother, until the time he had gone west to North Dakota, two years ago; in fact, it had not ceased then, for he wrote to her every week and called her his "dear little sister." It was after he had gone West

that Nora realized she loved him as a sweetheart, and that the comradeship of former days would not satisfy her as it had before.

"Morley," his mother had said when he was home a year ago, "it will please me greatly if you and Nora get married.

SHE HAD JUST FINISHED READING MORLEY'S LETTER

The two families have always been close friends; and, all these years, we have counted on you and Nora uniting us still more closely. Anyway, young men so far from home are better married."

"I know it, mother," Morley had replied, "and I love Nora. She has always seemed like a sister; but I do not want to get married now. It will hinder me in my work, and I am getting along fine. I expect to be a junior member of the firm next year, and I want to be free for a while longer. I intend to marry some day, mother, and I have never thought of anyone except Nora being my wife."

At that time he had not met Dorothy Melrose. Dorothy had been away to school ever since he had gone to Fargo, and, while he had heard of Colonel Melrose's handsome daughter, and of how all the eligible young men in town had long ago laid their fortunes and their hearts at her feet, yet he paid little attention to her home-coming at the close of school. He did not imagine that such a popular young beauty would have much to say to a poor young law clerk like himself. He was mildly curious to see her, of course, on account of her reputed beauty. Everyone said she would have need of that beauty; for it was her only fortune. Her father had nothing except the salary he drew from his government position.

Morley considered himself rather fortunate when he received an invitation to a party given in honor of Dorothy's return home; but, when he met her, he thought he had indeed been unusually favored. She was taller than most girls, and Venus was not more perfect in form. From the arch of her dainty foot to the top of her queenly head, which was crowned with a wavy mass of golden-brown hair, perfect would be the only way to describe her; or so thought Morley. He could compare her to nothing except a beautiful young goddess come to life. When she looked at him with her glorious gray-blue eyes, and he saw her full red lips part in a bewitching smile, showing forth a row of dazzling white teeth, his heart went from him and lay at her feet. It seemed to him now, that, ever since that time, never for a moment had she been out of his thoughts, and, so well had he seemed to progress in her favor, all her other suitors, save one, had stepped back to give him place.

Herman Deitrich had long paid suit to Dorothy; even before she went away to school, it was well known that he had placed himself and his fortune at her disposal. Some thought he would surely win her because of his persistency. At any rate, while he had not seemed to advance at all in her favor, yet he stood his ground; and now it seemed to be a race between himself and Morley.

Herman was the only son of the richest grain man in that state. His father owned a line of thirty elevators, besides several sections of land in the Red River Valley, and since Herman had taken an active interest in his father's company, he had added much to that wealth by successful speculations in wheat on the Minneapolis Exchange. So Morley had a formidable rival, and he knew it.

A few days previous to writing to Nora, Morley, seizing a favorable opportunity, had poured out to Dorothy his love for her and had asked her to be his wife. She had not rejected his suit, but had asked for time and said she would give him her answer when they returned from the camping party. Hence it was that Morley's letter to Nora was so unsatisfactory. He wanted to tell her about Dorothy, yet he could not speak of her until he had had his answer.

The week preceding the departure of the camping party for Lake Bemidji was a restless one for Dorothy. She loved Morley, and had from the first time she saw him a year ago; but she knew she ought not to marry him, for he was poor, and she loved luxury. True, her father and other men had said that Morley was a coming man; that, some day, he would be a great man. Dorothy had a great deal of worldly wisdom in her handsome head, and she knew just exactly what that meant. Morley was now at the bottom of the ladder, and, to reach the top, it meant years of hard work and incessant struggling, with many discouragements to overcome. She knew, too, that the kind of a wife a man like that needed was a firm, gentle, faithful woman, one who would be a constant inspiration to him, one who, in the dark hours, could look forward with a steadfast, hopeful gaze, fearing nothing; one that would be the same serene, helpful soul through storm as well as sunshine; and Dorothy knew full well that she was not that kind of a woman. Poverty fretted her. She was fond of beautiful clothes and luxurious surroundings; they were as necessary to her happiness as breath to her life, or, at least, she thought they were. The scrimping necessary through all her young life had been like a thorn in her flesh, and how much greater would that be when married, with other natural cares added to it.

She knew, without being vain, that she was a handsome girl, a brilliant girl; that she was made to shine, and to be worshiped; it was her natural right. She knew that Morley's love for her was one of worshipful adoration, and, for an ambitious young man who aspires to reach the top round in the ladder of fame, as he did, such a love is a handicap. There are so many discouragements that necessarily come in his pathway to success, he requires such a love given *to* him, not to have to give it, himself, to another. Man to succeed had to be the adored one, not the adorer, reasoned Dorothy. For his sake, as well as for her own, she must not marry him. People would say she was giving up love for wealth; well, so she was, but what they would not know was that it was for Morley's sake as well as for her own.

She had asked to have until after the return of the camping-party in which to give her answer. She hoped that an opportunity would there present itself whereby she might, in some easy way, let Morley know that she could not marry him, even though she loved him. She thought she could, perhaps, make him see it as she did. At any rate, they could have one last good time together; for Herman Deitrich was not to be one of the party; urgent business had prevented. Alas, for Dorothy's plans; three days previous to their departure she received a letter from Herman, who was in Minneapolis, saying that he would join the party, that

"NORA, I HAVE COME HOME TO YOU"

he had his business so adjusted he could leave, and he added that he would expect an answer to a very important question. When she received that message she knew there was no longer any use of postponing her answer to Morley. It caused her a great struggle finally to give him up; but Dorothy was firm, once she made up her mind she was right, and she would not swerve. Note after note she wrote to him, only to tear them up. Finally she sent the following: "Dear Morley, I am engaged to marry Herman Deitrich. Forgive me. Dorothy."

With his heart almost broken, and his pride stung beyond endurance at her cold, formal note, without one word of explanation or sympathy or love, Morley took the next train for home.

Just a week after Nora received Morley's letter, as she was again sitting in her favorite nook on the piazza, she saw Morley coming toward her. With a great cry of joy, she ran forward to meet him. He clasped her in his arms.

"Nora, I have come home to you," he said. "May I again have your love, little sister, little wife? Will you forgive me, Nora, and be my wife?"

She knew intuitively what had happened; but she had said her love would burn bright and remain true, that she would have faith that he would return to her, and he had.

So, with only a moment's hesitation, she replied: "Yes, Morley, I will."

Now that Morley is governor of his state, he sees the silver lining in the dark cloud that hung over him when Dorothy said no, and that silver lining was Nora and her faithful love. As he looks at her, after these years, he sees the true beauty—the beauty of the soul—that shows forth in her face, and he notes that the passing years have scarcely touched her; they have simply enriched and ennobled her life, and he wonders now that at any time the mere beauty of face and form could have so attracted him as it once did.

"However, we have all made our mistakes," he frequently muses to himself, "but in the midst of it all there is a 'greater power' that guides aright all who have nobler things in view, and many a seeming failure is nothing less than an open door to the greatest possible success."

To An Oak Tree

By Raymond Forest Fritz

WHEN by the weight of fleeting cares oppressed
The fire of Hope burns dimly in my breast,
When falls the soul beneath its earthly yoke,
For strength I turn to thee, majestic oak.
Thou didst begin thy life by forcing up
Two tiny leaflets from an acorn's cup.
A ring each year, thou hast enlarged thy girth,
Hast spread thy boughs in air, thy roots in earth.
Thus, patiently, while centuries have rolled,
Letting expansive life within unfold,
Thou hast become what I now see thee here,
Monarch of all the forest far and near,
Massive, serene, sublime. And even so,
Strong men, like oaks, require time to grow.
Patience! Fleet-winged the years go racing past.
I shall become my noblest self at last.

WHEN GENIUS BECOMES TALENT

By CHRISTIAN D. LARSON

TO understand the difference between genius and talent, and to realize that the former must be transformed into the latter before results can be secured—these are prime essentials.

To a great many minds genius and talent mean the same, and among the majority the two terms are usually employed interchangeably; but no person can possibly develop genius unless he discerns wherein it differs from talent, and no person can cultivate talent beyond a limited degree unless he can distinguish its function from that of genius.

To be a genius is to have a highly active subconscious mind; to be talented is to have a well-trained objective mind. As soon as your subconscious mind becomes thoroughly alive in a certain direction you are on the borderland of genius in that particular field; and the moment you begin to cultivate those new powers with a view of securing actual results, you are on the way to become talented in that particular field.

Genius gives the power, the capacity, the ability and that unnamed something that takes the mind out of the ordinary; talent turns this something into actual use. It is talent that does things, but genius is the power behind the throne. It is talent that makes the mind efficient and practical, but it is genius that gives the necessary *idea* to work with. When genius is absent or almost wholly dormant, talent becomes mere mechanical action. The action may be accurate and technically correct in every way, but there is nothing *in* the action. This fact is well illustrated when we compare the work of two musicians, both of whom are talented, but only one of whom has genius. The two play equally well, but the playing of the one who has no genius fails to charm; it is absolutely correct, but it does not contain that strange, intangible something that carries the soul to empyrean heights. And this something genius alone can supply.

Genius is the awakening of the greater possibilities inherent in the mind; talent is the art of making practical application of those possibilities. Genius belongs wholly in the subconscious mind; therefore, to develop genius, the subconscious mind must be understood and acted upon. Talent belongs wholly in the conscious or objective mind; therefore, to cultivate talent, the objective mind must be trained according to some exact and practical system.

He who can produce results, be they great or small, has talent. He who has extraordinary power and ability upon which to draw is a genius. Talent aims to do things right; genius gives talent the power to do great things right. To be practically correct and tangibly efficient is the object of talent; to be correct on a large scale and efficient to an extraordinary degree is the object of genius.

Without talent genius is like a lion in a cage—restless, miserable, dissatisfied. The feeling of tremendous power is there, but there is little or no opportunity for expression. Without genius talent does little things well, but little things only. It is the function of talent to make good and effective use of what is at hand. It is the function of genius to constantly increase the supply at hand so that talent may be able to do great things well.

The added supply comes from the subconscious mind; it is the awakening of the great within that produces genius. Awaken, arouse and develop more and more of the great within and you become a greater and a greater genius. Learn to make practical use in the tangible without of everything that is expressed from within and you increase your talent accordingly.

These facts prove conclusively that the

best and the greatest results can be secured only when genius is developed thoroughly and talent cultivated thoroughly. It is talent that does things; it is talent that "makes good;" but it is genius that gives talent the power to do great things, and gives that exceptional ability that does extraordinary things.

When talent is absent, genius does little more than war with itself; the mind becomes a battlefield of conflicting desires, turbulent feelings and uncontrollable ambitions. One day a certain ambition seems to rule the mind, while the very next day it is forced to give way to the power of another. The mind feels that it can do great things, but is utterly at sea as to what to do first and how to do anything. And there is many a mind that passes through the whole of life in this very condition; always conscious of great possibilities; always in the hands of restless ambitions, the forces of which sometimes become so strong as to be almost unendurable; but nothing is accomplished.

There are many minds that feel as if they could do ten times as much as they are doing now; but there is an obstacle somewhere. What that obstacle is they do not know; they only know that if they could find a channel of free and full expression they could rise at once to the very highest pinnacle of attainment. It is true that the great majority among those who have ambition are almost constantly aware of the fact that they have the power to do far more than they are doing now. And this fact makes them restless, dissatisfied, unhappy, and at times even miserable. But there is a simple remedy within easy reach of them all. They lack in talent; their conscious minds have not been properly trained to express the clamoring elements of the subconscious; in their minds genius has not become talent; those powers within them that are alive and ready for action have not been given the exact opportunity for action; in consequence they are far less than they have the available power to be, and dissatisfied besides.

On the other hand, the majority of those who have talent lack in genius. Their field of action is too frequently but an ordinary field, and what they have learned to do so well is, in many instances, mere mechanical routine. Accordingly, they are also dissatisfied, realizing the weakness and the insignificance of the power back of their actions, and failing to discern the reason why their ability to do good work should not necessarily result in greater work. But here again the remedy is simple. Those who have talent should proceed to develop a greater measure of the subconscious mind, while those who have genius should proceed to give practical training to the conscious mind. Everybody would then secure results that would thoroughly satisfy the demands of their present ambitions, and real, soul-contented happiness would increase in proportion. Not that happiness comes necessarily from doing extraordinary things; it may or it may not, depending upon whether or not the thing you have done comes up to your expectation. But happiness does come when you feel that you have turned *all* of your power to good account; when your work is as good as your idea of good work, then you have found as full a measure of happiness as you can appreciate now; and this most desirable state of affairs invariably follows when all of your genius becomes talent, and when all of your talent is actually full of genius.

To animate and inspire all of your talent with the superior power of genius and to convert all of your genius into practical talent, the first essential is to train the conscious and the subconscious factors of your mind to work in harmony. The subconscious mind should be trained to express as much of your latent possibility as you can practically apply now; and your conscious mind should be trained to give actual use to every power or quality that is active in your mental system. The idea always to bear in mind is that talent will remain weak and ordinary so long as it is not animated with genius, and that genius is of no value whatever until it becomes talent.

There is a current belief among many who have taken an interest in the further development of man that the awakening of added or new power is all that is necessary. According to this belief, we become able to use a new power the very

moment we become conscious of its existence in us; but those who have held to this belief have failed to demonstrate their ideas to be true. They have proclaimed the doctrine, "that what you realize you can do, that you positively can do," though they have not given any evidence as to the genuineness of that doctrine. And the reason is simple. To try to realize more power is to arouse a greater and greater measure of subconscious power; but that power will be of no use unless the conscious mind is trained to apply it. Subconscious activity must become conscious application before tangible results can follow; in brief, genius must become talent.

You will not be able to play simply because you realize the glory of music in your soul; and you will not be able to hold vast audiences spellbound at your feet simply because your thoughts at times soar to the very highest flights of matchless eloquence. But if a great deal of music is alive within you, or if your thoughts are frequently on fire with the power of eloquence, you may become a great musician or a great orator, as the case may be. The conscious mind, however, must be trained to give orderly and effective expression to that which you feel in the within.

The greatest musician alive would fail to produce perfect music upon a piano that was out of tune; likewise, the subconscious mind, however powerful, would fail to express its genius through a conscious mind that was crude, or wholly uncultivated along the lines of that expression. Though it would not be necessary to cultivate the entire conscious mind in order to give full expression to a certain phase of genius; the cultivation of the one faculty would be sufficient. And that this would prove sufficient is demonstrated by the fact that a mind can have remarkable genius and talent in one thing and be wholly incapable in all other things. It is well, however, to cultivate the entire conscious mind to the most perfect degree possible, as this will not only add force and prestige to the one leading talent, but it will also add greatly to the happiness and worth of daily life.

To proceed, there are several essentials that will require constant attention. The first is practice; the second is system; the third is positive action; the fourth is constructive thinking; and to these must be added all those essentials that we employ when training the conscious and the subconscious to work in united action.

When you find that you have a certain power, try to use it. Begin to use it in a small way, and try to improve your efforts again and again until you are reasonably satisfied that you have done your best. If you find that you can write fiction, do not write your story just once and then send it to some publisher, hoping to have it accepted without fail. No, this is the path to failure in that particular field. Write your story over and over again until you are satisfied that you cannot improve it in any manner. This may look like work, and even drudgery, but it is necessary in the beginning if you wish to convert your literary genius into literary talent. It is such practice that counts, because the one purpose of such practice is improvement, and you will not be conscious of drudgery so long as you are conscious of improvement.

Employ the same rigid rule in the cultivation of any other talent that you feel that you possess, and aim to give your practice the best system possible. In many instances it is best to work out your own system, though as a rule it is best to familiarize yourself first with such systems as have been worked out by others. Do not waste time doing what others have already contributed to practical science; use the best from every source, and with this best proceed to build yourself up so that you can produce something better.

Positive action may be defined as that action that gives rise to the idea that "he can who thinks he can." The power that you feel within you will tend to come forth into expression when your desire to use that power is persistent and strong. The very act of thinking that you can will place some of that power in the channel of actual work; and as you practice in that attitude, more and more of your genius will come forth into your practical efforts. That every effort will be an improvement upon the preceding one is therefore most evident.

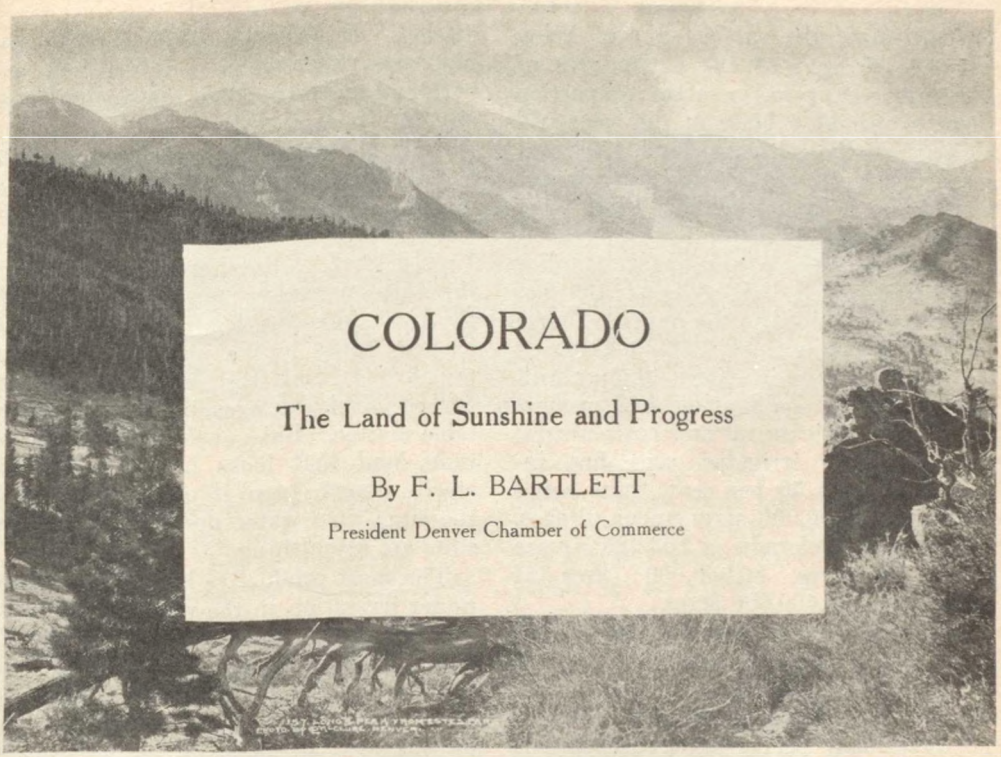
All positive action tends to call forth the power within you that is ready for action; and all determined action is positive action, while all actions of doubt, fear, uncertainty and discouragement are negative. If you feel that you possess the power of eloquence, but doubt your ability to actually become eloquent, you will suppress that power; you will prevent your genius from becoming talent; you will continue to "hold down" your inner possibilities so that practical results will be out of the question. But if you are determined to become eloquent, and continue to practice systematically to that end, always giving your practice the full positive force of that determined action, all the power of eloquence that is in you will, ere long, come forth and produce eloquence. The flights that you previously gained in thought and feeling you will then be able to express in words.

Constructive thinking is based upon the principle of giving thought and attention only to the larger possibilities of that which is desired. Think along the lines of your ambitions; think toward the greatest goal you have in view, and use your imagination in creating those ideas that are to constitute the advancing steps of the way. Constructive thinking always tends to cultivate the conscious mind; in fact, there is nothing that will train the conscious mind so quickly for the effective application of the genius of the subconscious as constructive thinking, while, on the other hand, there is nothing that will "hold a good man down" as badly as reckless thinking. The whole of the mind must move toward the object that we feel we can realize, and the underlying purpose of all thinking must be to improve upon every thought, every idea and every mental action, whatever its function may be.

Train the conscious mind to direct the subconscious, and give all subconscious actions full right of way, providing they are the expected responses to your conscious directions; otherwise refuse their expression. Try to feel that the inner and outer factors of your mind are acting in harmony; what you continue to feel you will gradually establish; and as this harmony is being established, every effort to convert genius into talent will prove effective.

Mental States Become Physical Conditions

WHEN we constantly think about disease, or habitually fear disease, we create states in the mind that are unwholesome. These states will gradually, and sometimes instantaneously, work themselves out into similar conditions in the body, just as immoral thinking will produce immoral desire. Every mental state acts in the human system exactly as a seed acts in the soil where it is placed. The seed will grow, take root and produce fruit after its kind. Likewise, the mental state will establish itself and produce conditions that correspond to its own nature. It is possible to produce a certain disease by constantly fearing or expecting that disease; and it is possible to produce health by constantly expecting health, or dwelling in the conscious feeling of health. What you think of a great deal, with deep feeling, you impress upon the mind, and mental impressions act exactly like seeds; they will grow, and if not disturbed will reproduce their kind. Through this same law you can produce virtue and high personal worth by thinking constantly of virtue, quality and superiority; or you can completely undermine your character and your mental capabilities by constantly looking forward to weakness, inferiority and defeat. Turn your thoughts toward that which you wish to accomplish, that which you wish to become; you thus create mental states that are wholesome, constructive and inspiring. These states will steadily reproduce themselves in body, mind and character; they will work themselves out through and through your entire system; you will thus become what you wish to become, and you will gain that strength, that worth and that efficiency through which you may accomplish what you have in view.



COLORADO

The Land of Sunshine and Progress

By F. L. BARTLETT

President Denver Chamber of Commerce

FOR more than half a century Colorado has been known as a treasure house of precious minerals. The production of its mines of gold, silver, lead, copper and coal has flowed in an ever-increasing stream into the arteries of commerce. The state has produced nearly one thousand millions of dollars of gold and silver, and its mineral development has scarcely begun.

The altitude of the state (the mean being in excess of one mile above sea level) provides a bracing and invigorating climate, which was early recognized by the traveler and tourist. The magnificent snow-capped mountains, with their ever-changing hues and colors, lure the venturesome and artistic soul, while the canyons, with their rushing, tumbling streams, are a constant delight to the angler and sportsman.

During recent years Colorado has become famous because of the development of its agriculture. Since the year 1880, the development of Colorado along agricultural lines has been something marvelous, and this has been accomplished largely by means of irrigation, together with unequaled climatic and soil conditions. In 1880, there were but 600 miles of irrigating canals in the state, and in that year there were imported from other states large quantities of wheat, corn, potatoes, oats and hay. According to the United States Census report for 1900, there were then in Colorado 24,700 farms, of the total value of $161,045,101, divided as follows: Land and improvements, $90,341,523; buildings, $16,002,512; implements and machines, $4,746,755; live stock, $49,954,311, the average value per farm being $6,520. The value of all farm products in 1900 was $33,048,576, an average per farm of $1,338. The value of farm products averaged about 20 per cent of the capital invested in farms.

In the farms of Colorado, in 1900, there were 9,474,588 acres, of which 2,273,968, or 24 per cent, were improved

or cultivated, the cultivated area being but 3.4 per cent of the entire area of the state; yet it was a larger proportion than in any other state in the semi-arid region. Of the cultivated land, 1,611,271 acres, or 71 per cent, were under irrigation, the area irrigated being but 2.4 per cent of the total area of the state. It has been estimated by those most familiar with the subject, that at least 100 per cent has been added to the improved farm area of Colorado since 1900, making at this time an area in excess of four million acres under cultivation, and producing various agricultural and horticultural products. The irrigated area has increased at least 50 per cent, there being practically 2,500,000 acres under ditches. The area of Colorado is 103,925 square miles. In acres, 66,560,000; area of arable land, 22,400,000 acres.

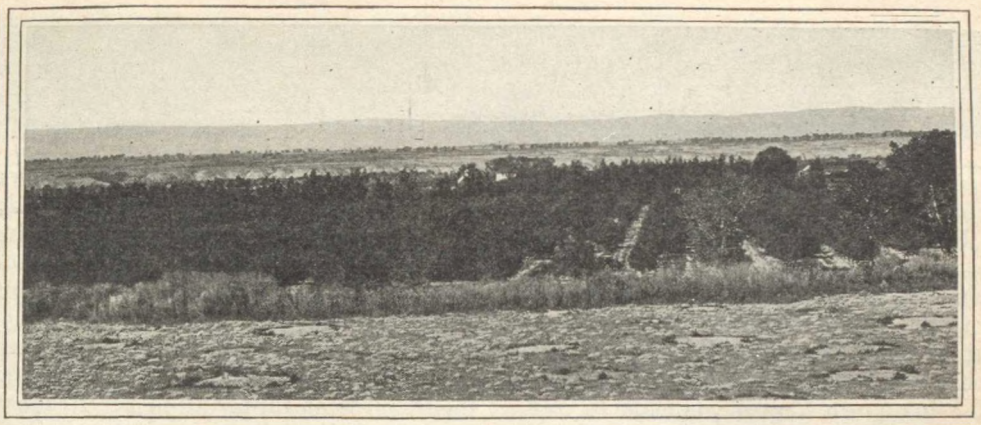
Out here, in the so-called desert, the value of the annual products of the soil far exceeds the value of the output of the gold and silver mines put together! Yet how many people are aware of this fact? Last year Colorado produced nearly $26,000,000 in gold, and a little more than $6,000,000 in silver, while the value of the agricultural output was estimated at $106,209,000. In addition, the value of beet sugar made from Colorado-grown beets was estimated at $11,000,000, and the value of the fruit crop at $3,500,000. Astonishing figures, are they not, from a state that is popularly believed to be situated in the center of the "Great American Desert?"

The chief agricultural section of Colorado lies north of and in the immediate vicinity of Denver, and is known as the Northern Colorado district. Irrigation is the key to success in this district, but it does not follow that farming in Colorado depends solely upon irrigation. Experiments in "dry" or "scientific" farming have been successful in the eastern part of the state, though irrigation is the most important factor in crop production. The farmer in Colorado is prosperous, and each year his land becomes more valuable as irrigation systems are perfected and the flood waters of the streams are stored in reservoirs, to be tapped as desired, and turned into main canals and lateral ditches. In Colorado a farmer can give his crops water when it is required, and withhold moisture when there is no necessity for it.

Soil, moisture and sunshine are the three essentials for the production of crops. Colorado soil is newer than the soil of the old settled sections of the United States; therefore, it is richer in the salts necessary for its vitality. In the raw state, the land looks like brown or gray ashes to the man who is accustomed to tilling the soil that has been turned black by ages of decaying vegetable matter. But put the plow into Colorado land that looks like a worthless, sterile desert, turn it over, expose it to the sun; turn water upon it, and the results are astonishing.

The most productive large body of land under irrigation in the world is in Northern Colorado. The total acreage is 957,000. This embraces the counties of Weld, Boulder, Larimer, Jefferson, Adams, Logan and Morgan. The total real wealth of this district, based on tax assessments for 1907, is $176,500,000. The value of this district's production last year was estimated at an average of $50 an acre, or a total of $47,850,000. Many of the prosperous farmers of that part of the state went there with little or no money, and began as renters. Every dollar of their wealth was made on land that, a few years ago, was spoken of with contempt and referred to as a "worthless desert."

The advent of the sugar beet, now one of Colorado's chief products of the soil, has helped to increase the value of land in that section, and to-day the values reach as high as $300 an acre. Two hundred dollars an acre is not an uncommon price, and $75 is bedrock for any land that is under ditch and cultivated. Yet there are thousands of acres of land in other parts of the state, equally as good, now selling for much less than $200 an acre, that, not many years hence, will command the higher price. New irrigation systems are under way, and established systems are being perfected; storage reservoirs are being built, and huge fortunes are being expended in providing means to catch the flood water of the



A DELTA COUNTY ORCHARD

streams which goes to waste every spring and store it, for use on the thirsty acres in the maturing days of the crops.

The following figures for 1908, compiled by experts, will give a good idea of Colorado's productive ability in the agricultural line: Acres under cultivation, watered by irrigation, 2,500,000; acres in the "dry" farming district, where natural rainfall is depended upon, 815,530; total, 3,315,530. Total area that can be easily placed under irrigation, 4,000,000 acres. The reader can readily see that, aside from the 4,000,000 acres that can be placed under irrigation now, from the ditches and canals already constructed, there is enough land left to furnish homes for thousands of people when new irrigation systems have been built and the land redeemed.

IN THE GARDEN OF THE GODS

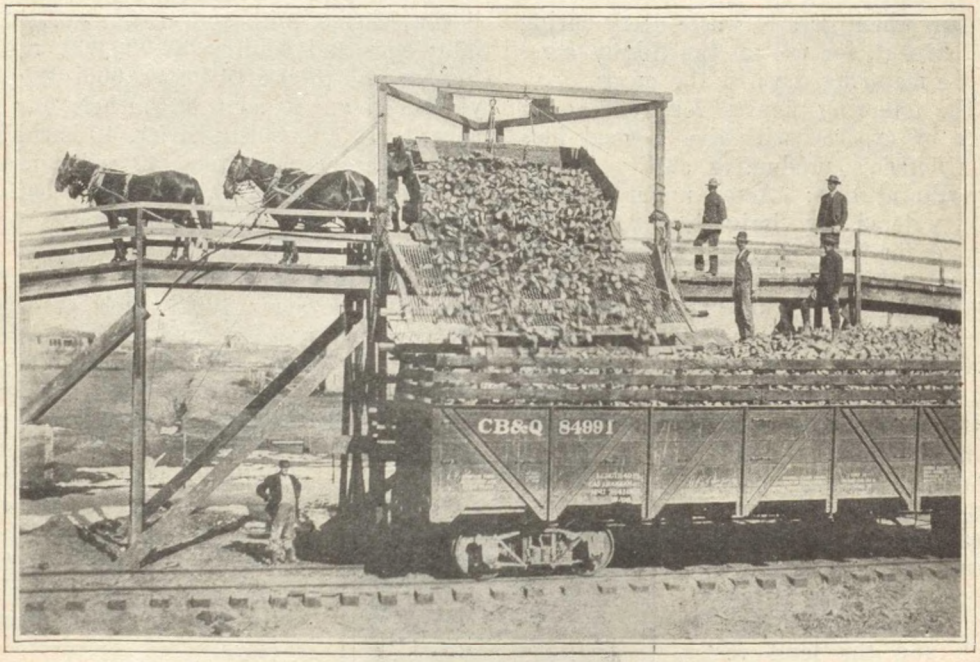
Classification of crops as to acreage: Alfalfa, 750,000 acres; native grasses, 436,400; cereals, 585,000; orchards in bearing, 76,926; market gardens, 28,493; potatoes, 64,037; sugar beets, 154,428; feeding peas, 140,750; corn, 40,000; other crops, 83,000. The total value of these crops was $69,456,000. The value of the honey production was $500,000; butter, cheese, milk and cream, $27,253,000; eggs and poultry, $9,000,000, making a grand total of $106,209,000. Wheat yields, on an average, 36 bushels to the acre; oats, 50 bushles; barley, 40 bushels; rye, 15 bushels; potatoes, 80 sacks; peas, 25 bushels; alfalfa, 3½ tons; native grasses, 1 ton; cultivated forage, 1½ tons; corn, 15 bushels.

Remarkable yields are 64 bushels of wheat to the acre; 100 bushels of oats; 200 sacks of potatoes, and 74 bushels of barley to the acre. The Arkansas Valley is another rich agricultural section, but it is newer in development than Northern Colorado. There are 350,000 acres under irrigation in that district. The famous Rocky Ford cantaloupes grow there, and the sugar beet has become one of the mainstays.

The San Luis Valley, which is reached after a climb over steep grades and high passes in the Rocky Mountains, is making great strides in agricultural development. This valley was settled by the Mexicans many years ago. Some of the wealthiest familiies of the valley are descended from the pioneers of the land of Montezuma, and they live in peace and harmony with the Amer-

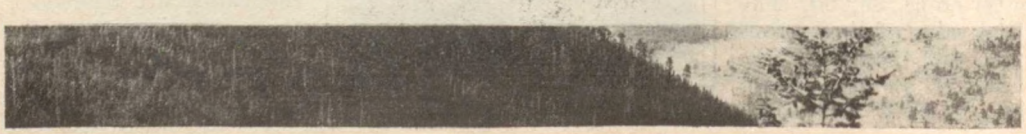
ican settlers, who now dominate the affairs of that whole section of Colorado.

Farming is possible, and is practiced in numerous small mountain valleys. Routt County, and the great northwestern part of the state, are the wonderful future possibilities. This new empire is being developed slowly, but is on the eve of being given a great impetus by railroad construction. The western slope is the main fruit section, and land in that district sells as high as $3,000 an acre. No one who reads this story on agriculture can doubt that Colorado is entitled to recognition as an agricultural state.



BEET DUMP—COLORADO

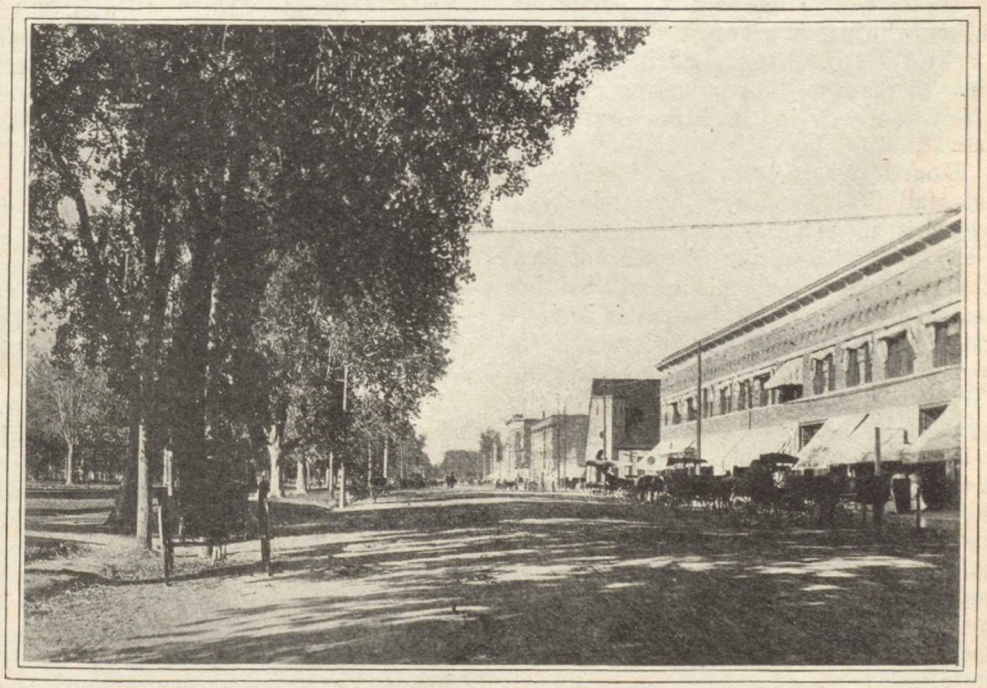
The irrigated portions of Colorado naturally lie adjacent to the various streams in the state. The irrigating canals taking water from the South Platte River and its tributaries have been the fundamental basis for the prosperous communities in the counties of Adams, Arapahoe, Boulder, Jefferson, Larimer, Logan, Morgan, Sedgwick and Weld, all situated on the plains and in the valleys of Northeastern Colorado. Thus, canals taking their source of supply from the Arkansas River and its tributaries have similarly formed the basis for the magnificent agricultural and horticultural development in the counties of Fremont, Pueblo, Otero, Bent and Prowers, extending from the foothills of the mountains eastward, practically to the Kansas state line. The irrigating systems supplied by the Rio Grande River and its tributaries form the foundation for the prosperous farming



districts of the great San Luis Valley, in the counties of Conejos, Costilla, Rio Grande and Saguache, extending in a southerly direction to the border line of New Mexico. The irrigating canals receiving their supply from the Grand and Gunnison rivers have been the basis for the marvelous, we might say, phenomenal, fruit-growing industry of what is known as the Western Slope, comprising the counties of Delta, Garfield, Mesa and Montrose.

In Southwestern Colorado there are large areas that are irrigated, in the counties of La Plata and Montezuma. In Northwestern Colorado, the Grand, the Frazier, the Yampa and the White rivers have as yet been but partially utilized for irrigation purposes. In this section of the state is located what is known as Middle Park, where some irrigation is now practiced, but where, in the near future, large irrigating systems will be constructed, and that part of the state converted into prosperous farming communities.

The irrigating canals of the state have each year been largely supplied by storage reservoirs, located either in the mountains or on the plains at practicable points, where the winter and flood waters are stored for use during the growing season. According to the state reports, the irrigating canals already constructed are capable of serving about 2,300,000 acres, representing nearly 30,000 farms, which are now cultivated, while an additional 4,000,000 acres can, by means of storage



A BUSINESS STREET OF GREELEY, COLO.
Park on the reader's left

reservoirs, be provided with water from the same canals. Most of these canals are of sufficient capacity at this time to carry a very much larger service of water, and when more extensive farming is practiced, with a more economical use of the water, a much larger area will be brought under the beneficent use of this water.

The advantages of irrigation may be briefly summarized as follows:

First — Absolute security against drought.

Second—The ability to apply the water when it is needed and in such amount as may be desired; consideration being given to the growing crops and the particular soil in which it is grown.

Third—It has been found in some sections of the state that irrigating water is a fertilizer, carrying, as it does, salts and solids that are beneficial to the soil.

Fourth—Where there is an insufficient rainfall, it is remedied by irrigation, which is an advantage to farmers, especially in the harvesting of corn and hay.

For example, the moisture needed for corn and root crops can be applied by irrigation at the proper time, whereas, if it were supplied in the ordinary way, by rainfall, great loss would result to the other crops then being harvested.

The ten states which have contributed most to the population of Colorado are Illinois, Missouri, Iowa, Ohio, New York, Kansas, Pennsylvania, Indiana, Nebraska and Wisconsin. We believe that these states fairly represent farming conditions in various sections of the country, and they are selected for comparison with this state.

The 1906 Year Book of the United States Department of Agriculture shows that the average per acre of the seven ordinary farm crops in Colorado and the ten other states indicated above were as follows:

Barley — Colorado, $22.14; Illinois, $12.60; Missouri, $11.62; Iowa, $9.90; Ohio, $13.80; New York, $14.47; Kansas, $7.76; Pennsylvania, $13.75; Indiana, $15.29; Nebraska, $8.68; Wisconsin, $13.82. The average of the ten other states was $12 16 per acre, as against Colorado, $22.14.

Corn—Colorado, $13.95; Illinois, $13; Missouri, $12.27; Iowa, $12.64; Ohio, $16.61; New York, $20.59; Kansas, $9.25; Pennsylvania, $20.90; Indiana, $14.26; Nebraska, $9.89; Wisconsin, $16.89. The average of the ten other states was $14.63 per acre, as against Colorado, $13.95.

Hay—Colorado, $23.75; Illinois, $12.25; Missouri, $7.80; Iowa, $9.45; Ohio, $14.64; New York, $15.49; Kansas, $8; Pennsylvania, $17.42; Indiana, $13.75; Nebraska, $7.84; Wisconsin, $12.15. The average of the ten other states was $11.87 per acre, as against Colorado, $23.75.

Oats—Colorado, $18.18; Illinois, $9.14; Missouri, $7.52; Iowa, $9.13; Ohio, $10.82; New York, $12.92; Kansas, $7.32; Pennsylvania, $10.41; Indiana, $9.02; Nebraska, $7.67; Wisconsin, $11.59. The average of the ten other states was $9.55 per acre, as against Colorado, $18.18.

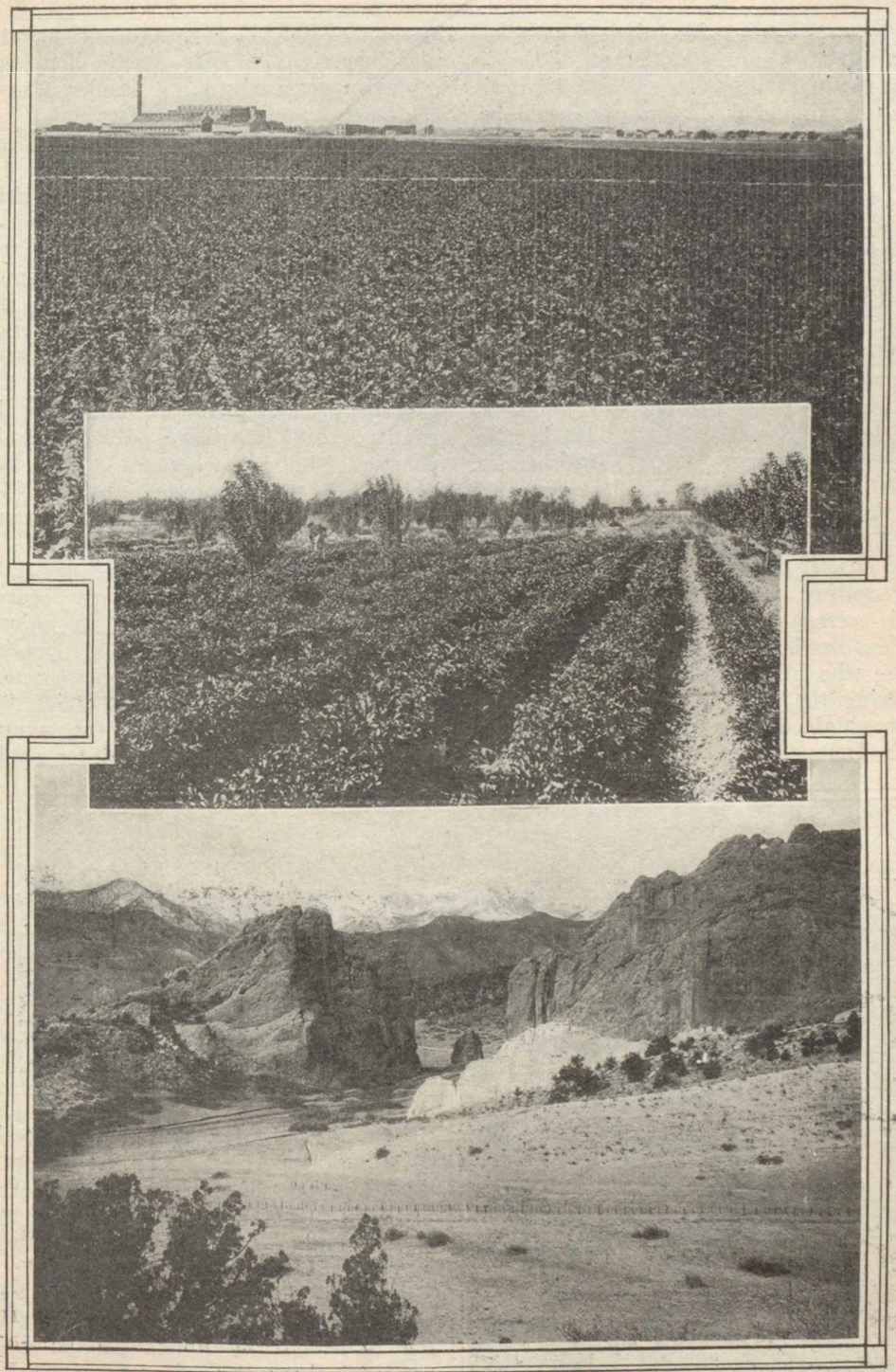
Potatoes—Colorado, $56.25; Illinois, $60.14; Iowa, $40.85; Ohio, $52.80; New York, $51.45; Kansas, $55.30; Pennsylvania, $53.58; Indiana, $50.73; Nebraska, $45.24; Wisconsin, $29.10. The average of the ten other states was $48.70 per acre, as against Colorado, $56.25.

Rye—Colorado, $11.20; Illinois, $9.52; Missouri, $9.48; Iowa, $9.30; Ohio, $11.12; New York, $11.44; Kansas, $8; Pennsylvania, $11.14; Indiana, $9.86; Nebraska, $9.24; Wisconsin, $9.86 The average of the ten other states was $9.89 per acre, as against Colorado, $11.20.

Wheat — Colorado, $21.13; Illinois, $13.46; Missouri, $9.92; Iowa, $10.07; Ohio, $14.48; New York, $16.40; Kansas, $8.75; Pennsylvania, $13.45; Indiana, $14.49; Nebraska, $12.54; Wisconsin, $11.73. The average of the ten other states was $12.52 per acre, as against Colorado, $21.13.

All seven crops—The average value per acre of the above seven crops was: Colorado, $23.80; Illinois, $18.58; Missouri, $15.21; Iowa, $20.09; Indiana, $18.20; Nebraska, $14.44; Wisconsin, $15.02. The average of the ten other states was $17.04 per acre, as against Colorado, $23.80.

Colorado had, in 1908, 154,428 acres of sugar beets, averaging twelve tons per



1. BEET FIELD AND BEET SUGAR FACTORY NEAR EATON, COLORADO
2. A COLORADO FRUIT FARM
3. COLORADO MOUNTAIN SCENERY—ENTRANCE TO THE GARDEN OF THE GODS

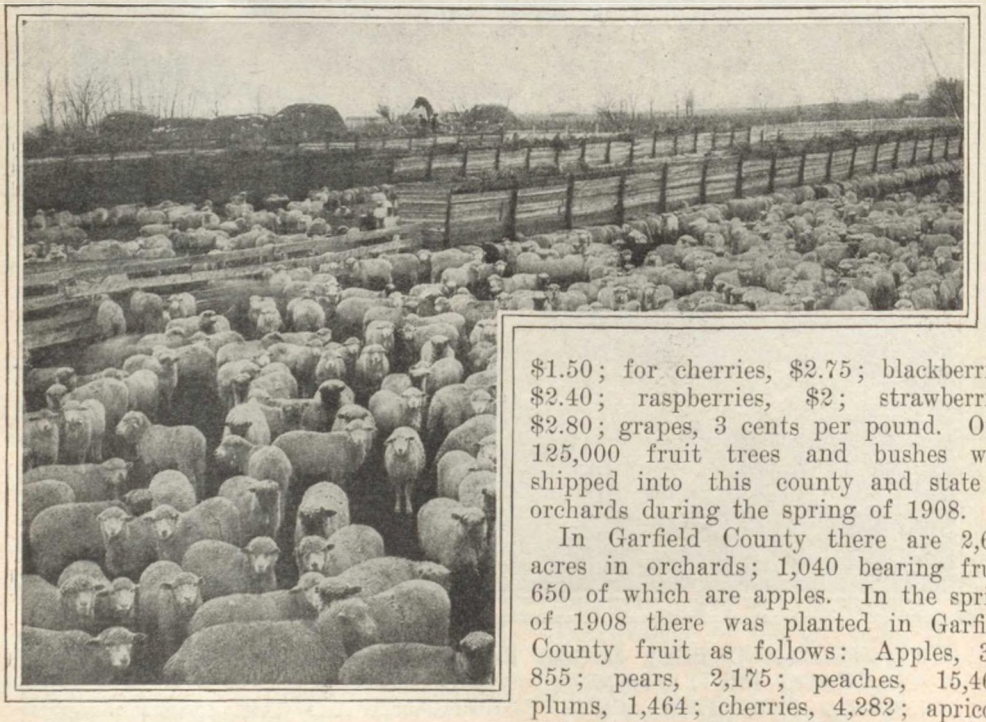
acre, the contract price being $5 per ton, or a value per acre of more than $60. No figures are at present available to indicate the value of field crops of cantaloupe, etc., which would show an abnormal value per acre produced.

The fruit industry in Colorado has increased by leaps and bounds, until now practically every section of the state has its orchards. In Boulder county there are 1,500 acres, 1,200 of which are bearing. This acreage is planted to apples, plums cherries, blackberries, currants, raspberries and strawberries. The average selling price per box for apples is $1.50, for cherries, $2.50; blackberries, $2; raspberries, $1.50; strawberries, $2.50. The prices of the last four are by the crate.

Chaffee County, which is not considered strictly a fruit country, has orchards aggregating something over 150 acres. This acreage is increasing every year, and success has been attained by the efforts of those who have planted trees; and, considering the altitude, 8,000 feet, the results obtained have been astonishing.

In Delta County, during 1908, the inspector visited 17,118 acres of orchards and inspected 369,803 trees. The highest price per carload for peaches was 80 cents a box; apples, $1.60 per box, f. o. b. Paonia. This county shipped 640 cars of apples, 245 cars of peaches and 1½ cars of cherries, while 855 tons of fruit were used in the canning factory and evaporator, and over one million pounds used for home use in the county. Apples yielded 8,000 pounds per acre; cherries, 290 pounds; peaches, 8,000 pounds; plums, 1,000 pounds; apricots, 4,000 pounds, and strawberries, 135 crates. The average price per box for apples in this county was $1.25; pears, $1.25 per crate; cherries, $3.60; peaches, 50 cents a box; plums, 75 cents a crate; apricots $1 a crate; strawberries, $3 per crate; grapes, 3 cents a pound.

In Fremont County there are 6,000 acres in orchards; 4,500 acres bearing fruit at this time, divided as follows: Apples, 3,500 acres; pears, 50; peaches, 115; plums, 250; cherries, 560; currants, 300; raspberries, 100; strawberries, 600. The average price per box for summer apples was $1.45, and for winter apples, $1.50; for cherries, $2.75; blackberries, $2.40; raspberries, $2; strawberries, $2.80; grapes, 3 cents per pound. Over 125,000 fruit trees and bushes were shipped into this county and state in orchards during the spring of 1908.



THE LAMBS OF COLORADO

In Garfield County there are 2,640 acres in orchards; 1,040 bearing fruit, 650 of which are apples. In the spring of 1908 there was planted in Garfield County fruit as follows: Apples, 36,855; pears, 2,175; peaches, 15,463; plums, 1,464; cherries, 4,282; apricots, 159; quinces, 20; nectarines, 10, a total

A PRETTY PART OF BOULDER, COLO.

of 60,408. Apple grafts, 30,000; bushes and vines, 22,478.

In La Plata County, 520 acres are planted in orchards, 320 of which are bearing fruit as follows: Apples, 250; pears, 20; plums, 10; cherries, 20; blackberries, 3; currants, 5; raspberries, 7; strawberries, 5. The average yield per acre was of apples, 250 boxes; pears, 300 boxes; cherries, 150 crates; plums, 350 crates; blackberries, 200 crates; raspberries, 225 crates; strawberries, 250 crates. The average selling price was: For apples, $1.85 per box; pears, $2.30 per crate; cherries, $3.90; plums, $1.35; blackberries, $3.75; raspberries, $4, and strawberries, $3.75.

In Larimer County, there are 3,050 acres planted to fruit, 2,550 of which are bearing fruit, divided as follows: Apples, 10,000 acres; plums, 100 acres; cherries, 300; blackberries, 50; currants, 70; raspberries, 400; strawberries, 5; gooseberries, 25. In Weld County there are 223,500 acres of irrigated, agricultural land. Of this amount there are 750 acres in orchards; 425 in apples; 25 in plums; 35 in cherries; 3 in gooseberries; the balance in currants, raspberries and strawberries.

In Montrose County there are 13,310 acres planted to orchards, 6,260 acres bearing fruit at this time, divided as follows: Apples, 2,700; pears, 15; peaches, 585; plums, 45; apricots, 30; nectarines, 2; cherries, 60; blackberries, 10; currants, 12; raspberries, 10, and strawberries, 40. The average price per box of apples is $1.30; pears, $2; cherries, $2.50; peaches, 50 cents; plums, 90 cents; apricots, $1.50; nectarines, $1.25; blackberries, $3; raspberries, $4; strawberries, $3. Average yield per acre of apples, 300 boxes; pears, 275; cherries, 200; peaches, 375; plums, 300; apricots, 375; nectarines, 300.

In Mesa County it is estimated that there are over 24,000 acres planted in orchards, practically one-half of which are bearing fruit. The number of fruit trees planted in 1908 was 744,544. The number of vines and bushes aggregated 50,000. The price for peaches is 50 cents a box; pears, 98 cents per box; apples, $1.35 per box. The number of cars of fruit shipped out of the county in 1908 was 890. In Montezuma County there are 4,700 acres planted to orchard, 2,550 of which are bearing fruit as follows: Apples, 2,350; pears, 40; peaches, 100; plums, 30; apricots, 3; cherries, 30; blackberries, 5; currants, 5; raspberries,

5; strawberries, 14. Apples sold for $1.75 per box, and yielded 400 boxes per acre. In Pueblo County there are 3,800 acres planted to orchard, 2,000 of which are bearing fruit, divided as follows: Pears, 1,500; peaches, 5; plums, 10; apricots, 40; cherries, 5; currants, 100; raspberries, 10; strawberries, 8. The average price per box for apples is $1.60; cherries, $1.75; plums, $1.80; raspberries, $1.90; strawberries, $2, and grapes, 2 cents per pound.

From the above it will be seen that the fruit industry in Colorado has reached a very high plane as to production, and the quality of the fruit can best be judged by the prices which are paid in open market. Recently a Chicago firm, believing that Colorado offers the greatest advantages of any western state to the farmer and fruit grower, has expended in excess of one-half million dollars in reservoirs and ditches in El Paso County.

WATER WHEEL USED FOR IRRIGATING PURPOSES NEAR DELTA, COLO.

In Colorado the farmer expects to make from two to four hundred dollars per acre, while the fruit grower considers it a poor year when he cannot realize from $500 to $900 per acre from his orchard. There are many cases where $1,200 per acre is received for a crop. In the records of the Board of Horticulture there are many sworn statements of fruit yields, showing net returns on fruit land ranging from $500 to $1,200 per acre. One of the experts of the Colorado Agricultural College is authority for the following figures: Good potato and sugar beet Colorado farms are selling at from $100 to $300 per acre. Land adapted to growing cantaloupe, celery, asparagus and similar crops finds a ready sale at prices that bring from $200 to $500 per acre. The average price for bearing orchards in Colorado is $1,000 per acre, although very much higher prices than this have been paid for an exceptionally good orchard.

Grape culture in Colorado is only just beginning. Records from a sample vineyard at three years of age show that there were 340 crates to the acre, which, at the low average of $1 per crate, would give $340. At four years of age, the product of this vineyard should double, and for the fifth, sixth and succeeding years should hold its own, or somewhat increase. There are a number of instances where from 40 to 45 pounds of grapes have been taken from a single vine five or six years old. Individual bunches have been found to weigh 5 pounds each. The above statements prove what climate, soil and irrigation can produce on such lands as these.

WHEN you go away for your health, and enter an environment that gives you new and favorable impressions, there will be a complete change in your mind and thought. There will be changed mental states, and changed mental states tend to produce changed physical conditions. But there are people who can change their minds, renew their thoughts and produce wholesome mental states without going away. These secure the same beneficial results from their own change of thought as others do from a change of climate or environment.

CHICAGO-NEW YORK ELECTRIC AIR LINE

BY PRESIDENT A.C. MILLER

NAPOLEON once said that "a given force applied for a given time upon a given point is bound to win," and that "impossible is the adjective of fools." It is said of Grant that he never knew when he was whipped, and there could be no greater tribute to his genius. Out of such philosophy all human progress has come and must come hereafter.

This philosophy is part of the working creed of a group of men who, three years ago, set out to construct an electric road with low grades and without grade crossings to connect Chicago and New York in as straight a line as possible.

One of our theories of life is that given proper force and persistence any difficulty can be overcome. There is always a way; to find the right way is the problem. If their own consciences approve, men can afford to be misunderstood, as sometimes happens, trusting to time for their vindication.

There was no special merit in conceiving the idea of a direct Chicago to New York railway. A man brought up in the railroad business, as I was, and familiar with all kinds of transportation problems, could not help recognizing the value of such a line. Probably many thought of it before I did. At any rate, while making preliminary surveys and determining the feasibility of the route selected, our chief fear was that someone would get in ahead of us with a similar project.

I think the idea first came to me while en route between New York and Chicago over the New York Central Lines. In a hurry to get home, I boarded a fast train, and during the next three hours was shot through the country at great speed; then it suddenly dawned upon me that after three hours' travel at the rate of nearly a mile a minute, I was farther from Chicago than when I left New York—an anomalous condition of affairs here in America in the Twentieth Century.

Photo above shows a well-constructed section of 85-pound steel. Long ties at intervals on the reader's left are for the purpose of holding the third rail. Temporarily, the first division is being operated by trolley. Power house in distance

To a thinking man, a direct, high-speed railroad, electric, of course, in the Twentieth Century, to connect the greatest commercial centers on the continent, is absolutely inevitable. The only question has been, who would build it? One-eighth of the population of the United States occupies the territory which such a road will directly serve; the through traffic of the entire country almost, and from Europe and the Orient, passes between the cities, Chicago and New York. The intervening states are being gridironed with innumerable trolley lines, of which there are 45,000 miles in the United States, all built in the past twenty years. This marvelous development of a new field has only begun. These electric lines soon will be looking for an outlet into Chicago on the west and New York on the east.

The ton-mile is the unit of calculation in railroad operation. To reduce the cost of the ton-mile is the chief aim of the general manager. To accomplish that reduction, the great railroads of the country for years have been pouring out money like water, reducing grades, eliminating curves, building short cut-offs, spending millions to save minutes.

It is evident that a straight track with low grades between Chicago and New Yould would reduce the cost per ton-mile and also lessen the distance. In a straight line, those two cities are only 711 miles apart, while the New York Central gives the distance as 980 and the Pennsylvania, 911 miles.

It is equally evident that these two splendid railroad systems cannot be expected to abandon their enormously valuable and enormously profitable property in order to give the country what it needs, an "air line" railroad between these two points. Their entire activity and resources, necessarily, will be expended in the further development of their own property. Therefore if a direct Chicago to New York railroad is inevitable, it is also inevitable that it must be built and financed by someone entirely outside of established railroad interests.

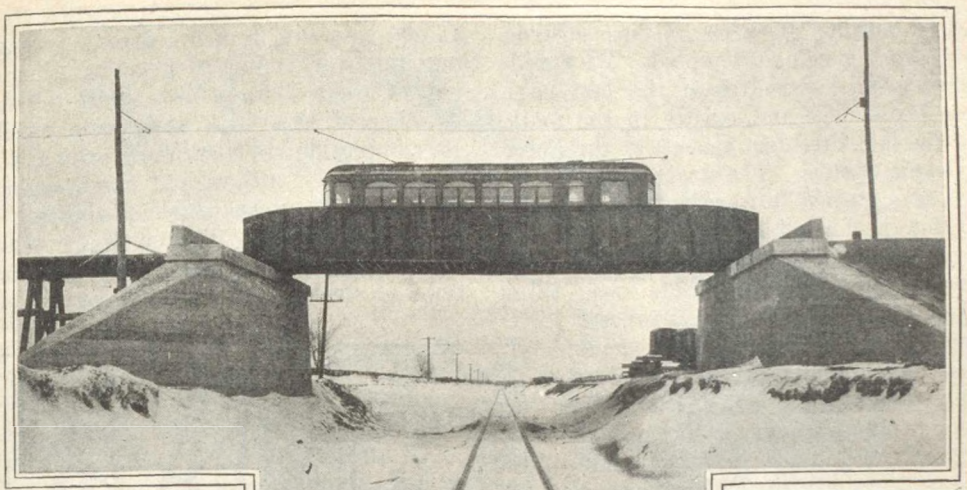
The cost per ton-mile of carrying freight between Chicago and New York, according to the reports of the Interstate Commerce Commission, is in the neighborhood of one-half cent. That is, it costs, on an average, a half cent to move a ton of freight one mile through this particular territory.

The route selected for the Chicago-New York Electric Air Line makes the distance between Chicago and New York 750 miles, thus saving 161 miles as compared with the shortest steam road, the superb Pennsylvania system, and 230 miles as compared with the New York Central Lines. The average saving, comparing the "Air Line" route with all the steam routes which do a Chicago-New York business, is approximately about 270 miles.

It is obvious that with a 750-mile road and a ton-mile cost of a half cent as the basis of Chicago-New York freight rates shippers would be saved an average of $1.35 on every ton of through freight. Compared with the shortest existing road the saving would be 80 cents a ton. I do not know how much traffic passes each year between America's greatest commercial centers, Chicago and New York, but it must equal 100,000,000 tons. An annual saving to the country, therefore, is indicated which is simply appalling in its enormity. Of course, the "Air Line," even with four tracks, could not begin to handle all of this business between the East and the West, but it would hold the key to freight rates. No sane man will say that such a road would not command all of the business it possibly could handle, by reason of the shorter route alone, not to mention the higher speed and the many economies possible because of electric operation.

It is estimated that the business of the country increased 110 per cent during the past ten years, and that during the same time the increase in transportation facilities for handling this business was only some 20 per cent. Having this in mind, the Interstate Commerce Commission reported to Congress January 6, 1908: "It may be conservatively stated that the inadequacy of transportation facilities is little less than alarming."

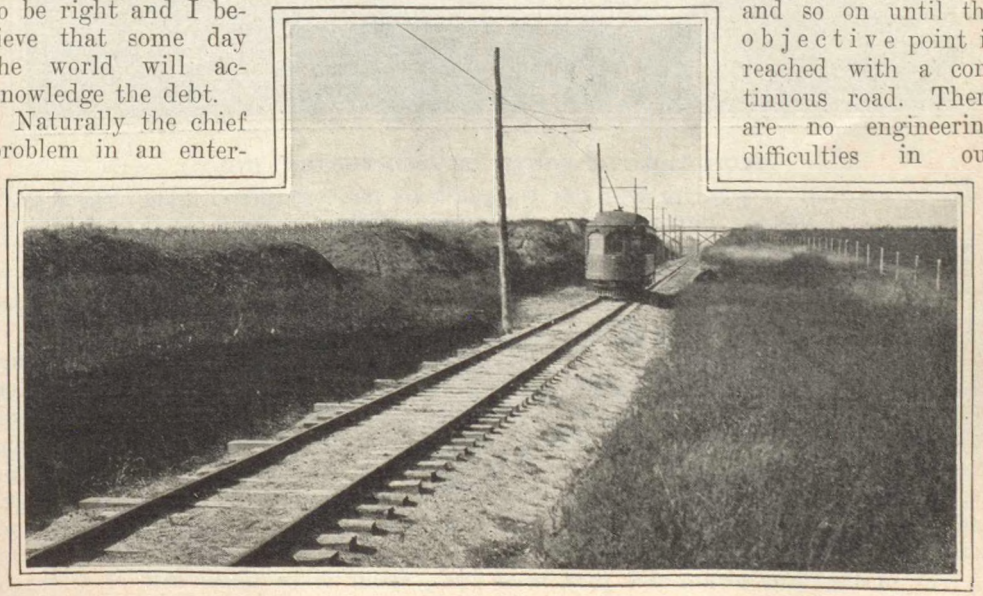
I mention these facts, not so much to "prove a case" for the "Air Line" as to show the basis for the courage and faith, little less than sublime, which have led my associates to face problems which would have staggered ordinary men and surmount every obstacle, until now their



TYPICAL RAILROAD CROSSING AT LA PORTE, IND.

great dream is becoming a reality and the initial division of the "Air Line," the foundation of the entire project, is nearing completion. As Field was compelled to struggle for the Atlantic cable, Morse for the telegraph, Bell for the telephone, so these men, in the midst of calumny, ridicule and active hostility, have pushed forward in a project they knew to be right and I believe that some day the world will acknowledge the debt.

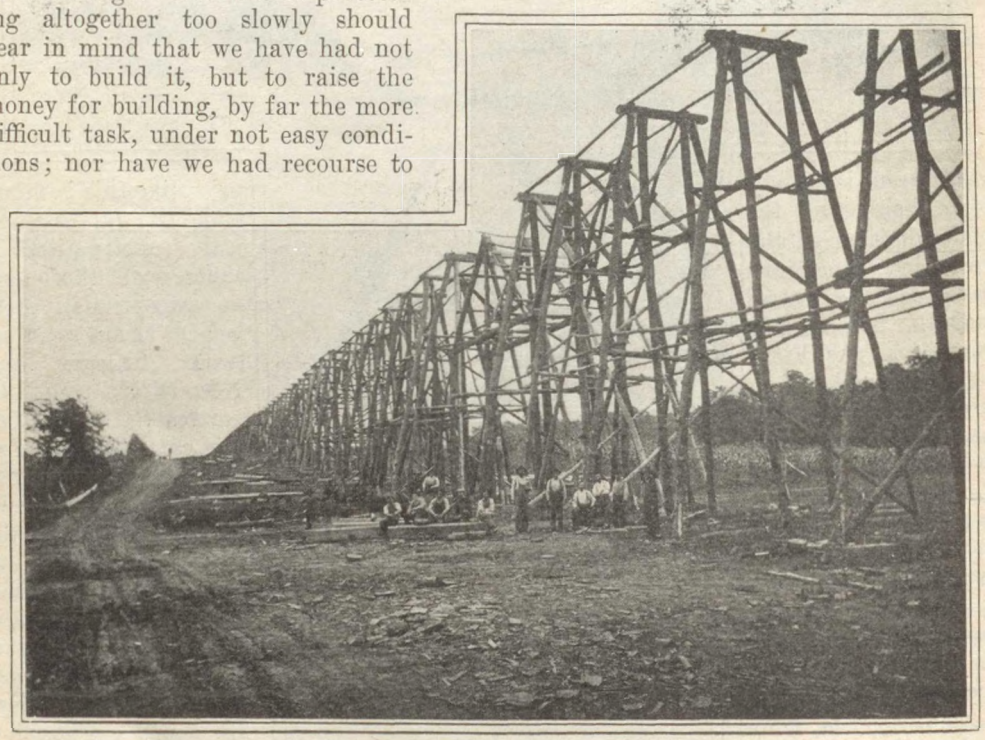
Naturally the chief problem in an enterprise like this is financial. As far as physical construction is concerned, there are no exceptional problems. If one road between Chicago and New York could be constructed, another one can. If one electric line fifty or 100 miles long can be built and operated, another adjoining the first can be built and operated, and another adjoining that, and so on until the objective point is reached with a continuous road. There are no engineering difficulties in our



Section of track with one of the interurban cars, now operated for local business; beyond is a highway bridge

way; nothing experimental in construction work is being attempted. We simply have availed ourselves of the best engineering scince, and, secure in the motto of the late President Cassett of the Pennsylvania System, "The straight line wins," we have pushed forward.

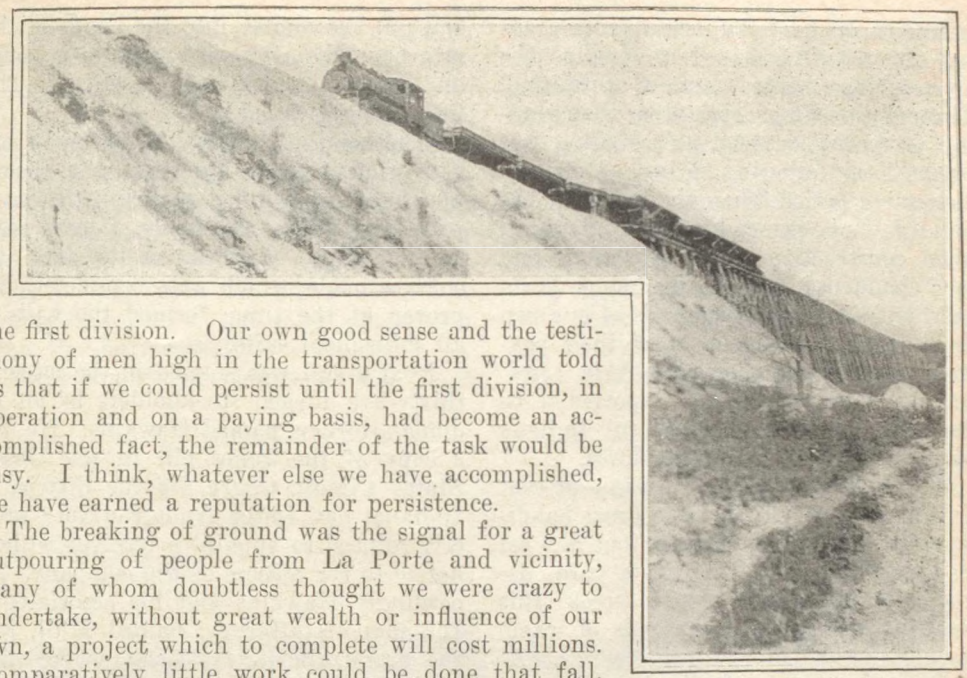
But the financing of the road has been a real problem, calling for both courage and resourcefulness. Those who think the building of this road is proceeding altogether too slowly should bear in mind that we have had not only to build it, but to raise the money for building, by far the more difficult task, under not easy conditions; nor have we had recourse to trust funds, insurance deposits and the ordinary financial sources, for reasons that will be apparent. Instead of that, we did what was in some degree experimental, although President Lincoln adopted a similar plan for financing the Civil War. We went to the people, the common people, if you please, who have led in nearly every reform movement from the first exploitations of Christianity down through the war of the Revolution, and they responded in a manner which surprised no one as greatly as it did ourselves. Some 13,000 men and women, scattered throughout the world, but largely in America, out of their savings have built the first division of this road and made possible its completion to New York, which is an inspiring fact, although it has brought to the management grave responsibilities. In various parts of the United States will be found active and enthusiastic organizations of stockholders, formed for the purpose of "boosting" their enterprise, which in itself is a most astonishing thing.



HIGH TRESTLE SOUTH OF CHESTERTON, IND.

The Trestle-Work Is Filled In With Dirt Dumped From the Construction Train. The Whole Has the Appearance of an Embankment When Completed

I consider it an exceedingly great honor that, as president of the Chicago-New York Electric Air Line Railroad Company, it was permitted me to turn up the first spadeful of earth in this railroad building project, which in importance to the nation is second only to the Panama Canal. Ground was broken at La Porte, Ind., about sixty miles east of Chicago, September 1, 1906, the plan then being to make that city the western terminus of

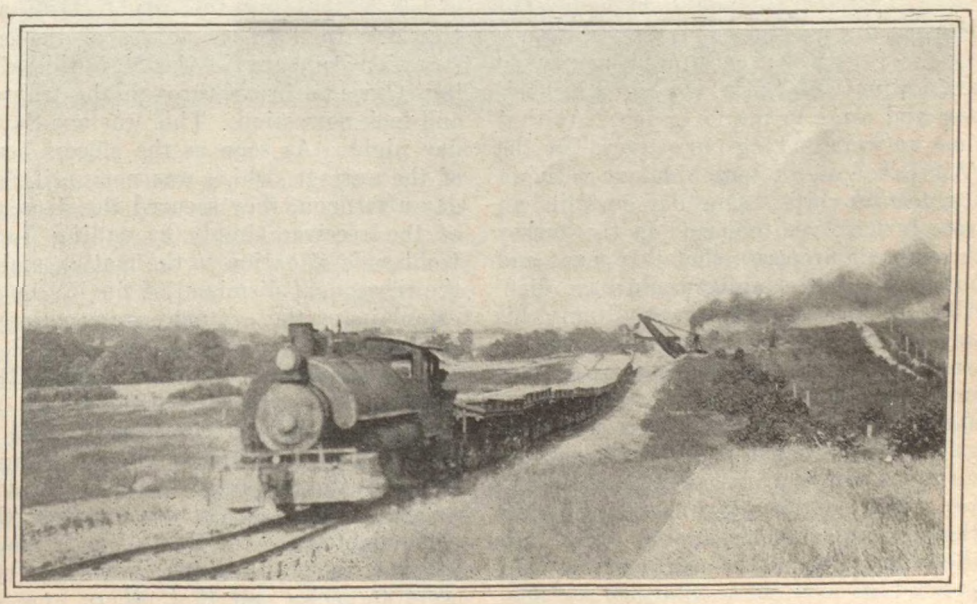


METHOD OF FILLING THE TRESTLE BY DUMP TRAIN

the first division. Our own good sense and the testimony of men high in the transportation world told us that if we could persist until the first division, in operation and on a paying basis, had become an accomplished fact, the remainder of the task would be easy. I think, whatever else we have accomplished, we have earned a reputation for persistence.

The breaking of ground was the signal for a great outpouring of people from La Porte and vicinity, many of whom doubtless thought we were crazy to undertake, without great wealth or influence of our own, a project which to complete will cost millions. Comparatively little work could be done that fall. Not until the spring of 1907 could construction be said to have begun in earnest. June 15 of that year we started the first car, running from the power station in South La Porte into the business center of the city of La Porte, the county seat of La Porte County, over as fine a piece of track as ever was constructed.

The financial panic was a great obstacle which we had not anticipated. We could see it coming, but the storm broke fully two years before we expected it. Let me say in passing that in the face of that storm, which uprooted old and tried in-



CONSTRUCTION TRAIN READY TO BE LOADED BY THE STEAM SHOVEL

stitutions, we kept 500 men at work grading for the "Air Line" as long as the approaching winter season permitted. Through the winter work other than grading proceeded as usual and grading was resumed the following spring. During a distressing period when the banks of the country had suspended cash payment, when construction work generally had been abandoned, factories had shut down, and hundreds if not thousands of our own investors were unable to meet their payments to the company, the "Air Line" and the Standard Oil were reported to be the only concerns in northern Indiana who were paying cash to employes.

We did not anticipate the panic at that time and, of course, it was a great handicap. Neither did we foresee that any set of men, for their own private gain, deliberately would attempt to wreck this company and rob its thousands of wage-earning stockholders of their savings. As the several attempts of this character were heralded from one end of the country to the other and our little group of fighters, who so successfully protected their stockholders from this danger, were reviled from one end of the country to the other, a little inside history may be interesting.

The first attempt was made by a man whom I will call Jones, because that is not his name. He had been associated with me in a position of trust for twenty years. I even had advanced money to set him up in business. He failed in business and came to me for a job. At that time we were making our surveys for the "Air Line" and I sent him out with an engineering corps. One day in Ohio an irate farmer, who objected to the survey through his property, shot this man, and but for me he certainly would have died. All through his subsequent illness his wages were paid promptly, and when he was able to work again, he was taken into the office in Chicago. During my absence he attempted to work a scheme to get control of some of the fiscal arrangements of the company, and a rascally lawyer whom he consulted convinced him that he could throw the "Air Line" into the hands of a receiver and have him appointed receiver, at a salary of $25,000. Jones bit at the bait, sold his little home and put the money into the hands of this attorney, who afterward came to my office and offered to sell out his client. This first attempt failed.

Whether this suit was a matter of private vindictiveness or that even then a plot had been formed to wreck the enterprise and divide the spoils, I leave readers to judge. Certain it is that the charges made, which were completely disproven at the time, formed the basis of all subsequent suits.

Next a suit was started in the name of thirty-five alleged stockholders by an Indiana attorney, named Hawkins. He filed a copy of the Jones bill in the United States Circuit Court for the district of Indiana, but Judge Anderson very properly refused to appoint a receiver without notice to the officers of the company. Accordingly Hawkins and his associate, an Indianapolis attorney, named Mull, took the first train for Chicago, where they filed the same bill in the United States Circuit Court for the district of Illinois. Judge Sanborn of Milwaukee happened to be sitting in Judge Kohlsaat's place temporarily. Misled by misrepresentations, Judge Sanborn appointed Mull receiver of the Chicago-New York Electric Air Line Railroad Company, but not of the Co-operative Construction Company, which is building the road. Mull and Hawkins went to the offices of the construction company in the Majestic building, Chicago, broke through the transom and took possession. This was one Saturday night. As soon as the officers heard of the outrage, which was not until Sunday afternoon, they secured the dismissal of the receiver simply by calling Judge Kohlsaat's attention to the matter, and in the subsequent dismissal of the bill by the complainant the company was completely vindicated.

Two days later the "Air Line" attorneys discovered that a number of the stockholders whose names were used as complainants in the case knew nothing of the suit and nothing of either Hawkins or Mull. It was afterward proven that some eighteen of the thirty-five powers of attorney which Hawkins claimed to hold were forgeries and that others were obtained by misrepresentation.

Last year for the third time a similar attempt was made by another Indiana attorney, named Ruffin, and, deceived by the same gross misrepresentation that had deceived Judge Sanborn, Judge Richter, of the La Porte (Ind.) Circuit Court, appointed the same man, Mull, receiver. As soon as the officers of the company could get into action, Mull was removed as before, having been in office less than twenty-four hours, not long enough to draw the desired salary.

What would have happened had these attempts to wreck a perfectly sound company been successful will be better understood if I give the substance of a deposition made by one Frank J. Webber in disbarment proceedings brought against the Indiana lawyer, Ruffin. According to this deposition, which was well substantiated by outside evidence, in February, 1908, the lawyer met Webber at the Palmer House, in the city of Chicago, claiming to have powers of attorney from various "Air Line" stockholders, which authorized him to represent them in any litigation against the company in any manner he saw fit. The expenses of this litigation were to be borne by the lawyer, who declared that "certain other parties were putting up the money for this litigation and were furnishing said Ruffin with such moneys as he needed to prosecute suits in the name of the stockholders against the Chicago-New York Electric Air Line Railroad Company." Among these backers he named the man Mull, who was twice appointed receiver for a day. This lawyer, according to Webber's sworn deposition, made the statement that "there were three judges in the county of Cook and state of Illinois and two judges in the state of Indiana who would appoint receivers in their respective courts at the solicitation of himself or his attorneys, in chambers and without notice to the corporation," that "he could not fail to get such receiver appointed by reason of his influence and the influence of his attorneys over such judges."

The lawyer's purpose in securing this interview with Webber was to promise to make Webber receiver of the "Air Line" and incidentally to borrow $25 of him. Webber had been introduced as a wealthy mining man of large means. After Mull had been appointed, Ruffin's excuse to Webber for turning him down was the necessity of having an Indiana man for receiver. The lawyer then held out another

glittering promise to Webber in lieu of the receivership. He said he would make Webber a "go-between," for which he was to receive the sum of $5,000 for a period of sixty days. "Go-betweens," whatever they are, come high. "I have done something," bragged this attorney, "that half the lawyers in the city of Chicago tried to do and could not. I have had a receiver appointed for the Chicago-New York Electric Air Line Railroad Company."

According to this deposition, Webber met the lawyer at the Auditorium Annex March 6, 1908, and asked him what he was going to do. Here is the answer, testified to under oath in a court of record, and I wish that every man and woman in America who loves honesty and fair play might read it: "They were going to wreck the whole proposition and put it into receiver's and attorneys' fees. That he expected to make from $50,000 to $250,000 out of it in any event." They said they would adopt one of two plans, either "convert said railroad enterprise into funds for said Ruffin and his associates" or "reorganize the whole proposition into a new company, which he would control, and that he and his associates would share in all of the proceedings of the said wreckage of the said companies." The companies referred to were the "Air Line" Railroad Company and the Co-operative Construction Company, which has the contract for building the road.

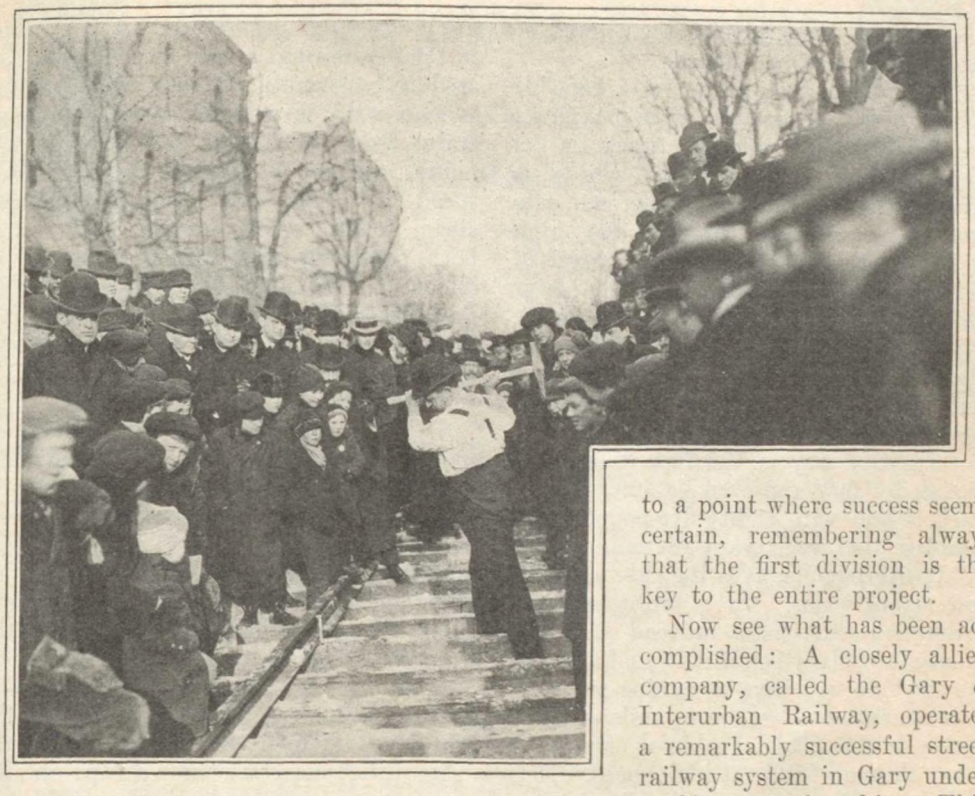
That certainly was a neat plot to attempt to carry out under the protection of an American court of justice, deceived and misled by gross misrepresentations and fraud. The entire money interest in the enterprise of all the complainants who had combined in the last suit to wreck a million-dollar property was exactly $383. These were certainly "times which tried men's souls." That the "Air Line" Company came through such attacks, which would have ruined the strongest bank in the United States, and in the face of a disastrous financial panic kept steadily and doggedly at work building the road and carrying out promises, is an eloquent testimonial to the integrity of the management and the correctness of their methods.

We, however, had one piece of good luck in the midst of all this trouble. The United States Steel Corporation commenced to build the greatest steel mills in the world and founded a great industrial city called Gary on the line of the road. There is hardly a publication in the land which has not described the wonders of Gary, a city planned in advance for a population of 300,000 people, which it surely will attain in a very few years. In ten years, judging from present indications, Chicago and Gary will meet, as far as building activities are concerned. The entire Calumet district, Chicago's workshop, will be as one continuous, mighty city. South Chicago, East Side, Whiting, Indiana Harbor, Hammond, East Chicago, Tolleston, Gary, East Gary and other communities similarly located will merge one into the other almost imperceptibly. No district in the world is growing as is this Calumet district southeast of Chicago.

If Gary becomes a city of 300,000, or even 100,000 people—and it is said that plans already under way will give employment to 75,000 men—the flourishing village of Chesterton, fifteen miles east of Broadway, necessarily will become a great residence suburb, and the district to the east and southeast of Gary inevitably will build up amazingly.

Gary is being built contrary to scriptural teaching, on the sand. There is no soil, and its teeming thousands must be fed. La Porte County to the southeast is the garden spot of Indiana.

The thousands of workingmen in Gary will need recreation, some place to go. fields and woods, river and lake. The Steel Corporation occupies the shores of Lake Michigan, cutting them off from that water front, but at East Gary, only five miles from Broadway, Deep River winds through woodland and meadow and scenes of rare beauty. The country around Chesterton is famous for its beauty. Ten miles south of Chesterton is the city of Valparaiso, county seat of Porter County, famed for its great university. North of Valparaiso are half a dozen or more beautiful lakes, varying in size, the nearest inland lakes to Chicago, Gary and the entire Calumet district. Flint Lake, four miles from Valparaiso, already has three estab-



DRIVING THE FIRST SPIKE
La Porte, Ind., February 2, 1907

lished summer resorts, and there are no railroad facilities whatever.

Through this exceptional district of fertility, beauty and unsurpassed industrial activity is the logical entrance from the East into Chicago. As J. J. Hill has said: "The dropping of Lake Michigan, like a pendant from a chain, forces the traffic into a sweeping curve to obtain a free highway to and from the East." Any electric railway, traversing this district from La Porte to Chicago, with feeders reaching the various centers of population, will be certain of a great and growing business, and, moreover, inevitably will become the gateway into Chicago for the numerous trolley lines of Indiana and Ohio, of which there are already some 6,000 miles.

I mention these matters that the reader may more fully understand the reason for our faith, and why, in spite of being misunderstood and in the face of much ridicule and many obstacles, we have had the courage to persist and force this road to a point where success seems certain, remembering always that the first division is the key to the entire project.

Now see what has been accomplished: A closely allied company, called the Gary & Interurban Railway, operates a remarkably successful street railway system in Gary under a fifty-year franchise. This allied company is extending its lines west under franchises in Tolleston and Hammond, and over this friendly road, by traffic agreement, "Air Line" cars will run to the city limits of Chicago, from which entrance into Chicago will be a mere matter of arrangement.

The "Air Line" Company itself is building from La Porte to Broadway, Gary, and holds fifty-year franchises in East Gary and La Porte. This road is operating successfully nearly fifteen miles out of La Porte. The heavy part of the construction work is behind us and connection with the Gary & Interurban at Broadway, Gary, will soon be made.

Another allied company, the Valparaiso & Northern Railroad, holding franchises in Valparaiso and Chesterton and on the highway between, is building a much-needed cross line between these towns. This trolley road, some twelve miles in length, will connect six trunk line steam railroads, and will cross the "Air Line" at a junction about three miles south of

Chesterton. It will skirt the shores of five of the lakes mentioned.

Construction work on the "Air Line" is of the finest type possible. The maximum grade is very low and the track is as straight as an arrow, except where it curves into La Porte. Numerous cuts have been necessary through the high ground in Porter County, the heaviest of which is thirty-five feet deep at the deepest point. A corresponding fill across the creek bottoms south of Chesterton necessitated a mile or more of trestle, fifty feet high at the highest point. Abutments are of the very best concrete construction. The right of way is 100 feet wide; wide enough for four and even six tracks. The track is laid with eighty-five-pound steel, meaning that each yard of rail weighs eighty-five pounds, as is the case with the best steam roads. In a word, we are building a first-class railroad to meet twentieth century conditions, and while at the start we will have to confine ourselves to interurban business, every mile of track that is laid is made capable of carrying a heavy through traffic at high speed. It is built according to a well-defined plan, which some day will give the country the shortest possible road between its greatest two cities—a road without heavy grades, grade crossings or material curves except in the mountains; a road electrically operated and automatically safeguarded. Over such a road it will be possible to send trains from Chicago to New York in ten hours, without exceeding the bursts of speed now frequently made on the best steam roads. With such a road, rates, both passenger and freight, can be reduced without crippling its earning power, and the entire country will benefit greatly. The completed road, be it much or little, is paid for and has not a dollar of bonded indebtedness.

If this is a dream, it is a very practical one. We are not dealing with unknown quantities, as was the case, for instance, in the infancy of the marvelously successful telephone business. The transportation business is known to be the greatest business in the world. The Chicago to New York territory is known to be the greatest transportation field in the world. Electricity for transportation purposes is known to be the greatest power in the world. The men who are building the "Air Line" have a firm grasp on the greatest commercial idea in the world, and they are achieving marvels in the task of converting that idea into the greatest electric railroad in the world.

The True and False

THERE was once a banker in the days of wildcat currency who had a wonderful skill in detecting counterfeits. He acquired the skill, not by studying counterfeits; he studied good money. Whatever was not good money was not money at all to him. It was mere waste paper, not worth even the name of counterfeit. So to detect error one must study truth; the rest is waste and rubbish. To know a good man when you see him you must study good men. All short of this is bad. To know good work you must study good work. The rest is frivolity and commonplace.—*David Starr Jordan.*

TWISTED AND TURNED

(A Novel)

BY S. J. MITCHELL

SYNOPSIS OF PRECEDING CHAPTERS.—Melville Reardon, a young man with extraordinary ambitions, yet a complete failure, wonders why he cannot realize those ambitions. He feels that that mysterious something that has given him such an intense desire for greater things should also give him the power to gain those things. He begins to search for the cause of his confusion and failure, and finally resolves never to give up until he has found someone who can solve the mystery. Through his employer, Richard Spaulding, Reardon meets Alexander Whiting. Whiting is a prosperous business man, who has won success through persistent desire. He calls to see Mr. Spaulding on a business matter and happens to mention the cause of his success in the presence of Mr. Reardon. This arouses Reardon's curiosity and it is then arranged that he is to call that evening at the home of Mr. and Mrs. Whiting, where he is to meet Cyril Janos, who is said to possess the very information Mr. Reardon wishes to secure. This arouses Mr. Spaulding's curiosity and he makes Reardon promise to tell him all about it the following morning. When Mr. Spaulding comes home that evening his daughter, Adeline, thinks she sees a change in her father, and she is right. He is beginning to change, and for the first time begins to appreciate that strange something about his daughter which has made her one of the most lovable women in the world. She does not ask him, however, what has come over him, but continues to dream of her ideal love, whom she somehow feels she will meet soon. Mr. Reardon finds Mr. and Mrs. Whiting to be friends after his own heart and finds the wisdom of Cyril Janos to be the solution of his problem. Before he leaves Mrs. Whiting invites him to call the following Wednesday evening to meet two of her special friends and partake in a timely discussion. On the street car, on his way home, Mr. Reardon meets Mrs. Arnold, who invites him to call the following Friday evening to meet a young woman whom she has selected to be his wife. He accepts the invitation against his will, and wonders, as he reaches his own home, why he wants to meet this young woman, as he strangely feels that he should have refused the invitation. He resolves to keep his appointment, however, and retires, his heart full of joy because he has now found the way to realize his ambitions and to make his lofty dreams come true. The following morning Mr. Spaulding questions Reardon closely about Mr. Whiting. Mr. Reardon, through an exceptional experience on the way to his work an hour before, is enabled to give the very information that is wanted. Later in the day Mr. Whiting is requested to come to Spaulding's office and explain his rise from an insignificant position to his present important position. Mr. Whiting complies, and at the close of the interview Mr. Spaulding offers him a positon with a salary nearly four times as large as his present one. Mr. Whiting accepts, and Mr. Reardon, noting closely what was said during the interview, is convinced that he has found the real secret of success.

VIII

All was happiness and good cheer at the home of Mr. and Mrs. Whiting. It was Wednesday evening. The evening Mildred Kirkwood had waited for; the evening Emory Warren had waited for; the evening Melville Reardon had waited for; they all expected to hear something that evening that would make life's pathway more rosy. They knew they would not be disappointed in this respect, and, therefore, they had looked forward to this special event with more than usual pleasure. What had been accomplished in this exceptional home was not a secret; what was to be said there that evening would not be theory. And these three young people, though they were far superior to the many in some ways, were quite similar to the many in other ways. Accordingly they came with expectant souls, attentive minds and open hearts, for all the world is ready to listen when they who have had results begin to speak. When we can truthfully say, "One thing I know, that, whereas, I was blind, now I see," the majority are willing, yes, and anxious, to come almost any distance to learn how it was done.

The last one to arrive was Emory Warren; possibly because he expected the least; he seldom expected anything, and usually received less. He knew, however, what Mrs. Whiting had accomplished in gaining health, happiness and almost unmatchable loveliness, and he had read a few days before about Mr. Whiting entering upon the duties of his new position; he was therefore half convinced that those people knew something worth while, and he had permitted a gentle ray of hope to dispel some of the dark clouds of pessimism from his own mind. In fact, he was on the verge of being converted before he came, though his left hand was holding fast to his preconceived views with an iron grip, while his right hand was aimlessly groping in the world of uncertainty for something better.

"You are indeed to be congratulated, Mr. Whiting, for the great good fortune that has come to you," Emory Warren began, as all formalities had been dispensed with, and everybody was comfortably seated in one of the most delightful home atmospheres in the world. "You were surely in luck to get that place," he continued, "if there is such a thing."

"No," replied Mr. Whiting; "there is no such a thing as luck. That word can only be employed as a synonym for good fortune that has come through enterprise and merit."

"But how do you then account for the good fortune that comes to those who have neither enterprise nor merit?" inquired Mr. Warren.

"In the first place, such a fortune can hardly be designated as good; and it can come only through one of two channels, heredity or illegitimate gain. With the latter we want nothing to do, and with the former we are not concerned, because we are here to make our own way regardless of what was done by those who went before."

"Yes, that is sound doctrine as far as it goes; it does not explain, however, how you happened to be singled out for that lucrative position."

"Kindly permit me to say a word in that connection," interrupted Mr. Reardon. "I happen to know the circumstances. Mr. Spaulding was so deeply impressed with Mr. Whiting that when he learned of that vacancy he refused to consider anyone else until he had investigated the fitness of Mr. Whiting thoroughly. But why was he impressed? What is there in Mr. Whiting that produced such an indelible impression upon the mind of Mr. Spaulding? We may not be able to clearly define that something; but Mr. Whiting has it, and it took him four years of the most rigid discipline to get it. But it was discipline along lines that finally must produce results."

"You have only answered my question in part," replied Mr. Warren, rather skeptically. "You have failed to say how Mr. Whiting happened to come in personal contact with that opportunity. There are plenty of able men in the world, but there are very few of them that ever have a fair chance."

"That is a very large subject," Mr. Whiting began, as his countenance gave expression to that comfortable satisfaction that knows the answer even before the question is placed. "But if we take the time, I can convince you," he continued in that deep, masterful tone that invariably inspired breathless attention in everybody, "that those men of ability who never have a fair chance have no one but themselves to blame. They may have ability, but they fail to produce a channel for that ability."

"Sound doctrine again, as far as you go; but how can a man produce a channel for his ability when he never gets an opportunity to do so?"

"Call for opportunity, loud and long, and it will finally come. No person ever failed to get the opportunity he desired, but the majority failed to 'make good' when the opportunity arrives. Point out to me a single worthy man who never had an opportunity, and I will point out to you a thousand men who have scores of opportunities every day, but they are unable to comply with requirements. They have only desired the opportunity; they have not desired that power in themselves that can produce results in the workshop of opportunity. Opportunity is constantly knocking at every man's door; but she is not simply calling for men; she is calling for men who are competent to do what she needs must have done."

"That reminds me of a certain young girl," Mrs. Whiting began, smiling with the radiant sweetness of a sunbeam. "This girl fell in love with an admirable young man, and he fell in love with her. He was by far the finest young man she had ever met, and he confessed later that he would have married her without fail had she not spoiled it all. She was very bright, very sweet and in every way a splendid woman. She was very much interested in her lover, but she was not interested in his work, his life, his ambitions, his dreams. At any rate, she made no attempt to enter into that greater world of achievement that he was trying to conquer; in that world he was alone;

but he would not have been alone if she had given an occasional word of sympathy, appreciation or encouragement, or had asked questions at times about those greater things to which he had devoted his life and power. She had an opportunity; the one opportunity she had been praying for all her life; but when it came she was found wanting."

"Now, Mrs. Whiting, you are touching upon a delicate subject," ventured Miss Kirkwood, her quiet, modest way tinctured with an undercurrent of enthusiasm. "And I must confess," she added, as her face reddened quite a little more than was comfortable, "that it is a subject in which I am deeply interested."

"You would not be a real girl if you were not," smiled Mrs. Whiting. "But there must be a deficiency somewhere in your interest, or you would have been married long ago. Superior girls like yourself need not be single, have no right to be single."

"Thank you, Mrs. Whiting, for your lofty estimation of me, but I am sure I don't know what the matter can be. If you know, my gratitude to you shall be both limitless and endless if you will tell me."

"Yes, I do know, and I invited you here specially to-night so I might have the opportunity to tell you."

"And before these men?"

"Yes, because Mr. Reardon and Mr. Warren are just as much in need of this information as you are."

"Very well then, Mrs. Whiting, go on and tell me what is wrong."

"In the first place, you don't want to get married."

"Why, Mrs. Whiting, it has been the dearest wish of my heart ever since I was a little girl."

"It might have been a very dear wish, but I dare say, Mildred, it was never a very strong wish."

"No, you are quite right there."

"It never stirred your soul, did it?"

"No, I think not."

"It was very sweet, but so weak. Just a pretty dream with just enough life to keep alive. Just a passing fancy without sufficient force even to rustle a tiny leaf. Am I right, Mildred?"

"You certainly are, Mrs. Whiting."

"Then you cannot truthfully say that you want to get married. When you want to do a thing you will not merely dream sweetly; you will be up and bestir yourself; every atom in your being will be alive, ready for action, and your soul will be on fire with the resolute power of your desire."

"And do you mean," Mr. Warren inquired, "that a girl must turn loose a sort of sledgehammer force and become a strenuous hustler if she wishes to get married?"

"Not in the least," Mrs. Whiting continued, laughingly. "No crude force and no crude methods must be employed. But when you begin to want to do what you want to do, you are placing in action one of the strongest and one of the most highly refined forces in existence."

"Yes, I see your idea there, Mrs. Whiting, and I agree with you; but how is a person to proceed in the wanting of a thing so that it will be a real want and not merely a passive wish?"

"When you want a thing you want it with all that is in you, and you want it every minute. Every thought you think calls for that one thing, and every feeling in your life is a heart-felt desire for that one thing."

"Do you believe," Mr. Reardon inquired, "that a person will finally get what he wants providing his wants are deep, strong and continuous in the sense that you imply?"

"I positively do," Mrs. Whiting replied, as her eyes flashed with the light of convincing emphasis.

"Then will you kindly explain to me why a number of people continue to want things all their lives but never get them?"

"Yes, they seem to want certain things all their lives, but for how many seconds at a time? And how much life, soul, spirit, real action is there in their wants while they last? Those people may think of their wants in a half-hearted way for several minutes, and then for several hours their minds will drift aimlessly among all the wishes and desires in creation."

"Mrs. Whiting, I am beginning to think that you know exactly what you are talking about," said Mr. Warren, his tone verging dangerously on the borderland of

optimistic enthusiasm. "There is one thing, however, that is not clear. How is it possible that the act of your wanting a thing will enable you to get it? It seems to me as if it were a mysterious process, and I refuse to associate with mysteries."

"There is nothing mysterious about it. Just do it, and keep at it. Then you will see how nicely it works. And my explanation is that when you really want to do a certain thing, you cause all the elements in your being to work toward that certain thing. You build yourself up after the likeness of the thing you want; you begin to comply more and more with the requirements of the thing you want, and naturally you will soon have what you want. The best wants the best. Make yourself equal to the best and you will get the best. And also, the best attracts the best; therefore, make yourself like the best, and you will be drawn into the world of the best."

"Suppose two people should want the same thing, what would happen then?"

"One of these days, Mr. Warren, you will be just as efficient in answering abstruse questions as you now are in asking them," said Mrs. Whiting, as she faced him squarely, and almost melted every pessimistic icicle out of his soul with the glowing warmth of her beaming countenance. "But when you begin to want a thing every minute, and with all there is in you," she continued, with a convincing ring in her voice, "you will either get what you want, or something better. The energetic, alive, thorough-going optimist will not have to take somthing 'just as good.' If the place he worked for is already occupied, he will be asked to choose from vacanices higher up. You know, there are always vacancies higher up."

"True, indeed," said Mr. Reardon, "and men are not nearly so anxious to find those places higher up as those places are to find men."

"Yes," replied Mrs. Whiting, meditatively; "the higher up you go the louder does the place call for the man, and the fewer are the men within hearing distance."

"That all sounds very pretty," said Mr. Warren, half sarcastically, his skepticism and pessimism beginning to come back on him; "but the fact is that under present systems the doors to those places higher up are locked to the average man."

"That's true," said Mrs. Whiting quickly; "those doors are locked to everybody; but there is not a person alive that does not possess the key."

"Very pretty again; though the fact remains that, under present systems, the majority are not permitted to come close enough to those doors to use the key."

"Then, how do you account for the fact that a number do come close enough to those doors regardless of present systems?"

"There are several reasons."

"No, I beg to differ with you. On the surface there may seem to be several reasons, but in reality there is only one. Those who succeed do so by becoming greater than any system, greater than any circumstance, greater than any condition or environment. They do not depend upon systems; they depend upon their own power to turn all systems and all circumstances to good account."

"That is all very well for the masterful few, Mrs. Whiting, but it does not solve the problem for the many. The lives of the masses cannot change for the better until their environments are made better."

"And who produces environment?" Can you point out to me a single form of environment, aside from natural environment, that has not been produced by man? You cannot; no one can. You may philosophize on this subject to the end of time; you may offer to explain everything, and then proceed to explain your explanations; but the fact remains that environment is nothing more than effect, and man is the sole cause. Man is the creator; in his hands all other things constitute plastic clay."

"Very good, Mrs. Whiting; very good, indeed; thus far I agree with you perfectly; there is another side to the subject, however. We all know that man is, in turn, affected by his environment, and it is admitted by close students of all schools that the masses are almost entirely controlled by their environment, not only morally, but mentally and physically, as well."

"You are right, Mr. Warren; I agree with you fully, and I am convinced that when we have exchanged views on all these great subjects, we shall differ on but few things, if any. And I am very glad that you mentioned the other side. There is where the secret lies. Man creates his own environment, and then, in turn, is affected by that environment; but he need not be controlled by the way he is thus affected, because he has the power to determine, in each case, what that effect is to be. No external thing can affect man unless it first produces its impression upon his mind. But man can sufficiently control his mind to exclude impressions that are not wanted. There are some things in every man's environment that will produce effects, but there are also some things in his environment, no matter how lowly or adverse it may be, that are beneficial. By denying undesirable environments the privilege to impress his mind, and by admitting impressions from everything that is beneficial in his environment, he will be affected only by the beneficial. Accordingly, he will steadily build himself up, and will work himself out of that which he does not want into that which he does want. His circumstances will become his servants, because, so long as he guards the portals of his mind, they have the power to do only that which he desires to have done."

"You have given me something new to think about," Mr. Warren replied, slowly and thoughtfully. "I shall have to reconstruct my views completely now. But I think I see in your idea the germ of a system of thought and action that will solve everything for everybody. Given that system, it is 'up to them' to use it as they like, and get out of it what they want. And I can readily see that any man could, through such a system, have all his wants and desires supplied."

They were all silent for a few moments, when Mr. Warren, realizing the full value of this new idea he had received, rose to his feet and stepped quickly toward Mrs. Whiting. "Thank you," he said, his face beaming with unspeakable joy and gratitude, as he extended to her his hand. "You have made me a new man, and through me you shall make new the lives of a million. I have something to live for now, and I shall live for it with all the power of body, mind and soul. Thank God for this evening; no one knows what it means to me; no one knows what it shall mean to great multitudes; but time will tell it all. I cannot now. I wish I could, so that I might express my gratitude in words as I feel it in my soul. But when a life is completely transformed, who can find words to describe the glory, the beauty and the meaning of it all?"

"We all understand," Mrs. Whiting replied, gently and sweetly. "We all understand. And we rejoice for the million infinitely more than tongue can tell. We know what you are going to do, and we know that you will carry out your great purpose far beyond your most lofty expectations."

"Thank you again, Mrs. Whiting, and then again and again without end; that is all that I can say. And now I must go. I must be alone. I must think. I want to be still with my soul and my God. I feel that I must. So kindly excuse me. I know you will all understand."

The sudden and somewhat solemn departure of Emory Warren produced an atmosphere that was hardly conducive to the immediate resumption of a subject that Miss Kirkwood imagined might seem trivial under the circumstances. But she was determined to be told all that had been promised, and therefore after about fifteen minutes of general conversation she decided to arouse sufficient courage to present her case once more.

"You said you knew what was wrong with me, Mrs. Whiting," she began shyly; "did you say all that you intended to say?"

"No, I simply said, 'in the first place.' That expression would naturally infer that there was something more to be said. And there is."

"Oh, but I should be so happy to hear the rest."

"And I did not intend to let you go until I had told you the rest."

"That is one of her admirable virtues," interrupted Mr. Whiting. "She never fails to do what she makes up her mind to do."

"That may be the reason why she never fails," said Mr. Reardon.

"You are right," Mr. Whiting replied promptly. "And you have touched there upon a most remarkable subject."

"Won't you tell us something about it, please," asked Miss Kirkwood. "I never seem to be able to make up my mind properly, and I know it is very important."

"It is very important, because when you make up your mind to do a certain thing you set all your faculties to work to find a way to do it. And they always succeed, providing the mind continues in its original purpose.'

"Another great secret unveiled," exclaimed Mr. Reardon, as he sprang from his chair and shook Mr. Whiting's hand vigorously. "Well, I wonder what is coming next."

"Oh, everything," said Miss Kirkwood softly, with a prophetic ring in her voice.

"Yes, I know that," replied Mr. Reardon; "but it would be so interesting to know what is going to come in the meantime."

"What is wrong with me, for one thing," she said demurely.

"Yes, and now I am going to tell you," Mrs. Whiting continued. "In the second place, you do not give yourself a fair chance. You hide your best qualities. You live in a passive, negative state, and do not give expression to the richness that is in you. To the general observer you appear to be just average, but to those who can see through mere superficial appearance, you prove yourself to be a jewel of the first rank. As you appear now, very few men would be attracted to you; but by making a few slight changes in your attitude you would attract the admiration of the finest men in the world."

"But that is too good to be true," declared Miss Kirkwood, trying to appear as delighted as she felt, in spite of the fact that her face was on the verge of burning up.

"Nothing is too good to be true," replied Mrs. Whiting, emphatically. "All that is true is good, and all that is good is true."

"That is indeed a beautiful thought. But what are those slight changes?"

"Begin with your smile. Make your smile sweetly expressive. A passive smile may arouse a slight degree of admiration, but a positive smile is invariably fascinating. Any woman can, by training herself to express through her smile all the sweetness that is in her nature, become so fascinating that she will be simply irresistible. You understand what I mean, of course?"

"Yes, Mrs. Whiting, I do. That is something that I think every woman understands. But not every woman knows the difference between the smile that fascinates and the one that does not. But now that I know, I shall proceed at once to cultivate the former. And I thank you so much. I am going to act upon your advice in every respect; and now watch me get the best man in the world."

"And when you have succeeded," interrupted Mr. Reardon. "offer the recipe for sale, and you will be a millionaire in less than a year."

"No, indeed," she declared emphatically, as she rose to say good-night; "the recipe shall be free to every girl in the world."

IX

It was nearly twelve o'clock when Melville Reardon said good-night to the girl with the golden hair. The Friday evening at the home of Mrs. Arnold had come and gone, but the real effect of this event was just beginning. The evening had been pleasant in many ways, but in one way, at least, it had been disappointing. The disappointment, however, did not dawn upon the mind of Mr. Reardon until he was out on the street on the way to his own home. He had several blocks to walk before he could get the car he wanted, and as he walked on slowly he began to reflect.

According to his judgment, when he was alone, Elviria Cameron was very sweet and pretty, and almost charming, though not quite. Her personality was attractive, her hair could not have been more beautiful, and her deep, blue eyes had that mellow, liquid expression that most men admire so much. Her mouth could not be easily improved upon, and her face as a whole was all that a particular man could wish as far as form and complexion were concerned. But there was one thing lacking, and that one thing was the most important of all.

She was not crude; no, not in any form or manner; but she did not possess the slightest degree of that indescribable something in a fine woman that he usually spoke of as a high polish. And he had always said that he could not be satisfied with a girl that did not possess that special quality. The elements of her being did not seem to contain that richer fineness that he thought the true feminine personality should possess, and there was a certain hollowness in her voice that revealed unmistakably the lack of culture. But she was good company, and made every effort to be pleasing and entertaining; she had said nothing, however, that was of particular interest, a fact which had strangely escaped his mind until now when he was alone.

From the very moment he first saw her he had felt himself falling in love with her, and as he was saying good-night that evening in the hallway of her own home, he had asked her if he might have the pleasure to call. He had told Mrs. Arnold he intended to do this, but after leaving the genial atmosphere of that impressive personality he had partly changed his mind. It seemed that he thought more of Miss Cameron when they were with Mrs. Arnold than when they were alone. Nevertheless, at the last moment he had asked to call, and had even stated definitely what evening he might be expected. He had given no thought to the possible outcome of such a course, and he had been strangely unconscious of the fact that this golden-haired maiden did not correspond in the least with the "one woman of his dreams."

To make these two young people appear as interesting to each other as possible, had been the special effort of Mrs. Arnold from the moment they met to the time they left her home together. She aimed to so direct the conversation that she might draw out the best from Mr. Reardon's brilliant intellect and at the same time inspire Miss Cameron to say everything that a sweet young girl should say. She tried in every way, without seeming to do so, to impress upon the mind of Mr. Reardon that Miss Cameron was one of the rarest of jewels, and she tried in the same way to impress upon the mind of Miss Cameron that Mr. Reardon was a man that had few equals, if any. To make these two look at each other in the most favorable manner was her object, and she succeeded. She would vacate the room, on some pretense or other, for a few minutes, at frequent intervals during the evening, and when the couple was getting ready to leave she found ways and means to say something encouraging to each of them without the knowledge of the other.

"Now you must make arrangements to call and see Miss Cameron," she said to Mr. Reardon while the young woman was in another part of the house. "But she is a rare jewel," she continued, "one of the most splendid girls that ever was. You have an opportunity there. See that you embrace it at once, metaphorically first, and literally later," she concluded in a tone that spoke much between the lines.

"Don't let him slip out of your hands," she said to Miss Cameron, as she managed to arrange an "aside." "He is too good to lose. Treat him nicely and well now. Be just as sweet to him as you can, and make yourself just as attractive and interesting as possible. He is certainly a man worth having, my dear girl. You will never meet anyone who can compare with him in brilliancy, character and real, manly worth. This has been a lucky night for you. Now see that you take full advantage of the opportunity."

The young people had acted upon these impressions and seemingly well-meant suggestions without knowing the reason why; and for the time being they were in love; at least, they imagined they were, and had made arrangements accordingly to continue as they had begun.

Coming to the corner where he was to get his car, Mr. Reardon took a hasty glance at his surroundings. He was now in a different part of the city, a section with which he was not familiar, and as he expected to wait for a car many, many times at that corner henceforth, he decided to look around and become acquainted. And in doing so he saw a party of young people coming directly to where he was standing. They were all gaily dressed, and evidently in a similar frame of mind, judging from the tone of their conversation. They passed him.

but stopped a few yards further on, and he guessed that they were looking for the same car. He noticed there were four young ladies and three men, and he thought he recognized one of the men. The recognition proved mutual, for the man in question approached him at once.

"Why, hello, Reardon!" he said. "You remember me, do you not?"

"Yes, I do, most surely; you were in Mr. Spaulding's office a few days ago," replied Mr. Reardon.

"That's right, and while I was there Mr. spaulding told me you were the most ambitious young man he had ever known. I happened to mention that fact to our party to-night and one of the girls expressed an intense desire to meet you. And here you are; what good luck for her—and for you. She is none other than Miss Lillian Strong, a fine girl, somewhere between thirty and thirty-five, not very handsome, but worth two million, all in her own right. She just adores young men with enormous ambition, and since you are said to be the chief of that tribe, you have the first chance. Come along, be introduced."

Melville Reardon obeyed, though somewhat reluctantly. He was not exactly timid, but—he, a minor clerk, working for a small salary and very plainly attired, to meet a fashionable young woman having possibly a small fortune invested in her present raiment—the idea disturbed him for a moment. All shyness disappeared, however, at once he was introduced, for she placed him at perfect ease by engaging his attention in a most interesting conversation.

When the street car they had all been waiting for finally arrived, Miss Strong arranged very politely and very tactfully to have Mr. Reardon occupy the same seat with her. And she thus gave herself the opportunity to continue her conversation in the same interesting manner. Mr. Reardon saw at once that she was a very bright girl, well bred, highly cultivated, and fully familiar with the best that was going on in the world. But he was not attracted to her personality. She had refinement, intellect, character, polish, and most charming manners, but her personality was decidedly unattractive. How unfortunate, he thought. He did so admire a pleasing personality in a woman. But then, he suddenly concluded, if she had been a woman of fine personality, she would have been married ten years ago. So there was neither gain nor consolation for him either way. She was a splendid woman, however; that was evident, and he inwardly felt a strong desire to know her better.

As she discovered that she was nearing her destination, she finally said, "I have learned that you are tremendously ambitious, and I do so admire ambition in a man."

"That is too true," Mr. Reardon replied, as he blushed like a girl. "I have more ambition than I can properly care for."

"But I should so love to have you tell me about it," she said, as she looked at him in such a sweet, appealing manner.

"And I should be most happy to tell you everything that could be told about it," he replied, not knowing why he seemed so willing to comply with her wishes, and being utterly unconscious of the fact that he had never told those secrets to anyone, and had vowed not to do so while he was single.

"But how can my wish be granted?" she asked, in the same irresistible manner.

"There is only one way," he ventured, feeling himself becoming nervous, "and that is for me to ask for the pleasure to call."

"And the pleasure will not be yours alone," she replied, in a tone that revealed genuine delight. "When can you come?" she added, as her dark eyes sparkled with the thrill of joyous expectation.

"Sunday evening, if that may comply with your best convenience," he replied, though hardly being aware at the time of the "why," "where" or "when" of anything.

"You cannot come too soon," she said, her manner seemingly becoming sweeter and more irresistible than ever. "And I shall wait for Sunday evening with a joy that will be unusual, indeed."

A few moments later Mr. Reardon said good-night to the heiress, and as he said so there was a feeling in his heart that was dangerously on the verge of something more than mere admiration.

When he reached his own simple, un-

attractive room, his thoughts were not as pleasing as he could wish. How few things he had that he wanted, and within forty-eight hours he would be the guest at the mansion of a woman that had everything. What a contrast! And why that contrast? Life is certainly strange, he thought, when suddenly he discovered himself on the brink of a sigh. But he refused at once to enter its depths, because he had vowed a few days before never to feel depressed or worried again in his life.

He retired and tried to sleep, but it was nearly dawn before he succeeded. And when he woke up he found that he would be at least two hours late at the office. This, however, did not disturb him, as he had never been late before; besides, he had frequently remained two or three hours after the time to close.

On his way to the business section of the city, he found it difficult, for some unknown reason, to feel cheerful. There seemed to be a cloud hanging over him, or something in the air that was bent on impressing gloom upon every feeling in his soul. But he succeeded, by the force of his will and the constant attention to his recent resolution, in keeping this darkness on the outside. Nevertheless, it was there, pressing for admission, and the fact did not please him in the least.

When he arrived at his work he went at once to the private office of Mr. Spaulding, so as to give an excuse for his tardiness, but to his amazement he found that man walking the floor in unspeakable mental agony.

"Don't ask me anything, don't offer any sympathy or hope or consolation," Mr. Spaulding cried, in a tone of anguish and bitterness. "The bubble has burst at last. I tried my best to prevent it, but in vain. It would have happened anyway, sooner or later; it was an end that was inevitable. But to get through with it—that is what I—"

Mr. Reardon was actually stunned with pained astonishment, and almost stared at Mr. Spaulding, being in total darkness as to the real meaning of the situation.

"You knew that part of this business was speculation, did you not?" he began again, as he stopped for a moment and looked Mr. Reardon fiercely in the eye.

"Yes, but—"

"Don't say anything," interrupted Mr. Spaulding. "There is nothing to say. I have lost everything—everything. Part of my business was legitimate; the rest was questionable. The questionable won the day, as it always will, just as surely as one decayed apple will finally spoil all the others."

"I can stand it," he continued, in a half-defiant tone. "That's not it—but—it's Adeline—that's what makes me feel—no, I can never say how I feel—but what will Adeline think—what will she say—what will she do—if I could only spare her what—"

"Oh, but the misery I have brought upon her," he groaned. "What will life be to her now—her future as black as the blackest night—but I knew it would end this way—what will she think now—nothing has ever disturbed her before—but now—it is different now. She has lived in luxury all her life—she has had everything—what will she say now that she has nothing—how can I tell her—where can I find the strength to do it—I could do anything but that—no, I can't wait—I must go and tell her now—but the suspense—. Yes, I must go to Adeline at once—I shall be back shortly—but what will she think—what will she do—the dark night I have given to you—Adeline—how can I ever tell you—how—"

For several minutes after Mr. Spaulding's heart-rending departure, Mr. Reardon was motionless and speechless; even his mind refused to act. During the past few days he had frequently asked, "What is coming next?" and this was the first thought that aroused his mind now. Then his mind drifted to that sweet, innocent girl, and what she was presently to learn. What would she think? And what would her future be now? As he thought of it he felt himself going farther and farther out on the brink of the dark abyss of gloom, but before his mind could take this bitter descent, he audibly declared, "No!" Whatever happened he would not give up to despair. He would conquer despair, even though he failed in all else. But he was determined not to fail in anything. If he could only give Adeline some of the strength and deter-

mination he was now beginning to feel. But possibly she would have no need of assistance. Could that be true? Would she be stronger than this, even this? And what would she tell her father? She would tell him something. What would it be? What would he not give could he know. Yes, and a strange desire to know began to creep over him—a desire that he found almost impossible to control. But he would have to control it somehow, and he went to his desk to see what he could do to occupy his mind.

And there was another surprise—this time a most pleasant surprise—a letter from Cyrn Janos. He opened it quickly and to his supreme delight found these words: "You have asked me much. Come any evening after to-night and I will tell you everything." He clasped the letter in his hand as if it were some long lost treasure of priceless value, and before he could think, he spoke aloud, "What is coming next?"

(To be continued in the October issue.)

Not Too Late

"IT is too late! Ah, nothing is too late. . . .
Cato learned Greek at eighty; Sophocles
Wrote his grand 'Oedipus,' and Simonides
Bore off the prize of verse from his compeers,
When each had numbered more than fourscore years;
And Theophrastus at fourscore and ten
Had but begun his 'Characters of Men.'
Chaucer at Woodstock, with the nightingales,
At sixty wrote the 'Canterbury Tales.'
Goethe at Weimar, toiling to the last,
Completed 'Faust' when eighty years were past.
What then? Shall we sit idly down and say,
The night hath come; it is no longer day? . . .
For age is opportunity no less
Than youth itself, though in another dress.
And as the evening twilight fades away,
The sky is filled with stars invisible by day."

—Longfellow

WHEN your neighbor has done wrong, say nothing about it; but when he has done something that is noble and true, proclaim it from every housetop.

TO think a great deal of the marvels that are to be is well and good; in the meantime, however, it is also necessary to do something practical, so that these marvels may become actual realizations. Much dreaming properly combined with much useful work—that is the royal path to every lofty object that you may have in view.

THE OLDEST COUNTY ON THE PACIFIC COAST

By JAMES M. REEVES

THREE things are foremost in determining the desirability of a community from an agricultural standpoint—the climate, the soil, and the proximity to a market where the products can be disposed of quickly and at a good price. The climate has all to do with the amount of hardship a man must endure in performing the regular duties of farm life when outdoor labor is required during the twelve months of the year. The soil, with a favorable climate, determines what a farmer can raise in any community. Whether irrigation is or is not necessary; whether or not fertilization must be applied; whether it is a shallow crust of clay with a hard subsoil or a rich loamy surface with a subsoil which is the accumulation of centuries of fallen foliage, decayed and covered with a fresh mulch each year; these are the points to consider in attempting to calculate a profit from agricultural pursuits in any country. The third feature—proximity to market—is as important as the other two, for a bumper crop is of little value to its producer unless it can be marketed at the proper time and at a price that will mean a profit.

HERD OF VANCOUVER CATTLE
Deaf mute school in distance

The Climate

With these points to consider. we will apply them to Clarke County, Washington, first touching on its even and healthful climate. There is not a more even-tempered climate in the United States than is enjoyed in Clarke County. The winters are mild, seldom having a temperature below 25 degrees above zero, averaging the entire winter above 40 degrees. Protected by the mountains on the north and east, Clarke County enjoys a much higher temperature at all times during the winter than other localities less fortunate in their location. Instead of cold wintry blasts, with sleet and snow to make the work of the farmer a hardship, the winters here have, as their most disagreeable features, a few cloudy days at a time and warm, drizzling rains. There is never a day in the winter that man cannot work comfortably out of doors. Grass is green and in great abundance all through the winter, while fresh vegetables are enjoyed throughout the entire year.

The summers are warm, but not hot. Plenty of sunshine to mature crops of every description, with nights always cool enough for comfort. Occasional showers during the summer months keep vegetation green and luxuriant. Sunstrokes, electric storms, hot winds, late or early frosts, or any other disagreeable climatic conditions that cause injury to the products of this country or discomfort to the man who makes Clarke County his home, are unknown to this locality.

The Soil

Too much cannot be said of the soil of Clarke County. Each year a host of newcomers try it out, and to all who have given it even half a chance to show what it can produce with proper care, it has never been found wanting. There is more cleared land in Clarke County than in any other timbered county in the state. The entire county was a heavily timbered country at one time, but its proximity to rivers has caused more of it to be logged off than in most counties where the transportation of the logs to the water is more difficult. To one who is unfamiliar with the soil of heavily timbered countries, it would hardly seem that the land would be of the best, since there has never been anything grown upon it except trees and brush.

This is an erroneous idea. You will find, almost without exception, where large, heavy timber has grown, there is a strong, deep soil, that, when cultivated, will grow almost anything that can be grown anywhere. It is an absolute fact that this soil, when once cleared of the stumps and small growth of timber, will easily and comfortably support a family to every ten acres.

There are several prairies in the county of thousands of acres each, which have

PRIZE STOCK

shown a special adaption for the raising of fruits of all kinds. Garden truck grows on this soil and in this protected climate to the greatest perfection. Early vegetables of Clarke County are on the market weeks before they show up from other sections. The county contains considerable swale land, which abounds in wild hay of a fine quality; this can be pastured the year round, offering cheap feed at all times to dairymen and raisers of stock of all kinds.

The Products

Dairy products of every description and fine quality of beef cattle are among the principal products of Clarke County. Full twelve months of good grazing is the usual thing, but eleven months without feeding is what farmers figure on. Clarke County, considering her size, stands near the top for quantity as well as quality in dairy products.

When you speak of the products of Clarke County, you must include practically everything that can be raised anywhere. Fruit culture is particularly profitable, for there is hardly a fruit that is not raised in some part of the county to a high degree of perfection. This is due to the fact that in the county there is a great variety of elevations. Many fruits, particularly apples, require higher elevations to produce the finer specimens of good-keeping varieties.

The culture of grapes, English walnuts and filberts has begun in earnest in Clarke County. All the small fruits are grown in great abundance. For many years this county has been among the leaders in the production of Italian prunes. Some of the largest orchards in the country are in this county. It is estimated that with a full crop of prunes there will be over a half million dollars' sent from Clarke County this year.

The Location

Clarke County, Washington, lies almost directly north of Portland, Oregon, and covers an area of about 35 by 40 miles. Forty miles on the south and west border on the Columbia River, while more than thirty miles of its boundary touch the Lewis River, which is navigable for twelve miles. Both rail and water transportation put Clarke County in touch with the markets of Portland and Puget Sound. The lowest shipping rates apply, and the highest prices are always paid for all products that can be delivered fresh. Interurban electric lines are now being laid through the county. Little villages of a few hundred people ship to the markets immense quantities of every kind of produce.

Land Prices

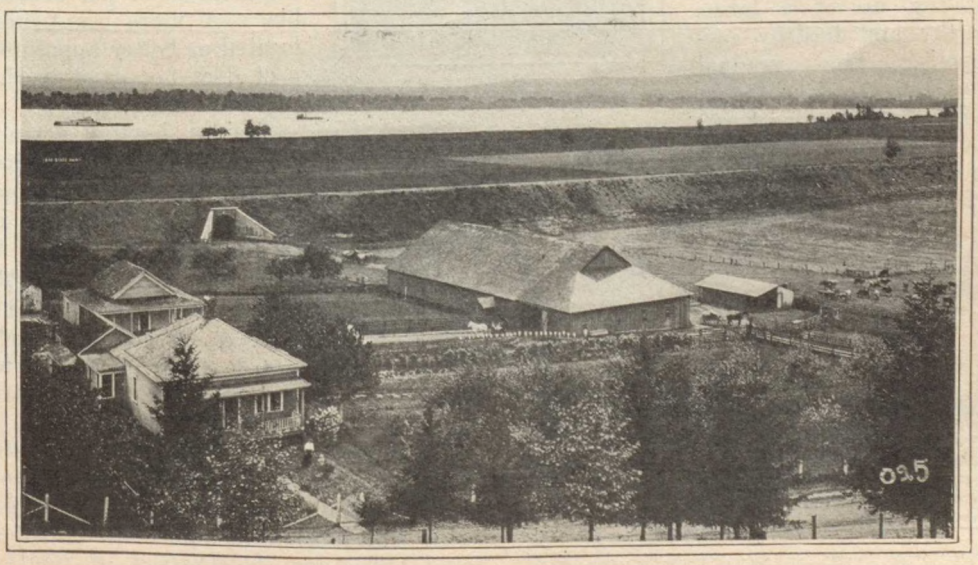
Nowhere in the northwest country can land be bought at the prices offered in Clarke County, quality considered.

VANCOUVER, WASH.

Fruit raisers from other districts that have made wonderful strides in fruit culture are buying land in Clarke County and setting out orchards. They have seen what can be produced here, and how much cheaper land is in Clarke County. Good farm lands sell at $25 up, averging $50 per acre. Logged-off lands are selling as low as $10 per acre to those who will clear and put it into cultivation.

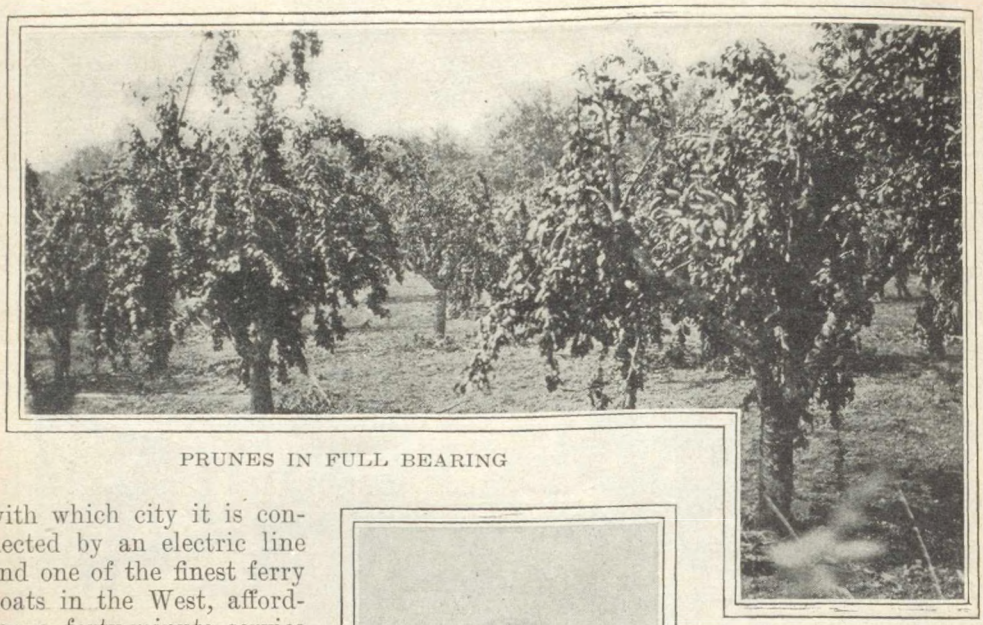
Vancouver, U. S. A.

The county seat of Clarke County, with a population of 10,000, is situated in the southwestern part of the state, on the north bank of the Columbia River, twelve miles from its junction with the Willamette River, and six miles north of Portland,



AN UP-TO-DATE FARM ON THE COLUMBIA RIVER

LOG JAM ON THE WASHOUGAL RIVER



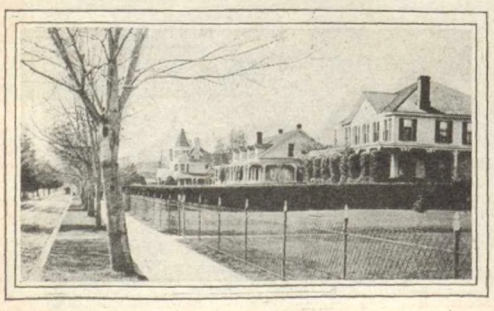
PRUNES IN FULL BEARING

with which city it is connected by an electric line and one of the finest ferry boats in the West, affording a forty-minute service between the cities. Vancouver was incorporated as a city in 1862, and was settled in 1826 by employes of the Hudson Bay Co., and even had these early settlers been in the present epoch of city builders, they could not have selected on the entire Pacific Slope a site more advantageous for the building up of a large, wealthy and healthy metropolis. The gradual slope from the river's bank, giving the city a most perfect sewerage, the underlying bed of gravel, the soil of extreme fertility, the proximity of immense timber belts, the great number of minor rivers in the vicinity—all these are but instances of the many natural advantages of Vancouver.

MOUNT ST. HELLENS
From the hills back of of Vancouver

In 1849, the present post of the regular army, Vancouver Barracks, was established here, which is the headquarters of the Department of the Columbia. A more beautifully located or better appointed post does not exist in the United States Army.

Besides having many trains and an electric line to Portland, Vancouver is a regular stopping place for five lines of steamers, is the initial point of the Vancouver & Yacolt Railroad, which extends through a most fertile section, and is on the line of the Washington & Oregon Railroad, recently constructed from Kalama to Vancouver. These lines are now a part of the Northern Pacific System.



OFFICERS' ROW—VANCOUVER BARRACKS

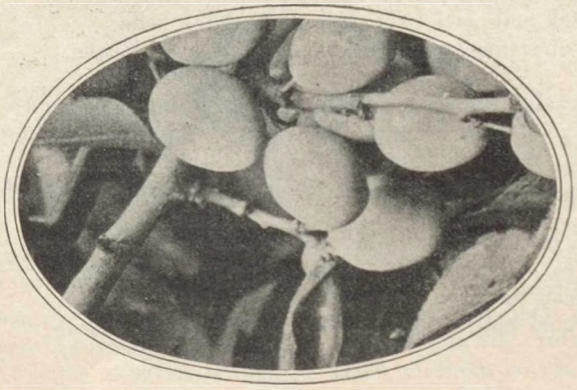
Vancouver is the location of the State School for Defective Youth, State School for the Blind, which occupy two large costly buildings, and the United States Land Office for the District of South-

western Washington is located here. It sustains Baptist, Methodist, Presbyterian, United Brethren, Catholic, Adventist and Episcopal churches, a high school, five grammar schools, a primary school, a Catholic school, "Christian Brothers' Academy," an academy, "The House of Providence," a hospital, an active chamber of commerce, three banks, an efficient fire department, theater, several halls, an electric light plant costing $56,000, system of waterworks, lodges of almost every fraternity, a courthouse costing $40,000, hard-surface streets, the widest in the Northwest, with cement sidewalks, several hotels, and three newspapers, the *Independent,* the *Columbian* and the *Chronicle.* The manufactories consist of saw mills, brick yards, a brewery, an ice factory, creameries, candy factory, machine shops, shingle mill, foundries, flour and grist mill.

With the completion of the North Bank Railroad and the great bridge across the Columbia to Portland, Vancouver has become the freight terminus of the allied Hill lines, having under construction more than fifty miles of switching and industrial tracks for the making up of all eastbound freight trains, and the transferring of all incoming freight trains to Portland and the Sound.

Vancouver is considered, by those who are in touch with the great transportation game, to be the natural terminus of all the transcontinental railroad systems, meeting the tide level at this point at the terminus of the only down-grade route to the Pacific through the Cascade Mountains. All of the great transcontinental systems now under construction have surveys made that lead to this point as a transfer place and freight terminus.

With the completion of the harbor improvement now under consideration, the entire port of Vancouver, extending over a distance of six miles, will be available for the mooring of the largest ocean vessels at her wharves. This, with the construction of the immense grain elevators for the storing of the great grain crops of the Inland Empire, will eventually make Vancouver the most important grain shipping port on the Pacific.



MODERN IDEALS

By Anna E. Briggs

E call this land a "Christian land;" are we so much like Him—
The kind, forgiving Nazarene, whose light was never dim?
And I, if I be lifted up, my light will shine, said he,
And by its 'luminating rays, will draw men unto Me.

But, lo! What's this we're lifting up, for all the world to view?
Is it the pure, the great, the good, and all that good men do?
Just glance o'er any newspaper, in popular demand,
You'll find that vice is lifted up, while virtue's left to stand.

Goodness is stale! It is not news! I hear some loud voice say;
Badness, not goodness, that is news, and 'tis for news we pay.
And thus it is, throughout the world, vice does a glamour wear,
Though men love virtue in their homes, they find it tame elsewhere.

Let any man wear out his life, to give his family bread,
There'll be a quiet funeral, and very little said;
But let him steal a loaf or two, to keep the hunger down,
Reporters with each other vie, to spread it o'er the town.

A woman, too, may work and toil, to keep the wolf away,
And never get her name in print until her dying day;
But let her in a momentary weakness turn aside
From virtue's path, both friends and foes will spread it far and wide.

Let any statesman do his best, to serve his country well,
We keep a sharp lookout for flaws, but very little tell
Of all the toil and sacrifice it costs to hold the helm,
And safely steer the great events of any State or Realm.

Let any preacher preach the truth, 'tis not of much account;
But let him any creed denounce, his sins how high they mount!
And thus, to so-called heresy publicity is given,
By the very ones who think such teaching leads away from Heaven.

A Christian land this cannot be, while evil holds high court,
Then help us, God, to lift aloft the things of good report.
Whatever man has most in mind his character reveals,
And life would nobler, grander, be, for having high ideals.

A WORLD-WIDE MOVEMENT

For the Elimination of Adverse Suggestion from the Public Press, Public Amusements, and from Every Other Factor that Affects, Directly or Indirectly, the Public Mind

Conducted for THE PROGRESS MAGAZINE by the Leading Authorities in the New Psychology

SERIES V

THIS series of articles seems to have awakened great interest throughout the country, and frequent comment on the subject has appeared in the daily press and elsewhere. Some of the newspapers take the position that it is necessary to give the public the news on *all* subjects, and that not to do so would be a public calamity. These writers seem to overlook the vital point that it is not so much the nature of the subject that is reported, but *how it is reported and displayed in print.* Another leading newspaper published a long article designed to show how much space was devoted to worthy subjects as compared to that devoted to subjects of crime and criminals. A diagram and percentage table was published, showing the relative proportions between the two classes of news. But both the diagram and table failed to include the relation of flaring headline to the character of the news—the element of "display" was entirely overlooked. It does not matter if thirty-one pages of a newspaper be devoted to the presentation of sane, reasonable news, if the first page of that paper be filled with glaring headlines, pictures and sensational write-ups of news of criminality and crime. It is not the *amount* that counts so much in the matter of adverse suggestion—it is the way it is presented to the attention of the reader.

Demand and Supply

Other newspapers have taken the ground that the public demand the presentation of sensational news in this manner, and that if some of the papers were to make the desired change, the public patronage would flow toward the others. We have spoken of this phase of the subject in the previous articles. We admit that the public taste has been demoralized and rendered abnormal by the catering to the appetite for the sensational and shocking in the presentation of news items. It will be no easy task to change these conditions—but the attempt must be made, for the evil is a serious one, and one which is causing the public to pay heavy daily toll in many ways. We have never assumed that the men in charge of the newspapers were deliberately seeking to corrupt the public taste by adverse suggestions—such an idea would be worthy of only the wildest-eyed fanatics. Newspaper men, owners, editors and reporters are thoughtful, reasoning people, and many of them recognize the evil of which we speak, and in private deplore it. But they feel that they are caught up in the current of the popular taste and demand, and the general custom of the day, and that they cannot afford to do otherwise than to follow the example set by the other papers.

Eminent Authority

Professor Charles Zuebelin, in a recent address, called attention to the facts of the case, when he said: "Read the newspapers. Contrary to the public opinion, they are not run by miscreants, who are perverters of the public mind and conscience. Quite the opposite is true, for their editors and reporters are shrewd readers of the popular mind, and they give the public just what it wants. They are mirrors in which each member of the people at large is able to see what the whole people at large are doing each day. The newspapers are giving the public just what it wants and just when it wants it. What appears in print in the newspapers is there because a large body of people want it to appear there. It must be so, for how, otherwise, could the paper succeed? Are 10,000 or 500,000 people going to buy each day a paper which is printing what they do not want to see in print? The newspapers do not overlook the great things, though sometimes some of us think they lay too much emphasis on things that are not as great as they might be. . . . But the public seems to want it, so the public gets it."

How to Change Conditions

And in the above statement, Professor Zuebelin has placed his finger right on the sore spot. The papers print these things because the public wants it, and is willing to pay for it. This being so, it follows that the true method is to educate the people along these lines until the majority of them reach the point *where they will not want it*—then the papers will change their plans and methods.

A Startling Arraignment

Among other papers which have recently contained mention of this subject is *The Times,* of Grand Rapids, Mich. In this paper, under date of July 3, 1909, the following editorial appeared:

NEWS

Just what part of a day's news is most featured by the successful modern newspaper may be judged from the following headings taken from one issue of a metropolitan daily:

Mrs. Gould Met Farnum Often on Trips, She Admits. A three-column "cut" of Mrs. Gould accompanies the story, the caption for the illustration reading: "Former Actress Forced to Tell on Stand of Her Visits to Buffalo Bill."

Woman Preacher Killed Speaking in Negro Church.

Dead Negro Is Found in Home of Cocaine Fiend. (Excellent reading for children.)

Dead Canary Bird and Eggs Figure in Divorce Suit.

Shot Himself on Grave of Loved Woman.

Lucerne Editor Ends Life.

Kills Her Son as Sunday-school Parade Passes.

Officers Guard Man and Girl From Citizens. This is a story of a man who wronged his wife's sister, and then sought out and shot his father-in-law when he heard the latter was looking for him with a gun. He had to be placed in jail to prevent a lynching.

Man Cut in Two to Avenge Girl. Boy Guards Body.

Photographs of "Nuggets" Filed in Divorce Suit A two-column reproduction of the photograph accompanies the article. It is probably unnecessary to add that "Nuggets" is a woman.

Preacher Fined $5 for Playing Peeping Tom.

Pretty Wife of Kansas Editor Horsewhips Dentist.

Shoots Merchant in Quarrel Over Account; Kills Self.

This excellent collection of news, especially prepared for home consumption, at least contains a fair proportion of the scandal, murder and suicide items of a day. But, to make the measure full and to increase the value of the publication as a fireside companion, an article is printed which bears the following sufficiently explanatory heading: "Doctor States Alcohol Is Not Necessarily Bad." Probably not; neither is any poison; which may account for the fact that so much of it is found in our city newspapers. However, there is such a thing as getting an overdose and perhaps some day the public will awaken with a headache that will be the forerunner of the end of the sort of vile trash with which the articles above catalogued deal.

Instruction Needed

We commend the editor of *The Times* for his courage in taking so decided a stand on this important question. If he would give his readers a little talk on "Adverse Suggestion," showing why and how these sensational recitals and display of criminal news work their evil on their readers, he would add materially to the good work of his editorial just quoted. It is not enough to merely point out and condemn an evil—the reasons must be stated, so that all may understand the "why and how" of the matter.

Imitative Suggestion

A news dispatch from East Liverpool, Ohio, contains the following account, which shows plainly the effect of Adverse Suggestion:

East Liverpool, O., July 19.—(Special.)—Miss Jennie Wilson, a maiden woman of 38, drowned herself here Monday in less than two feet of water, exactly as her neighbor, Miss Sarah Hepburn, aged 60, of Salineville Township, did some days ago. Both women often said that they were sorry because they had no husband nor children. Miss Wilson had been especially melancholy since she sustained permanent injuries two years ago by falling on the ice. Miss Wilson went to the Wilson

Millinery Company, with which she was connected, early Monday. She put a new hat on her head and then walked to the Broadway wharf and jumped from the end, face downward, where she drowned in 20 inches of water in the Ohio River bed. Miss Wilson heard last week of the suicide of Miss Hepburn, who lived on the road to Salineville, about 12 miles away. Miss Hepburn drowned herself in two feet of water below the dam on Beaver Creek. Before going to her death she also arrayed herself in a new bonnet.

A Typical Case

This is undoubtedly a typical case of Imitative Suggestion, along the very lines which we have mentioned repeatedly in these articles. The one case was as much the direct result of the other as the firing of the gun is the direct result of the pulling of the trigger. Moreover, we have not the slightest doubt but that if these cases had been sensationally written up, accompanied by suggestive pictures and prominently displayed with flaring headlines in some great newspaper, there would have been a harvest of similar occurrences. This may seem like a wild statement, but every psychologist knows it to be scientifically correct.

Psychological Epidemics

We do not like to dwell on this unpleasant subject, but our duty in the case compels us to drive home this important truth regarding Adverse Suggestion. You must be thoroughly aroused before you will act and use your influence in the direction of calling a halt to this vile custom. Read this item from *The Evening Telegram,* of Portland, Ore., of July 13, 1909. We give merely the headlines and the main recital, omitting the ghastly details, which are extended to the length of a full column:

CITY SWEPT BY SUICIDE MANIA.

Five Have Killed Themselves Within 48 Hours.

(Here follow other headlines, and the names of the victims and the method employed. Then follows the following opening paragraph:)

"That mysterious mania which seems to impel men to self-destruction has apparently broken out in epidemic form in Portland. It is certain that four despondent wretches have thus sought relief from their real or feigned burdens within the past forty-eight hours, and it is reasonably certain that this number will be increased to five when a new case just reported this morning has been probed to the bottom. It has often happened, not only here, but it seems to be a universal coincidence, that when one spectacular or unusual tragedy occurs, at least two more are sure to follow close at its heels. At the same time it is rare that the coroner of Portland has been called upon to prepare shrouds for five victims of their own hands and lay their bodies side by side upon the slabs."

(Here follows a full and detailed, ghastly account of each particular deed mentioned above. We omit these details for obvious reasons.)

More than a "Coincidence"

Shades of Modern Psychology! In face of all that has been written and published regarding the effects of Adverse Suggestion in cases of this kind, here is a newspaper speaking of the "universal *coincidence*" in such cases. Has it never heard of the effect of Imitative Suggestion upon weakened and despondent minds? The omitted recital accompanying the above-mentioned account is sufficiently ghastly to act in the direction of suggestion of this kind, although it is not sensationally displayed nor illustrated, as might have been the case with some newspapers. It is sheer ignorance of psychological laws that render these things possible. We do not know anything regarding this case, other than the information contained in the above article, but we feel safe in asserting that two at least of these four cases (or five) arose because of the accounts of the first of the series. These "epidemics" would not occur were the details suppressed in all cases of suicide. *Epidemics* they are, undoubtedly, as the article states, but they result not from *coincidence,* but from Adverse Suggestion, inspired by the published accounts of similar cases. Psychological Epidemics, like physical ones, result, not from *coincidence,* but from CAUSES. We spend much money, time and thought upon the suppression and prevention of physical epidemics, but stare stupidly, and do nothing, when we hear of these terrible Psychological Epidemcs which take their toll from us every day, somewhere in the land. We hear much of bacilli and germs, but little of Suggestion. And yet every psychologist, in every college in the land, is teaching the very truths that we have sought to embody and illustrate in this series of articles. There is a great responsibility resting somewhere. Is it not time to place it where it belongs and demand a reckoning and an accounting?

Told by Edward Everett Hale

Since entering the above lines our attention has been directed to the follow-

ing article, from the *Christian Register,* which is one of the last written by Edward Everett Hale, whose recent death is still fresh in the minds of the thousands who loved and revered him. Mr. Hale writes:

Say in the year 1854, John Milton Earle was the editor of the Massachusetts Spy. Now, the Massachusetts Spy was the oracle of more than one-half Worcester County. Mr. Earle came into the office one morning and said: "Who put into the paper this account of a suicide in Charlton?"

One of the young men answered briskly, well pleased with his own success: "I put it in, sir. I learned of it from the stage driver, and I think no other paper had it." To whom Mr. Earle replied: "I thank you, Mr. Smith. I am glad that all the gentlemen are here to hear me. It is now eighty-two years since the Spy was first published. This is the first announcement of a suicide which was ever made in the Spy. And I must rely on you, gentlemen, to see that it is the last."

Simply, Mr. Earle and his predecessors knew that suicide is a contagious disease, an epidemic. They did not mean to introduce it more than they would carry a scarlet fever patient into all the schools and make her kiss all the pupils. Mr. Earle, on the other hand, meant to stamp it out.

I tell the story because the legislature and the boards of health who are at work checking smallpox and scarlet fever and diphtheria ought to use the same method to suppress suicide. "Be it enacted that the publication of any suicide is forbidden by law." Probably the announcement of suicide is more contagious than is any of these diseases. Poor John Lowcast comes home from a day in which everything has gone wrong. Nobody has paid his notes; none of the expected letters have come; prices have gone to the bottomless pit. As he takes his tea, he reads his evening paper and reads that Will Halfcock has blown his brains out. Instantly he says, "I will do the same thing." He goes upstairs—is really pleased to fit the cap to his pistol, and blows out his brains because Will Halfcock had done the same by his.

The publication of any act of suicide is hereby forbidden.

Theatrical Shortcomings

The following article, appearing in the Chicago *Tribune,* is most timely, and reflects clearly the spirit which is being awakened among thinking people regarding the various suggestions contained in many of the theatrical performances recently offered the public. The pollution of the mind of the young people of our land, and even many older people, may be likened to the pollution of the drinking water supply of a large city by the influx of sewerage. It is as much the duty of the guardians of the public weal to prohibit and restrain the former as the latter. If there is any truth in the aphorism "As a Man Thinketh in his heart, so is he"—and that truth no intelligent person denies—then, in permitting the production of plays of a character calculated to impress these pernicious suggestions upon the mind of the public, we are parties to the natural and inevitable results flowing therefrom.

The presentation in New York at the Hackett Theater of "The Narrow Path," which was withdrawn after a single performance because of its offensive character, gave William Winter opportunity to write one of his scathing articles on the prurient drama. The dean is a master of invective, just as he is of the poetic and the lovely, and he employs his best powers on the case in question. After listing a series of objectionable plays which have been put forward during the season just ended—"The Devil," "Salvation Nell," "The Blue Mouse" and "The Girl from Rector's" are the only ones that have been seen here in Chicago—he reviews "The Narrow Path" and then ends his article with the following excellent putting of the case of the "moral lesson" drama:

"Protest against degradation of the theater and defilement of the public mind, whether for pecuniary gain or for notoriety, is not made in the interest of youth alone, but also in that of respectable maturity. No decent person desires that the public mind should be deluged with filth and devoted to the useless contemplation of social sins and evils that are not in the slightest degree mitigated by such performances. It is true that the cesspool should be cleansed, but it is neither necessary nor desirable that the public should be constrained to inhale its stench in order to win assent to a sanitary precaution. Practical sociologists do not seek the theater for discussion of disease and sin. No theatrical exhibition of those ugly themes ever benefited society or, on the other hand, ever failed to injure it in greater or less degree, by obtruding vicious subjects on public attention.

"The persons who support pornographic plays are not 'strong men;' they are, for the most part, the idle and morbidly curious youth of both sexes, the vicious mature, the neurotic, the dissatisfied females, the vulgar profligates and the half-developed creatures who, being imperfectly educated, suffer with a sort of mental dyspepsia. The theme of all such plays, from the time of Lord Rochester to that of David Belasco, is the sexual relation, under more or less illicit conditions. Sometimes the plays are mere ribaldry; sometimes a combination of spectacle and animal propensity, as in certain dramas habitually produced by Sarah Bernhardt; sometimes they disclose analysis of disease, functional or organic, resulting in more or less perverted and depraved conduct, as frequently exhibited in the writings of the Norwegian pessimist and bore, Henrik Ibsen; sometimes they are pictures of social turpitude, reproduced with exclusive attention to photographic portrayal of contemporary vice: always their 'appeal' is the same.

"The attitude of the 'strong men" of an earlier period toward such plays was shown by James Russell Lowell—a strong man if ever our country has produced one—who declined to attend performances of Sarah Bernhardt because he 'would not allow my mind to be dragged in the gutter;' and if an example is desired of the opinion of 'a strong man' of the present day relative to such plays—and also an example of the natural and right action of such a man—it can be found in the conduct of one of the strongest men now living—William Howard Taft, president of the United States—who last week, as recorded in advices from the capital, left the Belasco Theater in Washington after the first act of a new play called 'The Revelers' (a play written, to the discredit of the theatrical profession, by an actor, Mr. Charles Richman), because it was improper and offensive."

The dean may be somewhat extreme, perhaps, but there is nevertheless a large measure of truth in what he has written.

Treat Causes, Not Symptoms

We are allowing the sowing of the seeds of Adverse Suggestion in its many varieties. Consequently, we have no right to complain of the crop which must result therefrom. As the seed of Suggestion is sown, so shall we reap its crop of action resulting; for mental impressions result in thought, and thought takes form in action. It is a straight and direct line from the suggestion to the action—a simple example of the operation of the law of cause and effect. It will avail us little to attempt to cure the effects—we must strike its cause. And the time to treat the symptoms is to prevent its cause, and thus prevent the symptoms from arising.

Your Co-operation Requested

Through the reading of this series of articles you have now become convinced that this "Movement" for the elimination of adverse suggestion is of the highest importance. And that you will want to do something special for the promotion of this movement is evident. THE PROGRESS MAGAZINE will continue to push this work vigorously for an indefinite period, and there are many important things that you, with all its other readers, will be requested to do; but the following is what we shall be pleased to have you do first: Write a postal card to every editor in your city, to every theatrical manager in your city, to the mayor of your city and all the principal city officials, to all the clergymen, physicians, school teachers, settlement workers in your city, and to all others whom you think could help to create public sentiment against adverse suggestion. On this postal card simply call their attention to what THE PROGRESS MAGAZINE is doing to eliminate adverse suggestion, and ask them to co-operate in every possible manner. The purpose of this movement *must* be carried out, and with your assistance it will be done.

WHY HIS MSS. WERE RETURNED

THE author's young wife burst in on him joyously.

"O Milt," she cried, "I know now why Scribblers' Magazine has returned all your stories."

"Why is it?" he demanded with hopeful eagerness.

"It is because you have always enclosed stamps," said the young woman. "Haven't you ever read the notice on the editorial page, which says that no MSS. are returned unless stamps are enclosed?"—Exchange.

DREAMING AND DOING

By WALTER S. WHITACRE

WHO does most for the world's great needs,
The dreamer of dreams or the doer of deeds?
If all mankind were dreamers of dreams,
Then who would bridge the chasms and streams?
Or sail the ships the world around?
Or bring the oars from depths profound?
Who then would print and who would preach?
Whose hand would gather gold, and reach
It forth to fill the world's great needs?
All this is done by the doer of deeds.

Before those deeds were ever done,
Before those deeds were e'en begun,
Some thinker thought of what might be,
Some eye was keen enough to see
A vision of the world improved.
Before the doer of deeds had moved
To span the earth or sail the sea,
Some Dreamer of dreams in fancy free
Had paved the way for all the deeds
That now supply the world's great needs.

MEN AND WOMEN WHO ARE MAKING GOOD

Little Sketches of Big Personalities

Mrs. Catherine Waugh McCulloch

EVEN in this day of woman's rights it is unusual to find a woman lawyer. But it is still more unusual to find a woman judge. There is but one, in fact, in America to-day. And so it is for this reason that Mrs. Catherine Waugh McCulloch of Evanston, Ill., holds a place unique among American women. But Mrs. McCulloch has not been content with the mere honor of sitting on the bench. Many women might have been, but not Mrs. McCulloch. She is not constituted that way. She wanted to be a judge, but she wanted also to be a good one—a better one than the learned men about her. She has been both. Already she has endeared herself in the hearts of Evanston, while her fame has spread throughout the land. Even the men admit that in Mrs. McCulloch they have discovered a woman as capable—on the bench—as the best of themselves. It used to be said that a woman could not possibly be a just judge. It was said that woman's temperament was against her and that she was too easily moved by her emotions. But in Evanston, at least, Mrs. McCulloch has disproved this belief. And when she runs for office again it is safe to say she will be re-elected. The men will return her to the bench, if the women don't.

CATHERINE WAUGH McCULLOCH

Mrs. Catherine Waugh McCulloch was admitted to the Illinois bar November 9, 1886, and practiced law for four years at the Rockford, Illinois, bar. Previously to this, however, Mrs. McCulloch had graduated from Rockford College, taking the degree of A. B., and also at the Union College of Law, where she was conferred an LL. B. On May 30, 1900, Miss Waugh was married to Mr. Franklin H. McCulloch, Rev. Anna M. Shaw performing the marriage ceremony.

It was soon after this that she removed to Chicago, where she at once took up the practice of law. Soon after she became connected with the firm of Prussing & McCulloch. With this firm she continued for nearly ten years, at the end of which time the firm of McCulloch &

McCulloch—husband and wife—was inaugurated. They took handsome offices in the Rookery Building and became recognized as one of the leading legal firms in Chicago. While engaged in this practice Mrs. McCulloch often appeared herself before the several courts and argued her cases. Almost invariably she won. On the knowledge of law itself and a memory of its many intricacies Mrs. McCulloch has had few peers in Illinois. Often she prompted gracefully the judges themselves on important points and soon earned a reputation national in scope.

But it was only natural that so clever a woman should become an ardent advocate of the suffragist cause, and so Mrs. McCulloch soon turned her attention in the furthering of this movement. She took the platform and made many forceful speeches and again became widely known for her oratory. Throughout the country her achievements were told and many of the suffragist societies conferred honors upon her. In the American Woman's Suffrage Association her rise was rapid and she has held nearly every office of importance in that organization. She has been also president of the Illinois Equal Suffrage Association, and has taken an active part in the legislative work to place women upon an equality with men. Since 1891 Mrs. McCulloch has been a member of the Illinois State Bar Association and has held important offices in the National League of Women Lawyers. She was also a member of the committee of the Woman's Branch of the World's Congress Auxiliary on Jurisprudence and Law Reform.

It was about three years ago that Mrs. McCulloch was elected to the Evanston bench. No woman had ever held such an honor in America before, but this fact only determined Mrs. McCulloch all the more. Only once before had such an attempt been made. This was when the governor of Massachusetts appointed Mrs. Julia Ward Howe and another Massachusetts woman to places on the bench in that state—an action that was soon declared unconstitutional by the courts. But Mrs. McCulloch was easily elected and, despite efforts which were made to remove her from the bench, she has triumphed over the laws in Illinois and proven the right of her sex to hold such offices in that state. Mrs. McCulloch is what is known as a justice of the peace and in this capacity has tried all kinds of petty criminal cases, with universal satisfaction as to the justice of her decisions. Her fees are small, the smallest being five cents for administering an oath and the largest two dollars for performing the marriage ceremony. Her first marriage ceremony was performed in the case of a middle-aged couple, the groom being 50 and the bride 35. Mrs. McCulloch still looks back upon this ceremony as one of the pleasantest recollections of her career. Since this time, however, she has married many couples and has, in fact, earned quite a reputation as a "marrying justice."

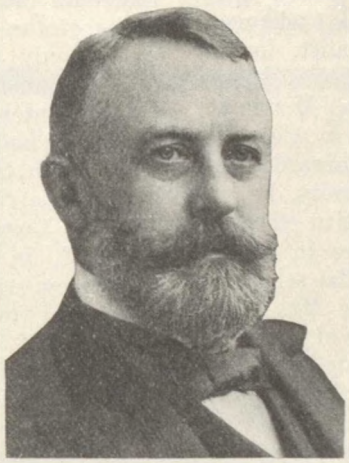
Mrs. McCulloch has written many books and papers bearing on the laws governing and concerning women and has championed the cause of her sex with vigorous energy. Probably the best known of her books is "Mr. Lex," a little booklet which has become an authority on the laws relating to the mother and child. Another is on "Illinois Laws Concerning Women," while still a third treats of Northwestern University and Woman Suffrage. But, while a devout believer in the rights of women and in their equality with men, Mrs. McCulloch is a still firmer believer in the sanctity of the home and insists that woman's function—primarily—is in the family.

Henry Clay Frick

A FEW weeks ago there came across the telegraph wires the rumor that a gigantic steel trust—larger than the United States Company—was about to be formed. Henry Clay Frick was also named as its probable head. The same rumor, however, had often gained currency in the past, so that it was not generally believed. But the name of Frick was, nevertheless, brought once more before the public gaze. And so, it is but natural that we should all take a renewed interest in the wonderful career of this man.

Henry Clay Frick was born in West

Overton, Westmoreland County, Pa., December 19, 1849. His father owned and cultivated a small farm in the heart of what, in recent years, has been known as the Connellsville coke region. His grandfather ran a gristmill in the same neighborhood. Young Frick received a fair country school education, and when a young boy he began to support himself by working in his grandfather's mill. He tried clerking in a dry goods store at Mount Pleasant, for a while, but found it was not to his liking. So, Frick figured, it was best to get out. This was probably the turning point in his career, for it led him directly into the great business of which, some years later, he was king. After learning the dry goods business Frick learned to keep books, and while working in that capacity for his grandfather he looked into the coke business and became convinced that it contained great possibilities.



HENRY CLAY FRICK

With the limited capital at his command, Mr. Frick purchased an interest in a coal tract near Bradford, Fayette County, Pa., and in partnership with other young men he built fifty coke ovens. This venture prospered, and soon afterward Frick and his associates were able to double the number of their ovens. When the panic of 1873 came Mr. Frick's partners, embarrassed by indorsements, were obliged to sell their interests, and Mr. Frick induced certain friends to buy them. As the financial depression became more and more aggravated, others in the coke business were also compelled to sell, and Mr. Frick and his friends either bought or leased every oven thus thrust on the market. The revival of business soon justified the far-sighted proceeding, for in many instances the annual profits of the leased ovens exceeded the value of the ovens.

Within a few years Mr. Frick's great business success earned for him the title of "the coke king." He not only controlled the output and the selling price of coke, but he bought enough coal mines to keep his ovens supplied for an indefinite period. Although the manufacture of coke was a separate industry, coke was such an important element in the iron and steel industry that it soon became necessary for the big iron and steel manufacturers to take Mr. Frick into their calculations. Andrew Carnegie is credited with being the first man to recognize Mr. Frick's ability and his relative importance to the iron and steel business. Up to 1878 Mr. Frick carried on business in his own name. Then he took E. M. and W. Ferguson into partnership, with the firm name of H. C. Frick and Company. In January, 1882, the Carnegie brothers paid $1,500,000 for a half interest in the business of H. C. Frick & Co. A few months after this the business was reorganized under the name of the H. C. Frick Coke Company, with Mr. Frick as president, and in 1889 the capital was increased to $5,000,000. It was while thus associated that Mr. Carnegie took his strong liking for Mr. Frick. He became anxious to have Mr. Frick in the steel business with him and induced Mr. Frick to purchase an interest in the firm of Carnegie, Phipps & Co. This firm increased enormously and in 1892, when all the Carnegie interests were consolidated —with a capital stock of $25,000,000— Mr. Frick was made the administrative head of the whole organization. It was during this same year, when the bitter labor troubles were occurring at Homestead, that Mr. Frick was wounded by an anarchist who—supposedly—had become angered by the former's attitude. This incident, however, only spurred on Mr. Frick to greater efforts and made him more intrepid than ever before. Throughout his long career Mr. Frick has been noted for his fairness and squareness in his dealings with his em-

ployes and holds—to-day—the respect of them all.

A. Lawrence Lowell

WHEN one seeks Professor A. Lawrence Lowell, of Harvard, these days, he may be found in any one of three places, and this searching in itself is informing regarding the personality of Harvard's new president. If the seeker finds him at his home on Marlboro Street, he is revealed as a cultured member of Boston's most exclusive Back Bay social circles. If one finds him at his business office, that office, in the Exchange Building—eight floors above the din and roar of the stock exchange—discloses that he is a capitalist, for the door is labeled "August Lowell Estate. Massachusetts Cotton Mills, Merrimack Mills, Massachusetts Mills in Georgia." Or, if the searcher for Harvard's new president goes to the university, he will find him busy in the executive office, or, perhaps, delivering a lecture to a large number of young men on the science of government. In this study Mr. Lowell is one of the great authorities of the world, having made an exhaustive study into the forms of European governments. Many persons have sought Mr. Lowell since the Harvard Corporation elevated him to the presidency. They have found him affable and yet dignified, of engaging personality, but wilful.

Everybody wanted to chat about his place, about the future of the university. But Professor Lowell didn't care to talk about these things, and so he was silent. Long ago, however—before he had thought of ever holding the office himself—it is known that Professor Lowell stated his belief that the presidency of Harvard is "the most important office in the United States."

What he plans to do with such an opportunity, however, he has not—as yet—felt at liberty to state. "I have made no plans," he recently said, "and I am not going to make any until those plans can be put into action."

Whatever these plans may be, Harvard men may be assured that they will not cause a radical departure from the traditions of America's oldest educational institution. To say that the new president is a Lowell is equivalent to saying that he is thoroughly a Harvard man. For six generations the Lowells have been Harvard men, and for a century and a half the Lowells in Massachusetts have been educators, professors and men of letters, merchants and manufacturers, soldiers, lawyers and judges. All of them not only studied at Harvard, but five of them have been members of the Board of Fellows. Professor Lowell on his maternal side belongs to the Lawrence family, also prominent in affairs in Massachusetts. The two great textile cities of Lawrence and Lowell were named in honor of the forbears.

Not only is his family extraordinary in achievements, but it is also almost entirely contemporary with the college. Harvard had been founded only three years when the first ancestor of the new president arrived at Newbury. This was Percival Lowell, who came from Bristol, England, in 1639. Among the prominent members of the family who were graduated from Harvard, John Lowell, of the class of 1760, became known by his title of judge. President George Washington gave him the title of judge of the Massachusetts District Court. He had been a member of the convention of 1780, which framed the Constitution of the Commonwealth; and it was he who caused the insertion in the Bill of Rights of the phrase that "All men are born free and equal."

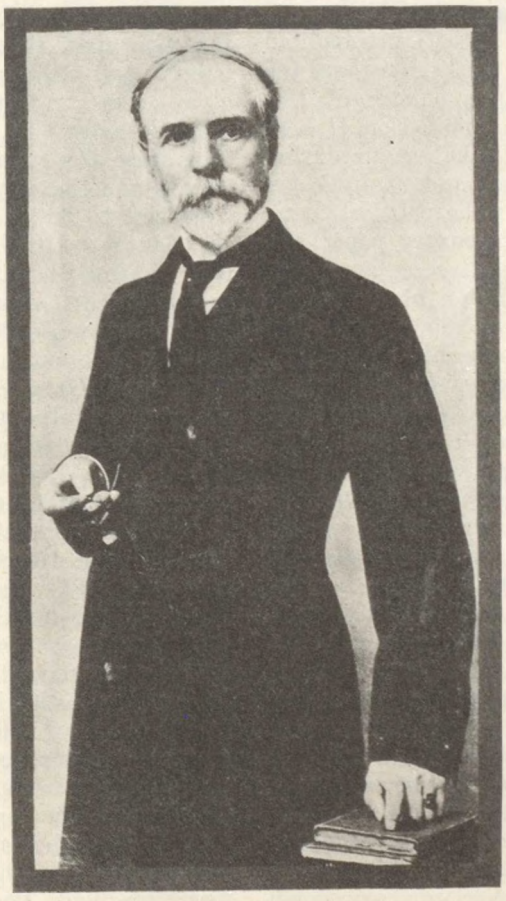
Judge Lowell's son, John, of the Harvard class of 1786, became famous in Massachusetts politics as an opponent of Thomas Jefferson; Francis Cabot Lowell, Harvard, 1793, was a pioneer, who started cotton mills at Waltham and at Lowell. His son, John Lowell, Jr., after a Harvard career, became a great traveler and so successful a trader that, while at Thebes, he drew up a will which bequeathed $250,000 for the founding in 1839 of a course of free public lectures known as the Lowell Institute. This annual series of lectures was—until his elevation to the presidency—managed by Professor Lowell. The Italian historian, Ferrero, lectured during this past season

in this series. While he was in Boston the historian observed that he had discovered in America an aristocracy, "an aristocracy of culture and achievement."

Among the descendants of Judge Lowell probably none became so widely known as James Russell Lowell, the famous poet and diplomat, who was a member of the Harvard graduating class of 1838.

Of Professor Lowell's more immediate family, John Amory Lowell, his grandfather, and Abbott Lawrence, his maternal grandfather, were leaders in the textile industry. His father, Augustus Lowell, Harvard, 1850, was one of Boston's most famous financiers.

To undergraduates, A. Lawrence Lowell, '77, has provided evidence, by his own record as a student, that to excel in athletics it is not necessary to neglect scholarship. He was the champion distance runner of the college—in his day—winning the mile run and the three-mile run in the same afternoon. This was in his senior year. He was graduated *cum laude,* was awarded highest honors in mathematics, and was elected to the Phi Beta Kappa, a society which recognizes scholarship. Professor Lowell possesses evidence for his belief that students who excel in college activities will excel in affairs when they leave college.



WHITELAW REID

It is asking a good deal of one to step into the shoes of a man who had been president of a great university for forty years. And it is a still greater task to fill such a place when the predecessor had been recognized, throughout the world, as the greatest educator of all times.

And yet this blue-blooded man, Lowell—student, society man, athlete and capitalist—has been asked to step in and take the reins that Dr. Eliot has held for forty years. It will be interesting to watch him make good.

Hon. Whitelaw Reid

WHEN looking about at the representatives of America at the foreign courts, there has been one man who—notwithstanding the greatness of the others—has stood forth among them all. The man is Whitelaw Reid, American ambassador to Great Britain, who is soon to return to the United States.

Mr. Reid's career has been a shining proof of what can be achieved through energy and perseverance. Mr. Reid was born at Xenia, Ohio, a little more than seventy-one years ago. Xenia, indeed, owes its existence to the foresight of Mr. Reid's maternal grandfather, who founded it early in the last century. This ancestor was a Scotch covenanter, of the sternest and strictest sort. Robert Chatterton Reid was the ambassador's father, while his mother—Marion Whitelaw Ronalds—was descended from the famous Clan Ronald of the Highlands. A maternal uncle, who was also a covenanter minister, prepared him for college, and at 19 he was graduated with honor from Miami University,

at Oxford, Ohio. He then became principal of a school at South Charleston, Ohio, and taught pupils older than himself long enough to save sufficient to repay his father the expense of his senior year in college. Returning home at the age of 24, he bought the Xenia *News,* and for two years edited it with such vigor and success as to double its circulation.

The young editor was at the same time an ardent advocate of the principles of the newly formed Republican party, and being a constant reader of the New York *Tribune*—then guided by Horace Greeley—he conducted his own columns as much as possible after the model of the great journalist he was destined to succeed. In fact, it is still told of Reid that, if ever a man had an ambition, his was to some day control a great metropolitan newspaper. In 1880 Reid's *News* was the first western newspaper, outside of Illinois, to advocate the nomination of Lincoln. Mr. Reid took the stump during the ensuing campaign, and at its close, wishing to get nearer the political firing line, he gave up his country paper and became, instead, legislative correspondent of the Cincinnati *Times* at Columbus. His salary was only $5.00 a week, but Reid was there to have his ability recognized, and the salary, he felt, would come later. It was not long before the editor of the Cleveland *Herald,* struck by the vigor and raciness of Reid's style, offered him $15 a week for a daily letter. Reid accepted this offer and became so well known that the Cincinnati *Gazette,* soon after, also ordered a daily letter, for which it was willing to pay $18 a week. When the legislative session ended, Mr. Reid had gained such prominence that he was offered and accepted the city editorship of the *Gazette,* a position he held until the opening of the Civil War.

Then Reid went to the war as a correspondent, and his letters to the *Gazette,* published over the pen name of "Agate," depicted the struggle in a manner that has been equaled by few war correspondents on either side of the Atlantic.

He went through the first and second campaigns in West Virginia, as well as the Tennessee campaign, and was present at Fort Donelson and Pittsburg Landing. He left a sick-bed to witness the latter battle and was the only correspondent who actually saw the fight, his graphic story of which filled more than ten columns in the *Gazette* and gave him a national reputation. He was also present at the siege of Corinth, and still relates how he and other correspondents were annoyed by the petty tyranny of General Halleck, which ended in their withdrawal from the military lines.

Mr. Reid's record in the war earned for him the position of Washington correspondent for the Cincinnati *Gazette,* a work he took up in the spring of 1862. Here, while at Washington, Mr. Reid met one of those tides in the affairs of man and made the most of it. Reid's tide came in the person of Horace Greeley—his long-time idol—whom he now met for the first time. The friendship of Greeley and Reid from this time on reads almost like a romance—so great and fast did it become. In perfect sympathy with each other, the great men became as school chums, and the association seemed greatly beneficial to both. After a trip through the South in 1865, Reid wrote his first book, "After the War; a Southern Trip," and followed it soon after by his famous two-volume work, "Ohio in the War." In 1868 Reid became actively associated with his friend Greeley on the New York *Tribune,* and the year following became its managing editor. On the death of Mr. Greeley, in 1872, Mr. Reid became the owner of the New York *Tribune.* In 1889 he was appointed minister to France by President Harrison, and three years later—in 1891—he was nominated for vice-president on the ticket with President Harrison, but was defeated. In 1897, he was named as special ambassador by President McKinley to the diamond jubilee of Queen Victoria, and served this country in that connection, making so many friends while in England that his appointment as ambassador, to succeed Joseph H. Choate, was practically demanded by England herself—a demand that President Roosevelt recognized in the fall of 1905 by sending Mr. Reid to England. And so, while Mr. Reid is soon to retire and return to this country, there are few men living who hold better title to a high rung on the ladder of success.

SELF-EXPRESSION

By RALPH B. DYSART

ONE of the fundamental propositions of science is that Nature, on every plane of her activities, tends ever toward infinite variety of shape, form, and characteristics. While maintaining a harmony and general uniformity, she still strives for and attains a constant variety of detail. In Nature no two things are exactly alike. There is always a difference between individuals of the same species. As an English scientist informs us: "No two individuals of the same species are exactly alike; each tends to vary. Of this obvious fact every species, with their several varieties, from man downwards, supplies abundant illustration. Of the hundreds of thousands of faces that we meet in the course of the year in any large city, each has some feature to mark it from every other; the practiced eye of the shepherd recognizes each sheep in his flock—the eye of the Laplander recognizes each reindeer among the herd crowded like ants on an anthill. The gardener distinguishes between each hyacinth among a thousand bulbs. Children of the same parents vary in size, feature, complexion, character and constitution, often very obviously, but sometimes too obscurely for cursory detection; and this law of general resemblance, with more or less variation in detail, applies to all animals and plants."

And just as the above statement is true regarding the physical form of living things, so is it true regarding the mental qualities and variety of expression among the individuals composing the human race. Each has his particular "character," with its latent powers and its undeveloped possibilities. Each has its little shades of difference and phases of expression which go to make it an individual character—*something different from every other character in the world.* It would seem as if Nature purposely causes this infinite variety that there may be an infinite expression of life and action. And it would naturally follow that in the fullest expression of the latent powers and dormant forces of one's character one would fall into the most perfect accord with Nature's evolutionary trend and instinctive striving. In other words, by developing one's individual powers and possibilities, one would be placed in a position where he could give the fullest expression to the Life Forces within him, and thus accomplish to the highest degree Nature's intent concerning him. If this be true then it would follow that Nature should be ready to respond to such an effort on the part of the individual, and would "play into his hand" in every possible manner. Do the facts of life seem to bear out this idea? Let us see.

Looking around us in the world of action and accomplishment, we see that here and there certain men in all walks of life, and in every one of the many manifestations of life's activities, who have stepped out from the ranks of their co-workers and have moved rapidly to the fore. We will find men who somehow have pushed ahead of the army of workers along their own lines of activity and have become leaders in those lines. This is true of the small fields as well as of the large. What are the characteristics of these men who have forged ahead? Laying aside the various personal peculiarities of each and the well-recognized qualities which are essential to success, we will find that in each and every case the men who have come to the front are men who *have had confidence in themselves, and who have expressed to the fullest the qualities and powers within them.* It is a case of Self-Confidence and Self-Expression!

On the other hand, we see many men who are generally recognized as possessing

sterling qualities, intellectual keenness, good judgment and other qualities necessary to success, but who have failed to manifest their powers and inner forces simply because they lack Self-Confidence and the desire for the fullest Self-Expression, two qualities which generally go hand in hand. We once knew an old-time individual, quite a philosopher in his way, who, speaking of a man of the last-mentioned class, said: "He's got it *in* him, *but he won't let it out!*" And, indeed, the old fellow came very near to hitting the nail squarely on the head. The trouble with so many men with good qualities is that they "won't let it out!" They lack the urge of Self-Expression.

Self-Expression requires a certain amount of Self-Esteem. Self-Esteem is a very different thing from egotism or vanity. Self-Esteem consists of the recognition of the Something within each and every individual, which, if manifested, will result in accomplishment. It is the quality which gives one self-confidence and the courage to express one's character and capabilities to the utmost. A lack of this quality causes men to doubt their own abilities and latent powers, and to incline toward a passive following of leaders and associates, instead of manifesting their own inventive and constructive qualities. The majority of men fail to recognize this source of inward power, and consequently do not attempt to manifest it—the result being that they ever remain in the ranks of the mass of mankind, instead of striking out for themselves and doing things just a little different from the others. This quality of *doing things just a little different* is the great distinctive mark between the mass of men and the few individuals who have stepped ahead of the others.

Look at the man who is foreman in a little shop of a half-dozen workmen. You will find, as a rule, that the half-dozen men will work along certain lines—in a rut which grows deeper each day—while the little foreman has manifested in some degree the ability to do the thing *just a little different*. As we ascend the rank of the world's workers, we find in a still greater degree this quality of individual Self-Expression. At last, when we come to the top, we find the few individuals who have manifested this trait of expressing to the fullest the special qualities inherent within them which make them different from other men. It is a difficult thing to describe, but something that is recognized by all men who have to do with other men. In a gang of ditch diggers in the street there will always be found one man who seems to throw a little "self-expression" into his humble work. And this quality will surely bring that individual to the top in time. The world needs men who possess this quality of self-expression, in all fields of work, from ditch-digging to managing great industries. It is the quality which distinguishes the Man from the Machine—the leader from the herd.

So many men, feeling that they do not possess the qualities which are inherent in other men, become discouraged and relinquish all effort toward progress. They fail to realize the fact that every man "has got it in him," in some special variety, form, and degree, and that if he will but let that special thing "out of him" into expression he will go forward. It is true that every man cannot become President, just as it is true that every man cannot become a Shakespeare or a Carlyle or an Emerson. But, still, every man can become a Something, instead of remaining a mere human machine. Every man can become Himself to the fullest degree —and that is much. The majority of us are not Ourself! We are not Ourself until we have expressed all that there is in the Self. And if a man expresses his Self to the fullest and best, then that man is a success, and the world will so recognize the fact. The majority of us are afraid to be ourselves. We lack the courage to do things just a little bit different, because the world has a way of jeering at the man who steps out of the ranks a pace or two—that is, until he demonstrates that he *is ahead*. It is so much easier and more comfortable to jog along in the common lock-step than to brace up and assume our own stride. And that is why so many men fail to manifest their share of that infinite variety of expression of which Nature has shown herself to be so fond.

As Emerson well says: "There is a

time in every man's education when he arrives at the conviction that envy is ignorance; that imitation is suicide; that he must take himself for better or worse as his portion; that, though the wide universe is full of good, no kernel of nourishing corn can come to him but through his toil bestowed on that plot of ground which is given him to till. The power which resides in him is new in Nature, and none but he knows what that is which he can do, nor does he know until he has tried. Not for nothing one face, one character, one fact, makes much impression on him, and another none. It was not without pre-established harmony, this sculpture in the memory. The eye was placed where one ray should fall, that it might testify of that particular ray. Bravely let him speak the utmost syllable of his confession. We but half express ourselves and are ashamed of that divine idea which each of us represents. It may be safely trusted as proportionate and of good issues, so it be faithfully imparted, but God will not have his work made manifest by cowards. It needs a divine man to exhibit anything divine. A man is relieved and gay when he has put his heart into his work and done his best; but what he has said or done otherwise shall give him no peace. It is a deliverance which does not deliver. In the attempt his genius deserts him; no muse befriends; no invention, no hope."

And to what does this consideration lead us, if not to the fact that the eternal purpose and *meaning* of the existence of each individual is that he shall express to the full the particular qualities and powers which together inherent within himself make him what he is—an individual entity different from any other entity or entities, something *sui generis* and without a duplicate in all the universe?

You are what you are for the purpose of expressing Yourself to your fullest extent. And your You is not merely the superficial manifestation that you call yourself, but *all* that you are, developed and undeveloped, manifest and unmanifest, latent and active, dormant and awakened. You have been given these qualities that they may be expressed and used in the great activities of the universe. No one else can act *your* part—you must do it yourself, or it will remain undone. Then why content yourself with being a mere reflection, copy and shadow of others? Why remain content with being a mere shadow of yourself? Why not open yourself to the inflow of your latent Self, with all its glorious powers? Why not open yourself to the outflow and expression of the qualities and powers within yourself which are ever striving to find their way toward manifestation? This means making the best of yourself. This means fulfilling your destiny. This means falling in line with the universal spirit of evolution and progress. This means taking advantage of the universal tendency toward expression, activity and accomplishment. This means arraying yourself with all the other great universal forces which seek ever to press out, construct, create, and DO! This means accepting and using your universal Birthright! To do otherwise is to discredit the power which made you what you are—to deny your origin—to relinquish your Birthright and Heritage.

OVER THE WORK TABLE

(A Department)

The Fullness of Life

IF we "count time by heart-beats," not years, then for me the last five years has been an eternity.

At that time I was living in England with my husband and baby boy, quietly happy on the surface, yet with an undercurrent of restlessness, a longing for the deeper things of life, a "divine discontent." We had for our friend a Methodist minister, a B. A., B. D., M. A., and a cultured and brilliant and dramatic man.

He opened for us the portals of life a little wider, and gave us glimpses of the beauty of art, the wonder of music and literature. His friendship was very precious. We recognized a kindred spirit. My life then was intense, vivid and selfishly happy in the joy that had come to me, a dreamer, who had often dreamed of such a friendship.

All others around me seemed commonplace and mediocre. I shunned them, the dear, unselfish souls, whom now I long so to see and cannot. Little wonder the pain that came to me, when, owing to adverse circumstances, we decided to leave our beloved England and try our fortunes in a newer and younger country.

Our voyage was very rough (it being winter), yet even in the wildest storm my heart was tranquil and at peace, conscious of the Presence above all storms.

After we had settled down in our little home, I experienced the greatest loneliness and moments of awful blackness and despair. My beloved parents were so far away; my dear friend also.

In a land of strangers, and compelled to live in a rough little cottage, lacking all the comforts, luxuries and conveniences of our English home, life indeed seemed barren. My soul rebelled fiercely and so drew to myself greater sorrow.

I took a morbid pleasure in dwelling on the past and comparing it with the present. With the evening shadows came the ever-recurring yearning sadness—the "Hiracthog," a Welsh word that cannot be translated into the less romantic English. It means "heart sorrow for the lost and dead," what Shelley calls, "sighing for what is not."

Yet with a tender husband and two bonnie, strong boys I had great cause for rejoicing could I but have known it. Sorrow is selfish, and selfishness is the "anarchist of being." It was not possible to go on for long so.

One day I took a volume of Emerson's Essays from the library, and wonderful it seemed to me when I opened it and read:

"You are running to seek your friend; let your feet run, but your mind need not.

"If you do not find him will you not acquiesce that it is best that you should not find him. For there is a power which as it is in you is in him also, and could very well bring you together if it were for the best.

"The things that are ready for thee gravitate to thee."

Therein lay my salvation. I came up

from the tombs "clothed and in my right mind."

Verily, I was not yet ready for the things my soul craved—companionship with cultured and scholarly men, and a deeper knowledge of music, art and literature.

I know *these things are all mine,* one day to be possessed and shared with others.

"Hiracthog" is now cut out of my vocabulary. I have no *lost and dead*—

"Serene I fold my hands and wait—my own shall come to me."

Already I feel the compelling power of attraction. Abundant life is slowly coming to me, but surely. The friendships I once yearned for are coming, too.

I no longer fight, but am at peace, confident that "all things are mine" as soon as I am ready to receive them. I know "the things that are more excellent."

Above all, I have learned not to despise those whom I once thought commonplace. They fill their own place and I owe them love and consideration. So knowledge comes to each of us, and we go up higher, if we let life teach us in its own way.

I believe with Browning that "Progression is the law of life; man is not man as yet."

While this experience is not along business lines, surely it is of more importance to advance spiritually than it is to make great business strides and gain only in a financial manner.—R. M. B., Toronto.

Learn to Keep Busy

IN a certain shop where I worked, the foreman was quite busy and was not liked by some of the men, including myself. Whenever I had a certain task completed, I seemed to take a delight in running to him and asking him what to do next. Being very busy, it sometimes perplexed him. Finally one day he gave me a little talk and advice. He pointed out examples of workmen, good and bad.

Speaking of one man, he said: "Now, John there has worked here long enough to know what to do to keep busy without asking me. He seldom asks what he must do." Continuing, he pointed out others, and added: "I intended to ask the manager to raise your wages, but what could I tell him when he asked me what for? I could not tell him that your workmanship was improved, nor that you could go ahead with the work without my direction, so I had to put it off, knowing that he does not wish to increase expenses without good reason."

I never gave that foreman the credit he deserved; but the next shop I worked in I constantly kept his words in mind, and worked accordingly, and as a result I received two voluntary raises in the first eight or nine months, besides more agreeable work.—W. H. R., Lincoln, Neb.

The Power That Can

FROM close observance of another's triumphant life amidst very adverse conditions, also from varied experiences which eight shut-in years of suffering would bring, I have gathered that which I feel may help some others who are tossed about by adverse winds to hold fast to the "I will overcome" which has brought me to the place where I *know* it is possible to rise above every conflicting condition in life. To not only live, but to live *beautifully, grandly,* so that one may be a "living benediction" to every life which comes within its influence. One can rise so far above his surroundings as to draw every life it touches above mere physical existence, into a higher vibration of life, where they are really glad of life because of its (to them) new beauties of life and love.

We must put all we can *into* life, if we in turn would receive much, for like attracts like. He who so lives that by his very existence some other soul has been led to recognize the power within his own life to elevate his whole being and develop into whatsoever he will is not living in vain.

It is by growing out of the lesser into the greater that we reach up into that life-giving atmosphere which is ours by our very connection with the one Great Source of all life's powers—the recognition of which makes defeat or discouragement impossible.

To never for one moment let go of the assurance that one can accomplish, and

even can make of himself what he will, is to obtain any degree of success or efficiency he desires. I never have failed to prove the truth of this when my whole soul and will were in the desire.

Some of life's best lessons have been revealed through seeming hindrances or shadows which crossed my path, only to lead me out into a more clear light, thus proving a stepping-stone to something higher.—H. D. E., East Falmouth, Mass.

Value of Good Suggestion

AFTER reading the various incidents in "Over the Work Table," I am reminded of a little experience in my office work, a few years ago.

There were two of us girls in the office, and one afternoon the manager went out of the city, leaving the bookkeeper in charge. We girls, realizing we were without a "boss," began to talk and laugh and do everything but work. It went on for two or three hours, when finally the bookkeeper, who was then a very good friend of mine, called me to his room and said:

"Do you feel that you are earning your salary honestly? Now, see here, if you want to cut up, laugh and talk, do so when the manager is here, and not when he is away."

Of course, this coming from him, perhaps, made me pay more attention than I might otherwise have done. But anyway it taught me a lesson. After that, if I had any fun to "explode" I waited until after work hours. I found, too, that I was happier when I felt I was doing right.

I noticed the other help that came and went during the years I worked in the office, and I now find that those who applied themselves at all times to the details, and worked conscientiously, are the ones who to-day are commanding the best salaries and hold the most responsible positions.

That one little lesson taught me several. I commenced to think for myself. I noticed those around me, and, in doing this, I naturally saw their shortcomings and profited by them.

When my work was finished I helped someone else. I worked overtime if necessary. I took more interest in my work and when I left the office finally to take charge of a higher and greater work—my own home—I felt more like I was leaving a home than just a place of business.

Success will come if you apply yourself to details at all times.—R. G. C., Lincoln, Neb.

Work All the Time

AS I lost both father and mother before the age of 14 years, it became necessary for me at the age of 15 to take a position as store boy in the town of Kentville, one of the thriving and attractive shire towns in the "land of Evangeline." Up to that time I had not been in love with school life and was glad to escape therefrom into the wonderful world of business.

My duties for the first year were to make the fire, sweep, dust and carry parcels to the homes of purchasers. I liked the novelty of the work for the first few weeks, except the carrying of parcels. That appeared to me as an extremely disagreeable task; and I had in my heart a special grudge against all the customers who requested to have their parcels delivered.

On one hot day in the early summer, when I was carrying an unusually heavy parcel a long distance, I met a group of schoolboys on their way home at noon on the last day of school. Behind them came the principal, a gentleman, well dressed and of attractive appearance.

For some reason this incident recalled to my mind an event in my own school life, which I had almost entirely forgotten. Our teacher, who was an earnest, enthusiastic young man, teaching in the summers and attending college in the winters, had occasion one afternoon to detain four of us boys after hours for unprepared work. He pointed out to us the wonderful possibilities that were ahead of us; and, partly in fun, made a forecast of the future life of each boy then present. He foretold that I would one day be a teacher, likely principal of a large school, or a professor in college. He went on to make clear to us how our

success would depend upon our own efforts.

As it seemed to me to be the natural part of the teacher's duties to give the pupils an occasional lecture, his words did not impress me deeply at the time; but on the occasion of which I was speaking, they came to my mind with a meaning and force that they had never had before. I decided that very day that the work in which I was then engaged would never be to my liking; and I fully resolved that I should undertake to have fulfilled the prophecy concerning my future.

When at school I had a liking for all forms of mathematics. I, therefore, resolved to begin with the study of Arithmetic, Algebra, and Geometry. My room was not suitable for study, so I hid my books in the store, and came in the morning at an early hour, so as to finish my duties in time for quite a period of study before the arrival of the "boss." I figured on wrapping paper, empty box covers, or anything that would hold a pencil mark. I had made the acquaintance of a bright boy in the advanced class at school, and he took pleasure in helping me in the solution of problems which were beyond my capacity.

As I thus made such good progress, I became intensely interested; and was often lost in the enticing wonders of Euclid, when I should have been attached to one end of the broom or on intimate terms with the dusting cloth.

Before the end of the first year, my employer began to observe that my mind and body were not always in the same locality; and on the very last day of the year, he called me into the office, and asked me if I wished to have my position for another year. I told him frankly what my ambition was; and told him what progress I had made in my studies. He seemed greatly surprised, and advised me to return to school until the following July, and try the Provincial Examination for Teachers' Certificates.

I took his advice and became a school boy once more. How I loved it then! I succeeded in passing the examination with a good average; and spent the remainder of the summer on a farm. The following November, at the age of sixteen years, I began my career as a teacher. I have not found the vocation a bed of roses; but I have been advanced year by year until now I hold the position as principal in a city school. I love the work. I recognize the great responsibilities that rest in the hands of the teacher. "The teacher works to-day, and dedicates the results to eternity."

I have faith that I shall one day occupy even a higher position; and feel that I owe a great deal to the young teacher, who gave me a suggestion that was possibly the foundation of an ambition and determination to reach the position that I now hold. This is an illustration of the benefit of implanting a good suggestion in the minds of the young.—F. H. S., Montreal, Canada.

Give Your Best

As my parents did not have an abundance of "the wherewithal," I was early impressed with the idea that as soon as I graduated I must do something to "help along."

I reached this milestone on my highway to prosperity when barely eighteen.

From eight years of age on I was the chief purchaser of the provisions, and nearly all dry goods for the family use, and during this time my curiosity and observation taught me much. By the way, adversity is a *great teacher* and *sharpener of wits.*

Therefore, when one afternoon I entered the largest dry goods store of our village to make some purchases, and, finding the proprietor and clerks too busy to wait upon myself and other equally impatient customers, the proprietor requested me to remove my wraps and have the kindness to "help him out," I felt no hesitancy in doing so, for I was almost as familiar as he was with the names and qualities of each class of goods, as well as the location of same.

I entered into the work with so much enthusiasm and such a desire to sell goods that one customer asked me if I was a partner in the firm.

Before that afternoon was over, al-

though I had given no thought as to results for myself, I was engaged as a permanent clerk, with a salary to be twelve dollars for the first, sixteen dollars for the second, and twenty dollars for the third months.

At the end of the third month my mother became so ill that I was obliged to resign my position in order to become a full-fledged housekeeper and nurse as well, not, however, without the merchant first offering, if I would stay, to give me twenty-four dollars per month and hire a nurse for mother in the bargain.

I made it a rule while clerking to do *as much,* not *as little* work as possible for the wages received, and found that not only was it *appreciated,* but it *paid.*

My fame (?), even after so short an experience in business, seemed to have spread, for before the winter was over another merchant had applied for my services, and, being still unable to accept a position, I then really wished there were three I's. I was so *thankful* and *happy*—not *vain* and *conceited*—because I was so highly estimated.

Throw your whole soul, with its natural accompaniment—a kind word and pleasant smile—into your work, and you will not know failure.

Pride, except in its highest sense—the pride in making of oneself a noble character, and maintaining the same—finds no corner in the world of success.

Remember that rich and poor are made after the same pattern, and although they may enter the great school of life in different grades, those who entered the *lowest* may reach the highest, while those in the highest may eventually drop to the lowest—and *none* are *graduates.*—I. M., Eau Claire, Wis.

Surmounting One Difficulty

I ACCEPTED a position, at one time, as stenographer for a florist's establishment. When I took my first dictation, I was appalled by the number of unfamiliar terms, names of plants, etc., and realized that I was to use an entirely different nomenclature than before. I had learned that a business man very much dislikes interruptions in the midst of the letters, so always postponed them till the end of any letter about which I wished to ask anything. In this case, I made outlines that would suggest the sound, and occasionally wrote in longhand, something that was entirely beyond me, and in some way I managed to get through the dictation, wondering how I should ever transcribe my notes. My employer kindly furnished me with a catalogue of their stock, referring me to the index. Here I found the names of the plants, and managed to write my letters, much to his pleasure. He told me afterward that I had been less trouble to "break in" than any stenographer he had ever had. I took the catalogue to my room with me, and carefully studied the unfamiliar names, writing their stenographic outlines, till familiar with them, and this helped me greatly in future dictations.—A. W. J., Jacksonville, Fla.

Opportunity Never Waits

I ALWAYS had a good opinion of my own qualities. (I have not since had occasion to change my mind, for if you do not think well of yourself, nobody else will, either.) My strongest point was a convincing way of talking, and I gained some friends who seemed to believe in me as much as I did myself.

During the height of the wave of our recent industrial prosperity, having previously prepared myself for work of a technical nature, I secured a position in a distant large city. When I arrived there everything was strange to me, but this was soon outgrown. By constant application and earnestness I soon attracted the attention of the boss, and he took an interest in me and let me know, indirectly, that I might hope for advancement. To this indirect offer I took no heed at the time, at the same time giving him the impression that I looked for brighter prospects farther afield.

I had already formed the habit of deferring to the future things that I really felt myself capable of doing now. I took my course on the same road by which more than one failure had preceded me, and commenced to wait for bigger opportunities. The opportunity lay in the po-

sition that I held, but I failed to take advantage of it. To have climbed the ladder as my boss desired me to I should have had to shoulder much heavier responsibility and do work of a kind that I cared not much for. Why should I have chosen his way of advancing when there were many better ways of advancing? I decided to play a waiting game, store myself in the meantime with all the useful knowledge that I could obtain, and then, when opportunity permitted, to strike for a higher position in whatever field it should be offered.

However, the interest my boss had taken in me was real, and he showed it by opening wide the door of opportunity for me in a field that was rich with the potentiality of future chances, and I at once recognized it as such. I was peculiarly fitted for the job, and my "boss," who had the privilege of naming a man, suggested that I fill it.

To secure the position it was necessary for me to call on the man who would be my new "boss." I knew I was capable of filling the job, but for some reason or other I put off going to see that man. The old habit of holding off until the last moment now brought me to the greatest loss that I had hitherto sustained. By the time I had finished waiting I found that the prized position had been filled.

I did not think much of the loss at the time, and I reassured myself with the thought that another "job" of equal or better value would soon present itself, but it failed to materialize. I continued to play the waiting game at my old place.

After this incident the "boss" naturally lost interest in me. Then I commenced holding myself more aloof from him than he did of me. The result was that I lost favor rapidly. By this time things had drifted so far that it was impossible for me to regain my old standing of confidence with my employer, and I found it would be necessary for me to find a new position of some kind as soon as opportunity offered.

It was in the fall of 1907. Money got scarce and new "jobs" scarcer. This didn't worry me much yet. I thought it would last no more than a month or two, and that I could still hold onto my old job in the meantime.

My dream of getting a job with another firm never came true, for that time at least. Try as I would I found that the great majority of firms had all the men they needed, and I could find no opening anywhere for myself. After about one-half of the men of our place had been laid off, I also was informed that my services would not be required for an indefinite period.

Had I taken immediate hold of the opportunities as they presented themselves things would have been different. I have since found an opening wherein I expect to develop the best that is in me, but I will never forget the lesson that I bought so dearly—to be patient with reason, but not to be such a "waiter" as to allow opportunity to outstrip me. It is an old saying that "time and tide wait for no man," and I can add from experience that neither does opportunity.—J. W. C., Lebanon, Pa.

Finding Oneself

COMPARATIVELY few of us earn our living by the work most congenial to each. Ask the clerk in the department store what he would do if he could have a choice. He would possibly say that he had always wanted to be a doctor, but, owing to his father's death, etc.; while the young lady next to him would make answer that if Aladdin's Lamp is still in working order, she would like a job on the stage; felt she had talent, if she had only a chance to try. Put the same question to any number of workers in any business, and very few will say they are satisfied with their particular vocation. Until recently I said the same. I escaped by "finding myself."

I earn a fairly comfortable living in one of the professions, but my ambition has always been to be a playwright. During the last five years I have struck off scenario after scenario, have written the first act in full, laid it aside; to start another on possibly a different theme, to get as far as the first, when that, too, would be shelved, to be taken up again when I felt like it, usually at a far-distant time.

About a year ago I woke up to the fact that I was just drifting, and I certainly felt like a derelict as I sat down and determined to come to an understanding with myself. The trouble with me was that during the time my work was laid aside. I was continually harassed by a feeling of unrest; something always nagging me to take it up again.

I took careful inventory of the little I had accomplished and my ability to do more. I found what I thought and yet believed to be some valuable matter among my dramatic "junk." When it came to my mental equipment for further work, I found I had absolute faith in the ultimate success of my work, provided it was carried through to the finish. My weakness lay in the execution of my plans. Procrastination, lack of will-power to concentrate—seemed to be the chief snags in my road to success. I started then and there to focus my whole attention on my work for a given length of time. I can "report progress." New avenues of thought constantly open up, my plans are developing. I feel in harmony with myself.

—A. A. C., Philadelphia, Pa.

A Big Step in Accomplishment

WHEN quite a young man, I moved from a small country place into town. At that time I possessed practically no education, nor did I have any particular aim in life; much less an ambition. I was contented to drift, doing whatever odd jobs I could obtain. Finally I got permanent employment, driving an express wagon, at the large sum of $1 per day.

I followed in the footsteps of many a young man without realizing to the full extent the responsibility I was assuming, and was married during my first three years' stay in town. A dear little boy came to bless our home. He was our comfort, but as I soon realized also, an added expense.

One morning my wife asked me for some money wherewith to buy some clothes for our little boy, but dad had no funds—it was near the end of the month and the month's salary all gone. What was to be done? I assured wifey cheerfully: "Yes, you shall have the money to-day," but it was not with a cheerful heart that I left home that morning. I had to have money and so borrowed $5 from a friend. But all that day and night I did some hard thinking, and then and there realized that I must do something more than drive a wagon in order to be able to properly care for my loved ones. But what else could I do?

It seems that it must have been an inspiration. I thought I might do bookkeeping. Then I said to myself: "That would be very good, but you cannot write well enough, and then again, you don't know how to keep books." Then the answer came subconsciously: "Oh, but you can learn; others have learned and are learning."

Surely where there's a will there's a way! Whenever I found an envelope addressed in a good business hand, I took it home and in the evening practiced writing. Then I bought a $1 book on credit, and with its aid began the study of bookkeeping in earnest.

One day, while on regular duty for the express company, I delivered a wagonload of merchandise to a wholesale house. There I found the superintendent of the concern packing and nailing up boxes. He informed me that his shipping clerk had deserted him. I saw that here was my opportunity and immediately asked for the position. I was told to come and talk matters over that evening. I went and made satisfactory arrangements, agreeing to begin work the following Monday at a salary of $30 per month.

While this was not more than I was receiving from the express company, I realized the possibilities of the new position in the near future.

I began my new duties early Monday morning. I worked with all the energy I possessed from early morning until late at night. I served the concern seven and a half years faithfully, and when I left them I was serving in the capacity of head bookkeeper and buyer at a salary of $1,200 per annum, which was quite a sum measured by the standards of that small town.—G. M. F., Richmond, Va.