

THE SEGNOGRAM



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The Best Magazine

SEGNOGRAM PUBLISHING COMPANY
LOS ANGELES CAL.



HURRY IN YOUR ORDERS!

Readers of *The Segnoqram* who took advantage of the opportunity we gave them last year to get the choicest Ripe California Olives, delivered at their door, for less money than they would pay for a poor grade of green olives at their home grocers, will be delighted to know that we have this season secured something even finer for the Christmas trade. Realizing what a treat it would be to our people, and knowing how you would appreciate it, we have arranged with Bishop & Company, of Los Angeles, the largest preservers and crystallizers of California fruit in the Golden State, to supply us, and we can deliver at your postoffice address, in handsome, artistically designed boxes—two pound, one pound and one-half pound sizes—the most delicious California glaze prunes and crystallized fruit confections ever prepared for the market. And we will do it for the Christmas season at a price that you will be delighted with.

It is only in California, where the variety of fruits is so large, and where every fruit attains perfection, that it is possible to put up such a product as Bishop's Crystallized Fruits. Only the finest, selected fruits such as Figs, Apricots, Nectarines, Pears, Oranges, Cherries are used, and they are most carefully crystallized with pure sugar. They are deliciously good, a unique dainty and typically Californian.

Bishop's California Glaze Prunes are the finest prunes of California picked from the trees at their ripest stage and put through a sugar-curing process requiring more than three months to do it. Then they are pitted and the pit-hole filled with the rich minced meats of California grown English walnuts, the finest preserved ginger or the choicest apricot crystals. The prune stuffed in this way is more tempting and dainty than any confection, and is a typical California product. The Bishops claim that this is the finest thing they have ever prepared for the market. They are the only people in the world who prepare the prune in this delightful way. Few visitors to California return home without either taking with them or sending some boxes of these delicious fruit confections.

Now, we know that all of our readers cannot come to California, and so we have prepared the way for them to give their friends at Christmas tide a box of California's finest candied preparations.

The accompanying cut is a fac-simile of a pound box of glaze prunes, just as it will arrive on your table. The boxes of crystallized fruits are equally attractive. The designs are burned in the wood, and embrace, besides the views of the Old Mission, handsome colored productions of the California Poppy, and the brilliant Poinsetta, California's Christmas flower.

Don't bother your tired head about what to select for your friends for Christmas. Get something that you know will please. Why not order a box of delicious glaze prunes or crystallized fruit for each friend you have in mind? Nothing would please them better, and the cost will not be nearly so great as if you would attempt to get something to please them in other lines.

If you prefer to do so, you may send us the names of the friends you wish to remember, and we will mail the fruit direct from the packing rooms, with your compliments. Thus you will be relieved of all the trouble of handling.

Listen: Sit down NOW, take your pencil and calculate the number of two pound, one pound or one-half-pound boxes you will require, and let us know. We will hold them for you; then, any time before the first of December you may write us instructions for shipping, together with a money order for the amount of the purchase, and we will see that the fruit reaches you or your friends on or before Christmas Day.

These are the prices, mail or express charges prepaid by us; Crystallized Fruits, your choice, one pound box, 75c; half-pound box, 40c. Glaze Prunes, one pound box, 75c; half-pound box, 40c. Yours for "the best yet,"

THE SEGNOGRAM PUBLISHING CO., Los Angeles, California.

THE SEGNODEGRAM

Volume V.

December, 1905

Number 3

Are You a Bubbler?

When you hear the lid of the tea kettle rattle you know there is something doing on the inside. The water is bubbling. It is in a commotion—heated so hot that it cannot keep still.

From this very ordinary circumstance—witnessed every day in the home kitchen—we may draw a most important lesson.

The man whose enthusiasm makes him heard, is the man the world wants to boost into a higher position.

There is a position waiting for every man who is not afraid of the rattle of his lid.

Great corporations have high priced men on the lookout for the man who, like the kettle, sings in his work. Every department of every business needs him.

An enthusiasm that bubbles over will carry the man right to the place where he belongs. No power or combination of powers can hold him back.

Does your lid rattle?

Home Sweet Home

Words that Touch the
Lives of All of Us.



They say the world is round, and yet
I sometimes think it's square;
So many little hurts we get
From corners here and there.
But one sad truth in life I've found
While journeying to the West:
The only folks who really wound
Are those we love the best.

The man you thoroughly despise
Can rouse your wrath, 'tis true;
Annoyance in your heart will rise
At things mere strangers do.
But those are only passing ills;
'This fact all lives will prove
The smarting wound, which aches and thrills.
Is dealt by hands we love.

The choicest garb and sweetest grace,
Are oft to strangers shown;
The careless mein, the frowning face,
Are given to our own
We flatter those we scarcely know;
We please the fleeting guest
And deal many a thoughtless blow
To those we love the best.

Love does not grow on every tree,
Nor true hearts yearly bloom;
Alas, for those who only see
This truth across the tomb;
But soon or late the fact grows plain,
To all through sorrow's test;
The only ones who give us pain
Are those we love the best.

To be imbued with the spirit of helpfulness is the greatest blessing a man can have. There is no trait that one can acquire which adds so much to the character, and none that contributes more happiness and comfort to the world. The helpful person is worth a dozen who do not know how to help. In the community, the business house or the home, his presence is felt, and in every condition of life he has something to offer that will aid somebody in some way.

In every act of helpfulness there must be the absence of selfishness. It is this that makes the helpful person of real worth. A selfish individual cannot be of great service to the community or his associates, because he will always be found looking after number one first, last and all the time. And where this spirit predominates in the home and the community, the spirit of helpfulness cannot live.

Generally speaking, man does not excel the monkey in exercising the spirit of helpfulness. Indeed, in some respects, man might learn

something from the monkey to his own advantage.

We are told that in the native haunts of the monkey, they live in organized colonies, regulated and governed something like civilized man, and that in these colonies there is to be found the exercise of a spirit of helpfulness that excels even that of our boasted civilization. The monkey swing bridge is an example. When a colony of monkeys has to cross a stream, the stronger males of the colony are detailed to run a bridge across. Climbing a high tree close to the river bank they entwine their tails about each other—monkey to monkey—until the string is long enough to reach across. Then they swing over and make fast to a tree on the opposite bank, and over this living bridge the weak males and the females and baby monkeys are carried. When all have crossed, the bridge gang swing down and the whole colony is safe on the opposite bank.

This, it seems to me, is a splendid example of helpfulness. By helping all, each is individually helped. There is a linking together in one mighty chain; every link of which is dependent on the other and the safety of the colony depends upon every link. The reward of faithfulness is the safety of all.

In the human family we have seen the same thing tried. We have seen the father and mother stand shoulder to shoulder in the home and bravely battle for the welfare of the little ones; and as the boys and girls advanced to manhood and womanhood we have seen them step unselfishly into line and lend a hand to lighten the burdens of the parents and each other. The result brought progress and prosperity to the home. There was a linking together of interests and ideas that forbade disloyalty to enter, and carried all high upon the crest of prosperity's wave.

The same principle has been observed in small and large communities, and the same results have been observed.

It is not necessary to tell of the hundreds of homes that have been wrecked and ruined by the disloyalty of one parent of the family to the other. They lie scattered about on the shores of time like wreckage on the beach after an ocean gale, a sad testimony to the selfishness of man and the infelicity of woman.

"Learn of the ant, thou sluggard," said

Solomon. "Learn of the monkey, oh, man," says Reason.

What nobler trait of character can we find in man or woman, than that of charity? In it is embraced all of love, patience, peace. It links one to the other and all to the Great Whole as no other thing can; it overcomes contentions that otherwise would wreck the home, it inspires the weak to be strong and upholds the strong in their weakness.

Without charity, how unprofitable is the man though he boast of every other good quality. What cares the mother for the daughter's purity and high mindedness, if she be querulously fault-finding and cruelly cynical about the home? What is it to the mother, however good others might speak of her son, if she is ignored, slighted, and thrust aside by him in his selfish search for the society of others more congenial.

It is charity in the home that welds the hearts together and makes the family stand as one person, solidly bent on doing for each other what each would do or have done for himself. All of us recognize how easy it is to please our acquaintances when they call upon us, and how ready we are to make them happy, but when they are gone how prone we are to fall back into the rut of indifference,—“the careless mein and frowning face,”—as the poet has put it,—“and deal the thoughtless blow to those we love the best.” Happiness produces happiness. When we radiate it, it reflects back upon us. Thus do we get happiness by giving it, and in no condition or association of life so much as in the home. The family circle is sacred. It ought to be made the happiest place on earth for us. We have no right to make claim to having a home if we are selfish, careless and indifferent about the happiness of those who make it.

This is a plea for the home. The Segno-gram goes into twenty thousand homes each month. We do not know of a more important institution than the home, or one so prolific of good. And yet we know, as you, dear reader, know, that even in our own experience we have seen the home sadly neglected,—so neglected that it is changed from what it ought to be to a cheap, ill-kept boarding house, where sons and daughters come and go at pleasure without let or leave and with no regard for the convenience or the comfort of the mother, the better part of whose life has been spent to make it a haven of rest for them.

We cannot, as an intelligent body of success people, put too much thought upon the place we call home, and those who make it.

The character of the man is shaped by his treatment of his home—manliness, frankness, and charity exercised there will make him a better citizen to the community in which he lives and to his country.

When you seek to know the character of the man with whom you are to deal, get an unbiased opinion of his conduct in his home. By it, you can measure his calibre better than by any other rule.

YEARNING

O soul of mine! why doth thy quivering wing
Aspire to pass majestic eagle's flight,
Or mount the air as e'en a heaven-born thing
That far above the clouds would bask in
bright

Eternal sunshine? Though the day be drear
And thy flight limited to earthly bound,
Thy song with heavenly note, transparent,
clear,

May flood the woodland, or the plain around.
Till all the vibrant music of thy voice,
Pregnant with ecstasies of humble cheer,
Shall waken echoes, bidding hearts rejoice
Beneath the pulsing thrill—Interpreter,
Then rest, O soul, nor seek to wing too high,
But rather soothe with song the sorrows ever
nigh. Isobel Rife.

BABYHOOD

As, just before the dawn,
When Nature, half asleep,
Rouseth herself drowsily and searcheth for
the day,
So doth the new-born babe,
In earliest infancy,
Unwittingly begin the quest of childhood's
dawn—

The threshold of Eternity.

Frank Lawrence Embree.

DAD RIGHT HANDY

The Preacher: What's this—fishing on Sunday? I shall tell your father at once!

The Urchin—Yes, sir.

The Preacher—Where shall I find him?

The Urchin—Over there by the fence, diggin' some more bait.

GOOD HABIT TO GET

Get the habit of being kind, which is the most beautiful, beautifying habit that it is possible for any human being to cultivate; it is the sunshine of life, to which love is the air, sympathy the moisture and happiness the flower.

The Day of Days



What Christmas Day Should Mean to Us

December—the Christmas month—brings with it so many treasured recollections of the happy past, that we cannot allow it to pass without putting on paper some thoughts that come to us as we contemplate what the event we commemorate at its close means to us, as individuals and as a people wont to serve the Living God.

Christmas Day should be the happiest of the year to all mankind. Whether it be observed to commemorate the birth of Jesus Christ as the son of God, or simply to honor the Man of Love, whose beautiful lessons of service will never be forgotten, it should carry with it the love of simplicity that was so characteristic of the man whose inception we hold dear.

A study of the life of Christ, from whatever side we view it, proves him to be the only ideal man that ever came to earth to work as other men; to feel with them, and to suffer for them.

The simple manliness of him was enough to make him divine, even if he had no other clutch upon divinity. He touched hearts with men, and, touching hearts, he was more than a match for their heads. Only a carpenter, yet did ever man speak like him?

Gentle, kind, yet never weak; bold when justice demanded; always fair and honest, frank and free—pure as the flowers that bloom on the hillside—tender in his love as a mother toward her babe. Never was man more true in his conduct toward other men. And yet, was ever man so misunderstood and abused? Did ever one offer so much for so little?

He placed manhood on a higher plane than it ever held before, and no man, before or since has pointed his fellows to so high an ideal. No man ever presented his case more fairly, nor argued it so wisely and so well.

Christmas should mean more to us than merry stuffing. It should mean more than present giving. It should mean more, even, than the commemoration of the birth of the Man of Sorrow. It should mean all this, and more; it means that, whether we believe all that orthodoxy teaches of the divinity of Jesus or not; whether we live the Christ life, and accept his teachings as of God; we yet confess by our very merry making that we have need of a saviour and are glad because he came.

But why should we not live the life of service that he lived? You have noticed, of

course, how happy all people are at Christmas time. Did you ever stop to consider the reason for this happiness? It is very simple. Happiness comes with service. At Christmas time we open the doors of our hearts and let love out. The Giving Spirit takes hold of us. We put love into our neighbor's stocking and Happy climbs into his heart—and ours.

The little girl who spent all her pennies in buying paper and a postage stamp to write to her grandmamma and say: "I love you, dear, grandmamma," teaches us as Christ taught the secret to all happiness. We enjoy ourselves at Christmas time, because custom then gives us the opportunity to express our love for those we love. How sad it is that man should wait for Custom to tell him how and when to give that which makes the world so happy!

Too many of us are cowards in this matter. Love will make its own opportunity if we are brave enough to be true to it. But we are seldom frank with love, and that angel of happiness does not enter our lives as it should. We are better at Christmas time than at any other season of the year. Giving our best always makes us better. Loving will always make us loved. It is small importance the monetary value of the gift, if back of it there is love. Rather take a candy from the sticky fingers of a little child, offered in the simplicity of an open heart, than receive from the hand of Avarice the pot of gold.

What heights of joy we miss by our failure to appreciate the blessedness of this privilege of giving! Some day we will be wise enough to make every day Christmas, then our lives will be as divine as was that of Christ.

Letters to Santa Claus

As Christmas Day draws near and the children are entertained with delightful tales of the Mystic Present-Giver, our thoughts go back to the little ones and we seem to live over again the days that are the brightest in child life. Already the mail pouch in papa's coat pocket is receiving letters written in a scrawling baby hand from Bessie and Will and Bob to Santa Claus. Here are two fresh in our memory of early days:

"Dere Santa Close: Me an' Hank is raisin' chickens. All our'n is goin' to be hens. We want a rooster, 'cause Unkel Bob says hens gets awful lonesome without a rooster. Please

bring us a rooster. We want one wif fethers on him and a red tail. A tin tail will do if you kan't get one wif feathers. Unkel Bob says it don't make much difference about his tail nohow, so long as the rest of him is all rooster.—Bessie."

"Dere Santa klause: Unkel Dick an' Pa goes hunting for geese an' ducks an' bares. I want to go wi 'em when they goes, but they says its too fur. I want to hunt lady bugs an' grass hoppers so I kan fish. I wisht you'd bring me a laik wif ducks on it and fish in it, and botes around the shore. Set it down in our back yard by the horse troff, an' put the bares on the other side of our back fence.—Sussie."

CALIFORNIA BEAUTY

Waud some power the gift t' gie us
T' Leave oursel's as ithers see us.

And now comes a college professor, than whom there can be no better authority, the ladies say, and he shows us by an anthropometric table that the California girl has "nearly twice the leg strength" of an eastern girl. This is important. Give a girl leg strength, and she will quickly develop the mentality to cope with it. And in addition to her leg strength, the professor says she has a lung capacity which is ten inches greater than that of the Wellesley girl.

While the judges in the recent New York Physical Culture show were awarding a Los Angeles beauty third place, Professor Magee, of the Berkeley University, gives us the facts and figures to show how physically superior the California girl is to the girls born and raised in the east.

"It has been proven by statistics of native-born California girls of the age of those who attend the large private schools throughout the State," says the professor, "that the California child is not only taller, but heavier and stronger than the eastern child of the same age. A study of measurements taken under my supervision of children attending the above mentioned schools show that the native-born girls average better than those attending the same schools, but born elsewhere, while all show better measurements than girls of the same age attending the same class of schools and seminaries in the eastern part of this country. So it is not surprising that California girls of more mature age should maintain their superiority."

Having clearly proved that California is the "true home of feminine beauty," the logical deduction is that all women—mothers and

prospective mothers—wishing to elevate the external standards of the race, should lose no time in immigrating to this favored section of the country where, as the Berkeley professor assures us, "the assistance of men in providing family support is a luxury rather than a necessity."

Of course, it is the superior climate that is mainly responsible in bringing about the results so delightfully set forth by the Berkeley professor. As he further explains:

"The growing animal is as sensitive as the growing plant to climatic conditions and changes. The extreme cold of the east has undoubtedly the effect of checking the growth of the people there just as it does the growth of the vegetable world. The mild winters of California allow the growth to continue uninterruptedly all the year around. While in the interior the extreme summer heat would seem somewhat severe, the coolness of the nights provide that season of rest which is absolutely essential to the health of the growing girl. A very important reason depending directly on the climate is that California girls indulge in much more out-door exercise than those of the eastern States. In no other place in the world do girls habitually take such delight in real mountain climbing and camping as in California."

But, in the face of what the professor says, what are we going to do about that old belief to which the eastern girl always gave ready assurance, that the girls of the colder climate were more robust, clearer complexioned and sturrier voluptuous? Are we to deprive the boys of the east even of this prop?

Professor Magee does not say anything about the men of California. But, never mind the men. As another has said, "their coming is a mere incident. What California wants is the women, the future mothers of our girls, to partake of the benefits of this unsurpassed climate until coming years shall yield to the Pacific Coast the proud prerogative of rearing the healthiest as we already do the most beautiful women in the world.

A FEW DEEP BREATHS

"The simplest way to keep warm after exposure to cold," says All Heil, "is to take a long deep breath with the mouth firmly shut. Repeat this several times until you begin to feel the heat returning. The long breath quickens the pulse and thus causes the blood to circulate faster. The blood flows into all parts of the veins and arteries and gives out a great deal of heat.

Mental and Physical Culture

By AUMOND C. DAVID.



A System of Training the Little Ones.

Aumond C. David, of 993 New Hampshire street, Los Angeles, Cal., has originated a system of child culture that ought to appeal to every reader of THE SEGNOGRAM. To demonstrate the necessity of developing both the



EXERCISE 1

mental and physical part of the boys and girls in the earliest growth of babyhood, Mr. David has prepared a very comprehensive system of exercises, which he illustrates in a handsome booklet of sixteen pages, 9x12 inches, with 25 illustrations, which he is offering to the public at the phenomenally low price of 40 cents.

By special permission of the author, THE SEGNOGRAM is enabled to give the first installment of the complete course in its home department this month, and we will follow it with an installment each month until the course is published in full. Prefacing his lesson course, Mr. David says: "Each exercise, physically, is for the development of some particular set of muscles, as will readily be seen. Photos will be numbered for convenience sake. The child is three years old, and has had the exercises occasionally since the age of three months; that is, several months perhaps at a time; then, when occasion demands absence, there would be rests necessary

of course. However, the same result can be obtained with any child if enough patience is mixed with the hope that lies before one's labor with the little ones along this line.

"At the very early and tender age, it is necessary to give but the simplest muscle exercises, omitting the joint strains entirely, except, perhaps, the arm straight lift and that of the two feet held by the ankles once or twice in succession. Great caution is necessary, of course, in governing the teacher's enthusiasm before visitors, especially if the child is not started at early infancy in its exercises; for the simple reason that those unfamiliar with the work will not think to control the wishes of the child, the result may prove a permanent drawback to normal development of both mind and body.

"At the age of 1, I would recommend exercises number 1, 3, 4, 8, 10, 12, 17, 19, 25.

"At the age of 2, exercises number 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 19, 20, 21, 22, 24, 25.

"At the age of 3, exercises to be shown in all photos, as directed by common sense, being definite though variable.

"Exercise No. 1 is with her live natural pet, out of doors whenever the sun is shining; not being particular as to weight of clothing, or the use of hat, but plenty of shade provided with swing beneath it for fun after the exer-



EXERCISE

cises are given, which occur just as soon after rising as convenient. If breakfast has been indulged in, the mental exercise is given first, as soon as she is ready; if she has not had the meal, the physical exercise; since the latent

vitality must not be taxed too heavily at any one time.

Exercise No. 2 is taken by placing two pillows on the fronts of two chairs facing each other; place head and heels on these and lay dumb bells on stomach for directing the attention to muscles being governed. A block in each hand will keep attention off itself to some extent and make the exercise more ef-



EXERCISE 3

fective, because of variety in things to watch, with the mind's eye-insight. The distance of opening between the chairs can be regulated to suit the strength of the neck, back, knees, ankles.

Exercise No. 3. Child holding thumbs, is raised and carried from one part of the bed to another, meanwhile holding forward the feet, with the head back, or head forward with feet back, or both each way, or allowing the little one to spring up and down with great care of the relaxed back muscles. This can also be varied to the left hand and left foot; the two feet, the right foot and right hand, thus going around the body lengthwise.

Exercise No. 4. Taking each foot in a hand, hold right and pick up left giving slight strain each time, counting ten kicks thus; reverse feet and count ten; alternate by single count to ten. For variety allow her to hold onto the knees, if she wishes, and raise the body as the foot descends. Both feet to five counts, also with return of body by holding knees with arms if desired; relaxing neck in

the latter case and twisting the head from side to side, by word of mouth only, according to desire of child. Place your hand on both feet, hold firm, and request child to raise straight upward to sitting posture; with or without sidewise dip for support of elbows to assist in rising; also have child's arms folded tightly about doll to keep attention of reasoning mind off work, while instinct directs the effort to obey voice of teacher.

Exercise No. 5. Have child stand on head and toes, with hands drawn up as shown, as far as possible; then, at gentle request to come over on all-fours, will tense the stomach muscles and by the support of hand turn as desired, bringing the head out forward. For variety, place dumb bells upon stomach and remove hand from beneath the little back for an instant to give it self-confidence in the exercise. The reader will readily see the various muscles which are brought into play, and we may do away with the scientific names in connection with them. Three of these slow flips are sufficient for exercise at present age of this child.

Exercise No. 6. Is particularly for establishing confidence in child. She finds she is able to hold herself in varied angles without



EXERCISE 4

fear of slipping, the hands being held horizontally, backward, up and forward as the fun progresses, the head being held naturally as instinct dictates. For variety, the knees may be allowed to bend clear downward, or the

trunk forward, touching the teacher. The little one will generally be tired enough after this exercise of about six counts to drop the blocks and throw her arms around the teacher's neck and rest there for a couple of minutes, while she is rocked in an easy rocker with light blanket thrown over her. She may go to sleep during any of these rest spells, when the fun will be postponed according to the rightful demands of nature. To be indulged in at any time during the day again, though regularity is best for such exercises, with plenty of change and variety along the same lines of muscular action.

Exercise No. 7. For variety of ankle exercise, being lifted upward and downward while she swings arms with blocks in various directions. From this position head should be placed against stomach of child and with tense knees and hips brought to standing position before face of teacher, this causes great glee and enjoyment in the effort to come over without falling off your head, and directs the mind in its instinctive government of the vitality to both legs equally, and to the back and stomach muscles.

Exercise No. 8. Is the conclusion of walking from floor, teacher holding wrists of the child as she places her feet against his body in ascending, holding herself in a horizontal position, directly in front of him. Standing on the upper chest of teacher for balance and poise of entire physique. The journey upward is of great interest, and often demands several trials before mirth subsides sufficiently to allow her to gain control of the muscles brought into play throughout the exercise. This idea of personal control under difficulty being brought out more strongly as the lesson progresses, almost wholly by the intuition of the child's nature, with an occasional suggestion of its teacher; whose patience must be elastic, to insure success of the growth of internal forces in the child, in place of giving it external thoughts, and thus causing its dependence on other minds for results.

THE UNIVERSE IS ALIVE.

Luther Burbank, California's grand old man who is revolutionizing our knowledge of plant life by wonderful creations such as white blackberries and spineless cacti expresses himself as follows:

"My theory of the laws and underlying principles of plant creation is, in many respects, diametrically opposed to the theories of the materialists. I am a sincere believer in a higher power than that of man. All my in-

vestigations have led me away from the idea of a dead, material universe, tossed about by various forces, to that of a universe which is absolutely all force, life, soul, thought, or whatever name we may choose to call it. Every atom, molecule, plant, animal, or planet is only an aggregation of organized unit forces held in place by stronger forces, thus holding them for a time latent though teeming with an inconceivable power. All life on our planet is, so to speak, just on the outer fringe of this infinite ocean of force. The universe is not half dead, but all alive."

ROUMANIA'S GOOD QUEEN.

Carmen Sylvia, the literary queen of Roumania recently celebrated her 60th birthday. To commemorate the occasion she opened a refuge for old persons and invalids, which was erected and equipped at her own expense. One hundred inmates were admitted on the first day, and the Queen addressed the gathering, publicly thanking God that, on the threshold of her old age, he had given her the inspiration of extending her hand to the other old poor, poorer than she.

An Unnatural Death.

A man applying for life insurance was asked by the examiner whether his father died a natural death.

"No sir," was the reply, "he had two doctors and a trained nurse."

LIFTING UP THE LITTLE ONES.

The effects of child labor in the south today are infinitely worse than the effects of negro slavery in the days agone. Sometime ago, Elbert Hubbard visited the cotton states, and he wrote about what he saw in the cotton mills there. We have no record that he ever went back. And, since the good man is still writing good things from his East Aurora workshop, we have good reason to believe that he never did.

We quote what he says of his trip: "The infant factory slaves of South Carolina can never develop into men and women. There are no mortality statistics; the mill owners baffle all attempts of the outside public to get at the facts, but my opinion is that in many mills death sets the little prisoner free inside of four years. Beyond that he cannot hope to live, and this opinion is derived from careful observation, and interviews with several skilled and experienced physicians who practice in the vicinity of the mills.

"Boys and girls from the age of six years and upwards are employed. They usually

work from six o'clock in the morning until seven at night. For four months in the year they go to work before daylight and they work until after dark."

"At noon I saw them squat on the floor and devour their food, which consisted mostly of cornbread and bacon. These weazened pigmies munched in silence, and then toppled over in sleep on the floor in all the abandon of babyhood. Very few wore shoes and stockings; dozens of little girls, of, say, seven years of age wore only one garment, a linsey-woolsey dress. When it came time to go to work the foreman marched through the group shaking the sleepers, shouting in their ears, lifting them to their feet, and in some instances kicking the delinquents into wakefulness."

And then he tells what these babies do:

"These toddlers, I saw, for the most part did but one thing—they watch the flying spindles on a frame 20 feet long and tied the broken threads. They could not sit at their tasks; back and forward they paced, watching with inanimate, dull look, the flying spindles. The noise and the constant looking at the flying wheels reduce nervous sensation in a few months to the minimum. The child does not think. He ceases to suffer. Memory is as dead as hope; no more does he long for the green fields, the running streams, the freedom of the woods, and the companionship of the wild, free things that run, climb, fly, swim or burrow. He does his work like an automaton; he is part of the roaring machinery; memory is seared, physical vitality is at such low ebb that he ceases to suffer. Nature puts a short limit on torture by sending insensibility."

"If you suffer, thank God!—it is a sure sign you are alive."

How sad to contemplate the mental calibre of the thing acting in the capacity of foreman of these little bundles of misery; and how shamefaced it makes one feel to apply the name of father to the brute incarnate who is responsible for their being there. Of him, Mr. Hubbard says: "The head of the house stays at home to do the housework, and, being a man, of course, does not do it. He goes to the grocery or some other loafing place where there are other men in the same happy condition as himself. Idle men in the South as elsewhere, do not feel very well they need a stimulant, and take it. The cracker (that's the father) discovers he can get whiskey and pay for it with an order on the company. He is very happy, and needless to say is quite opposed to any fanatic who would like to interfere in his family relations."

Negro slavery was bad in spots, but it was not bad all over. Child slavery is bad all over. It is said the Cotton Kings have such control of the legislative bodies in South Carolina, that it is impossible to get a bill forbidding or regulating child labor through the houses. But there are loyal men and women in South Carolina as elsewhere who have been trying for years to force the state to put its foot upon the neck of this crying evil. Some day they will succeed, for Right must prevail. Seemingly they fight alone, but they are not alone, for the great, throbbing mother-heart of the world has but to know of their work and learn of its need to be one of them.

For Those Who Try

Sure of success are all who try,
Unless they let the time slip by;
Content to let their gifts lie waste,
Constant to no plan. Let them taste
Energy, faith, and cheerfulness,
Soon life's best meaning they'll express,
Swiftly attain our goal—SUCCESS.
Violet Defries.

Felt 'Em Moving

Mrs. Jones (to the doctor)—Glad to hear your patient's gettin' better. That typhoid fever is a terrible disease. Why, when my girl had it and I laid my hand upon her stomach I could just feel them germs move; them's the things that perforate."

With the Cow Punchers

A young lady visiting for the first time in the country was alarmed at the approach of a cow. She was too frightened to run, and, shaking her parasol at the animal, she said, in a very stern voice:

"Lie down, sir! Lie down!"

Terribly Risky

A secretary of a fire insurance company tells of an old woman who called on an agent to arrange for insurance on her house and furniture. "We haven't had no insurance for five years," she explained; "we hev jes' been dependin' on Providence; but I says to my old man, I says, that's terrible risky, says I."
—*Tit-Bits*.

MY DAILY TASK.

All who read "My Daily Task" by G. W. Hendricks, in this issue, of THE SEGNOGRAM, will be pleased to learn that the author is applying for a copyright and will have the delightful little poem printed in panel form for hanging as a motto in the room. Any member desiring a copy to give as a Christmas offering, will write Mr. Hendricks, at Riverside, Cal., for particulars.

MENUS



Contributed by E. E. M.

FIRST MEAL

Oranges.

H. O. Strawberries and Cream.

Blackberries.

Tomato Sandwiches.

To prepare—Boil H. O. for 15 minutes, slice strawberries, and pour cream over.

SECOND MEAL

Cream Asparagus Soup.

Maccaroni Pudding.

Swiss Eggs.

Water Melon.

Assorted Nuts.

Cook asparagus in $1\frac{1}{2}$ pints of water and a little salt; when cooked add one pint of rich milk, then put the yolks of two eggs and a gill of cream, and one tablespoonful of olive oil in a basin; pour soup over it, then put back into the stewpan a few moments, but not to boil. Serve very hot with croutons.

Maccaroni Pudding—Boil maccaroni in water 20 minutes; well drain it, then cut up into inch lengths; put in pie dish; beat three eggs well; add 1 pint of milk, a little cinnamon and nutmeg. Bake until set.

Swiss Eggs—Well oil a flat dish, put thin slices of Cheddar cheese on it; sprinkle with nutmeg and mignonette pepper and a little salt; break eggs on dish, put piece of butter on each and a sprinkle of grated cheese; put into the oven to set.

HINTS ABOUT EATING

The majority of people never stop to think that the stomach is anything more than a receptacle for things that have been chewed. They get hold of something that tastes good, and swallow it into the stomach to get it out of the way, so there will be room for something more. That might be all right if the stomach were a garbage box that could be carried off and emptied; but nature intends the stomach for another purpose. We are constructed of what we eat. We should stop to think of that. We should be careful what we swallow, for it becomes our brain, heart, limbs, blood; and if we are to have good blood, clear brains, sound minds, sturdy legs, and strong arms, we must eat food that is capable of making that sort of tissue.—*Good Health.*

The nutritive value of any fruit depends chiefly upon the starches and sugar which it contains. Dates, plantains, bananas, prunes, figs and grapes contain the most starch and sugar and therefore are the most nutritious foods. Cherries, apples, currants, strawberries and grapes contain considerable vegetable acid, making them valuable as blood purifiers.

Grapes and raisins are nourishing and fattening and apples eaten daily insure clear, bright complexion.

The girl with the sallow complexion will do well to eat oranges. Not one orange alone at breakfast time, but four or five each day. This works wonders.

APPETIZING APPLE DISHES.

The apple is rich in phosphoric acid, is an excellent brain food and a promoter of digestion. This should cause us to consider the apple as a most desirable fruit upon our table, and when we take into account its keeping qualities and its being a general favorite with nearly everyone, surely, we must place the apple first in rank among fruits.

Jessie S. Pettit Flint has prepared simple recipes that will please everyone interested:

APPLE OMELET—Make a plain omelet, and when ready to fold, cover well with flavored apple sauce; fold and serve immediately.

APPLE OMELET (No. 2.)—Separate four eggs; beat the whites and yolks separately, then put them together and beat again, gradually adding two tablespoonfuls of powdered sugar. Oil a hot omelet pan, pour in the mixture and cover; when it begins to thicken, spread over a layer of apple sauce. Fold, turn out and serve at once with powdered sugar.

Prepare a plain baking powder biscuit dough and bake in a thin sheet. Split and butter and cover the lower half with well flavored apple sauce, seasoned to taste. Put on the top crust and cover with sauce, giving a sprinkling over all of finely shredded cocoanut. Serve with a piece of cheese. If baking powder is objectionable, also the labor, take wheat biscuit, split, toast and cover with apple sauce, using some fine flakes as a top crust and sprinkling over it with cocoanut.

APPLE POTPIE—Pare and quarter half a dozen well flavored, rather tart apples; put

them in a granite kettle, sprinkle over them a little sugar, with a dash of nutmeg and cinnamon; cover them with a shortcake dough and pour into the kettle a quart of boiling water. Cover closely and boil forty minutes. Serve with nut butter, nut cream, dairy cream, cheese, milk—some favorite hot sauce, or a cold one—this dressing should be left to personal taste.

LIFE AS IT IS LIVED

AGE TWENTY-FIVE.

Breakfast.

Buckwheat cakes and sausage,
Doughnuts boiled in grease,
Ham and eggs and coffee
And a great big whalin' piece
Of pie with lots o' shortenin'
And a dozen kinds of spice.
Of course, tain't hygienic,
But it's gol darn nice!

Dinner.

Roast pork and cabbage
With gravy fat and hot,
Cold boiled ham and pickles,
Of doughnuts, another lot;
Nine kinds of vegetables
And four kinds of pie.
Of course, 'tain't hygienic,
But gosh! it's livin' high!

Supper.

More pie to start on,
With that there nice rich crust,
Biscuits hot and soggy
I eat 'till I most bust.
Green tea, good and strong,
With sass and pickles galore.
Of course, 'tain't hygienic,
But I guess I'll take s'more.

AGE FORTY-NINE.

Rheumatiz and Bright's disease,
Dyspepsy and bad heart;
Sight and hearin' both ain't good
And meals are far apart;
Pills and patent medicines
Now my diet rule,
Wish't I'd been hygienic,
'Stid o' such a fool.

READ THIS

John.

WHAT ARE THE THOUGHT WAVES SAYING?

A Santa Rosa reader sends us this delectable thought: "I always start the day with Nature, by taking a walk. On passing some sea shells this morning there occurred to me the familiar expression, in connection with them, 'What are the wild waves saying?' and with this came the companion thought, 'What are

the mental waves saying?' And, although alone, I listened to the companionship in Nature: 'What are they saying to you?'"

The first sentence of our friend's letter gives the secret of a noble and useful life: "I always start the day with Nature." It shows the man to keep close to Nature. In that quiet hour we see Truth blazoned in every tree, and on every rock, in the waters, and on the mountain top. Then we realize that the Infinite is in and all around us.

THOUGHT FORCE

There is practical unanimity of opinion in regard to the prime factors which are conducive to health and longevity,—a sufficiency of plain, wholesome food, regular habits, from seven to eight hours' sleep daily, fresh air and exercise. Less considered by the average man and woman, but equal in importance to any of these, is the habitual condition of the mind. The life-giving gospel of the so-called "new thought," which teaches that the outward man is shaped and controlled by the thought-world which he creates for himself, is beginning to take its rightful place in hygienics, as one of the most potent forces in the upbuilding and maintaining of health.—Success.

TALK WHAT IS GOOD

"Talk happiness; the world is sad enough Without your woes. No path is wholly rough. Look for the places that are smooth and clear, And speak of those to rest the weary ear Of earth, so hurt by one continuous strain Of human discontent and grief and pain. Talk health; the dreary, never-changing tale Of mortal maladies is worn and stale; You cannot charm, or interest, or please By harping on that minor chord, disease. Say you are well, or all is well with you, And God shall hear your words and make them true."

MY DAILY TASK

Counting life a precious privilege,
Casting out all thought of care,
Sowing seeds of Love and Kindness—
Scattering Sunshine everywhere.
Climbing, climbing, ever climbing,
Up the mount of Better Things,
Never minding for a moment
Worry's flouts or Trouble's flings.
Keeping watch upon the Master
Treading some times where He trod,
Helping here and there a little—
In the World-march up to God.

G. W. Hendricks.



Never borrow trouble, it won't be coming your way,
If you'll only look for the beauty in the things of every day;
What though the city's dreary, though fortune seems to frown—
Be happy where you are, man, if you can't get out of town.
The grass is green in the suburbs and parks, the gardens there are gay;
The air is fresh, the birds sing sweet; you can walk there any day.
Blue sky covers the city as well as the country fair,
You can draw deep breaths when the sun shines bright,
And there's kindness *everywhere*.
What need to be sad or sorry, with beautiful things around,
They gladden without our knowing, in flashes of sight and sound.
There are things we pass without looking—glimpses and faces and acts—
And we grizzle along despondent, **thinking we're facing facts.**
The biggest fact in the universe is, that for each one happiness lies,
If he only knows where to look for it, where it hides from stormy skies.

To the cheerful, the rain is nothing, it will soon be dried away,
And the laughter of children is heartsome on the cloudiest sort of day,
Kind thoughts are ours for the thinking, kind acts are ours for the gift;
When you feel your load too heavy, then another's burden lift.
'Twill lighten your back to help them, their thanks will be sweet, maybe,
And two will be happy where one was sad—just try it yourself and see.
So, never borrow trouble; don't go to meet it half way;
Look right round for the beauty in the things of everyday.

Students of Speech

How often do we let our speech run away with us. The tongue is even more hard to control than the thought, because in many cases it is quicker. Before we notice it it slips out—the sharp word, the bitter jibe, the caustic reply, the cynical witticism—smart at another's expense. They often do not mean half they say, these witty cynics. Their very actions belie their words. But the words have been said, the dart has gone forth, and their will is powerless to prevent it striking its mark.

"Oh," say we, sometimes; "I wish I hadn't said that; I didn't mean to. It slipped out. I will be more careful next time."

Do not wait for next time, my friend. *Begin now!* Stop yourself in the middle of the sharp retort or the cheap witticism. A wise student of singing who feels his voice running away with him, stops short in the middle of the scale. He does not finish it, and says: "I will do better next time." He does not wear a deeper groove in the easy, ever-ready path of carelessness, which is, after all, mere habit. So must we do. The student of song by degrees forms the habit of starting with the hasty word, half-way, shall learn to do like-

wise. Each time we stop we are one step nearer to not beginning. It does not matter that "we mean no harm, we only said it." The harm lies in the saying. What value is it to think kindly and speak roughly? Let us learn to become students of speech.

Smile and Look Cheerful

When you feel down in the dumps, smile; look cheerful. Never mind if you don't feel it; turn up the corners of your mouth and act as if you did. You will, by and by. Just as the good actor gets to live the character he represents, for the time so you will get to feel the cheerfulness you at first only simulate. Look cheerful and you help others to become so. A happy face is lifting some one's load all the time, so that it sits easier. So don't be selfish—smile!

Emulate the character of Mark Tapley and "come out strong." There are many people who are cheerful enough in an emergency. It is only afterwards, when things are merely a little flat, that they give way. So long as they believe they are needed, they are right there. Then they think, "now, it won't hurt anybody if I give way." That is their mistake. We are always needed. What does our beloved Emerson say:

"Nor knowest thou what argument
Thy life to thy neighbor's creed hath lent.
All are needed by each one."

Smile, and you will lift someone's burden. Frown and you add a new weight to the world's pack. Even in solitude do not send out gloomy thoughts. Don't encourage them and they will soon get in the habit of staying away. A person who thinks: "Now I can shut myself up and be miserable comfortably and do no one any harm," is quite wrong. Besides harming themselves they are adding to the misery of the world. Remember, thoughts have wings. They are like the pebble in the stream. We throw it and the circles widen beyond our reach or control. Be strong enough to keep cheerful. You are needed all the time.

When We Focus Too Low

"There is a change in this room." In "Sunday," that delightful story of mining camp life, told so beautifully on the stage by Ethel Barrymore and her excellent company, there is the most strikingly humorous situation that ever was put into make-believe life. And yet it is a situation that we may see every day in real life if we look for it—oftimes in our own. "Lively," the only man in the camp who can tell which way the mule is going to kick; squeaky-voiced, tender-hearted, and as good as gold to the boys, attempts to run a surprise on the camp. Towser, Jacky and the man with the flowing whiskers, called red—Sandy by name—have given the room a clean up in anticipation of the coming of a woman to the camp. All ready, they gaze with pride upon the work of their horny, but hearty hands and go around the corner to clean the dust out of their throats. In their absence, "Lively"—bless his great but innocent heart—comes in with a wicker barrel filled with straw and some table furniture—crockery—packed therein. He has spent his hard-earned coin for some plates and a soup tureen that the camp has long been in need of. Out upon the clean floor he tosses the straw in his anxiety to get the crockery out and placed upon the rough shelves before the boys come in. When he has finished he is afraid they will not notice the new tableware, and turns the table on end to write thereon these words: "There is a change in this room."

Leaving the great basket, and straw strewn ankle-deep over the floor, he crawls out of sight to enjoy the words of pleasure and praise he expects from the boys when they see the new crockery.

They come in. At once they go into a fit of madness. Angry words are heaped upon the head of the one who meant them only good. They see the straw upon the floor, but their focus is not high enough to take in the crockery upon the shelves. And not until the poor, broken-hearted "Lively" is brought forth and made to explain do they appreciate his good intentions and perceive their own thoughtlessness. And when they see it all, they do what most of us would do under like circumstances—feel ashamed of themselves and say nothing.

It is but a page from the book of life. Jealous of our praise, stiff-necked and foolish, we focus our gaze upon our brother's weakness and center thereon the cruel fire of our sharp tongues.

The good he would do is lost sight of as we criticise and condemn his manner of doing it; so hearty, so frank, so free in his elatement at having the privilege of doing some simple act of love, he forgets the non-essentials and ignores propriety in its doing. The muss can be cleaned up afterwards. He must get the thing done.

If we are not honest and frank in our appreciation, what sticklers we all are for custom when we are made the recipients of another's goodness.

"It is more blessed to give than to receive" one has said. He might have added also, that it is more difficult to receive graciously than to give. But man must learn this in the school where the lessons are hardest taught.

In the receipt of every gift, the recipient is brought to face the giver and honestly confess his appreciation. Some persons are so constituted that this is the most difficult act of their daily life. And, yet, to graciously do so develops traits more sweet and ennobling than any other act performed in the practical ethics of life.

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THE SEGNOGRAM

LOS ANGELES, CALIFORNIA

Editor, A. VICTOR SEGNO

Assistant Editor, H. M. WALKER

Entered at the Los Angeles Post Office as second class matter

SUBSCRIPTION

United States, Canada and Mexico.....50 cents a year

In the City of Los Angeles.....60 " "

All Foreign Countries.....3 shilling 2 pence

Postage Prepaid

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NOTE: We cannot supply back numbers. All subscriptions received before the 15th of the month will begin with the issue of that month. All received after the 15th will commence with issue of the following month.

FIVE DOLLARS FOR YOU

Questions of interest to the home are the questions that are interesting the editor of THE SEGNOGRAM. We desire to bring several questions prominently before our readers, the consideration of which will be an uplift to all of us. As an aid to this we shall give a prize of \$5.00 each month for the best answer to the question that will be asked for that month.

Owing to the great scope of country covered by THE SEGNOGRAM, and the length of time required to hear from all sections, we have made the answers to the first question returnable by the 5th of January. These answers, and the result of the contest, will be published in the February number of the magazine. Answers to question No. 2 will be returnable on the 5th of February, and will appear in the March issue. In the January number, questions will appear for the April and May numbers.

Question No. 1: "How would you proceed to make home happy?"

Question No. 2: "If you wanted a job, how would you proceed to get it?"

All answers must be brief. None will be accepted that exceeds 200 words. Brevity and

clearness of expression will count, as well as depth of thought. Three judges will decide. A check for \$5.00 will be forwarded to the successful contestant immediately after the award is made. Contests are open to subscribers only. Write plainly, and be sure to give your name and address.

Address Contest Department, THE SEGNOGRAM, Los Angeles, Cal.

GOING TO WHISPER TO YOU

The air is full of it! What? Why, LIFE! Reach out for it! Grasp it! No doubt you have been living—we'll grant that you have. But there is more of Life for you. *Live more abundantly.*

Swing into line, friends. We have the biggest thing on the tapis for THE SEGNOGRAM that you ever dreamed of. And we will need you to be enthusiastic. Bubble over! Why? Because when you bubble, we bubble. And, say what you will, that's living the abundant life.

The world wants men who are not afraid to bubble over. And what the world wants, we want; for isn't THE SEGNOGRAM a part of the world? We want to know your honest opinion about THE SEGNOGRAM. Tell us just what you think of it. Where you believe it can be improved; where it is weak, and where strong. What class of articles do you like best? In what way can the various departments be improved?

Come, now, friends; we must be weak in some spot. Tell us where it is. Don't be false and say only sweet things about us. Anyone will grow constipated on a steady diet of sweets. Sour things make the face pucker, but they cleanse the stagnate parts. Let us have some occasionally.

In the January issue we are going to whisper some of our new plans to you.

DO YOU WANT TO KNOW?

A reader of THE SEGNOGRAM asks: "Could it be arranged to have a knowledge of each Success member in that member's town, city or village?"

It could very easily be arranged, if the members wished it. But we find in our large family of readers many minds of many moods. What is one's desire may not be the desire of all, or even a small part, of the whole. Some are interested in one line of thought, others in another.

THE SEGNOGRAM is ready at all times to do what it can to bring all closer together, into heart-to-heart touch with each other, but we are unable to devise a plan whereby we can,

in the best interest of all concerned bring about this acquaintance. Our subscribers will remember that many months ago an acquaintance department was run in THE SEGNOGRAM. We found at that time that considerable complaint was made that other members were using the information there given for selfish ends, and we deemed it best to discontinue it.

OUR CHRISTMAS PRESENT

In greeting you this glorious month of December, THE SEGNOGRAM is weighted with glad tidings of joy and good cheer. A bright and joyous Christmas be yours, and a very happy New Year.

The best thoughts of our great family of Success readers be with you, and may joy and peace and good fellowship follow you in every walk of life. Discard every thought of unpleasantness, and let the peace that passeth all understanding ever be yours.

As the year closes and we are about to enter upon another, more prosperous and useful than the past, we take the opportunity to thank every reader for the good thoughts that have come to us, and the measure of success that has been ours.

Let us now see if we cannot lay before you a proposition that will help you to carry happiness into the home and heart of another. We believe in you. We believe you are as much in earnest as we in this desire to point men, in the sound, practical way, to higher thought and richer experience. Are you not? Then, listen: Today, THE SEGNOGRAM goes to 20,000 homes each month. It is well received, in *your* home, isn't it? Think, then, it is as well received in 19,999 other homes! Why not make this the climax of a splendid year of service! We can do it this month—the last of the year.

Let us place The Segnogram into another 20,000 homes for the year 1906!

This sounds big—some might say impossible. But it isn't. Here is the way to do it: We want YOU to speak to *just one friend*. Tell him or her what THE SEGNOGRAM has been to you; and then state that you are permitted to send in his or her name for a year's subscription at half price—*just 25 cents*.

This is our Christmas present. We have recently heard from nearly a thousand subscribers of THE SEGNOGRAM, and not one of them has anything but the highest praise for the magazine. We believe, therefore, that we are filling a place of service, and we do not know a better way to serve another 20,000

homes than we now serve those we visit each month. Won't you help us?

We would like to have every reader get just one subscriber at 25 cents and send it to us. We will stand the loss of 25 cents on this 20,000; knowing that the good that can be accomplished in a year will more than repay us.

Oh, friends, do not neglect this simple act. It may mean much to others. It will cost you only a few minutes' conversation and perhaps a two-cent stamp. Twenty-five cents is so small a sum. Anyone will give it gladly if they are interested in this "go it" movement. And when you realize that it will get the magazine for *one whole year*, you will appreciate what a valuable present you are giving.

Go to a friend right off. Tell him what you intend to do. Enclose the name and address in an envelope with 25 cents, and address to THE SEGNOGRAM, Los Angeles, Cal., and the job is done! If you delay until tomorrow you may forget.

Remember; *One friend, one 25-cent piece, or two dimes and a nickel, and one year's subscription.*

Don't be the last to do your part.

We must have all subscriptions under this Christmas offering in before Christmas Day, except in cases where the mails cannot reach, in that time. All subscriptions will start with the January number. Act today! NOW.

Getting Ready to Swallow

"Good morning, Mrs. McJones; how is your husband today?" asked one woman of another whose husband was ill.

"Well, I think he's some better," was the reply: "He set up some yesterday and had a little appetite. He ate three or four biscuits which I made, and some cold meat and some baked squash and a little corn bread with a cup or two of coffee. I think by tomorrow he'll be able to swallow something substantial."

WHAT...

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CHOOSING VOCATION

The American people as a rule have a tendency to look down upon the farmer, to ridicule him or her as the case may be, forgetting that life itself is dependent upon the products of the farm.

In Europe, the well to do farmer and owner of real estate in the form of farms is accounted among the higher class, the "gentry" who are next in rank to the nobility.

The old estates, "homesteads," have ever been the pride of England, descending from generation to generation, the stronghold of its life, social and political. Here it is a secondary consideration.

Divorce was almost unknown in this country until the life of the farmer became obnoxious to the younger generation craving the excitement of cities who deserted the old homesteads and let them fall into decay and the fields hitherto yielding generous incomes, became barren of all except weeds or the wild growth of grass that fell back upon itself.

There is no doubt there will come a time when the love of the soil will get into the

practical instead of theoretical, yet who has enough of the poetical in his nature to love the sunsets and the woods, the wild flowers, and the brooks. The dumb brutes must learn to love him and the birds and fowls to fly to him at the sound of his voice. He must have business shrewdness and know how to buy and to sell to advantage, but not be too avaricious lest when a good price is offered him for his produce he hang on to it, longing for more, until the price falls far below what he was first offered and he is compelled to sell at a sacrifice.

He must have sufficient thrift not to allow things about the premises to go to waste, and he must learn to plant from field to field so that he will not drain all the richness from one plot of ground, to make the pasture this year the grain field of next, and the grain field a pasture again.

He must have patience with his crops and the weather, and not plant all his crops of one kind, for what may be a failure in one product on account of weather conditions may be made to flourish under others. While great

*The summer rose, the sun has flushed,
With crimson glory, may be sweet.
Tis sweeter, when its leaves are crushed,
Beneath the winds, and tempests feet*

veins of men once more, when again great estates will be established to perpetuate a name.

Electricity, invention is doing much for the farmer and making it possible for him to live in the country and still enjoy many of the advantages of the city, and there is no life more ideally beautiful.

If men would put one half the toil into agriculture that they do in chasing after wild schemes, the earth would yield to them its richest and best and they could have plenty of leisure for study and enjoyment.

It takes brains to make a good farmer, as well as a good broker, and the one is honest toil while the other is very apt to lead to dishonesty.

The successful agriculturist must be one who is fond of nature and of animals, who is

heat destroys some things it makes a bountiful supply of corn, and while overmuch of dampness is bad for corn it produces an abundance of hay, so he must be a wise man and plant accordingly so that if he loses in one product he will make up for it in another for there is always a ready market for either.

One shrewd business man bought a farm for a small amount in the middle west, the first year he cleared double the price of his farm in timber and the next he planted the timberland to corn and cleared six thousand dollars, and the next he made it a pasture land for blooded stock in connection with a meadow and sold thousands of dollars worth of stock, and today is one of the wealthiest farmers or business men in the State, with mortgages on a dozen farms that are failures

merely because their owners have not been practical men, they have been dreamers, or embittered, or indolent.

No man can starve upon a farm if he has good sense and practical ideas, and has learned how to plow and to plant, and yet thousands would prefer to starve in the close, noisy, vermin-infected tenements of the city than go where they can have the best that nature can give. Why is it?

Many women have made successful farmers and raisers of stock or fowls, and besides this have gained a wealth of health and strength.

In the specimen given we have one who, while not a farmer, and possessing literary ability, would have been very successful in agriculture. There is a great love of nature shown in the tenderness and the artistic curls and high ideals as portrayed by the floating crossings, but at the same time there is a persistent will power in the predominant low crossing of many of the letters, penetration in the sharp pointed letters. The simple formation of the letters indicates one who likes to live close to nature, and that with the keen penetration would cause the writer to note carefully even the slightest detail pertaining to all that would be of interest, whether it be the grain, the birds, the vegetables or the flowers.

There is ambition in the ascendent writing, and economy without miserliness in the short finals of the letters. Thoroughness in the careful writing and application in the long crossings.

How to Get a Character Reading

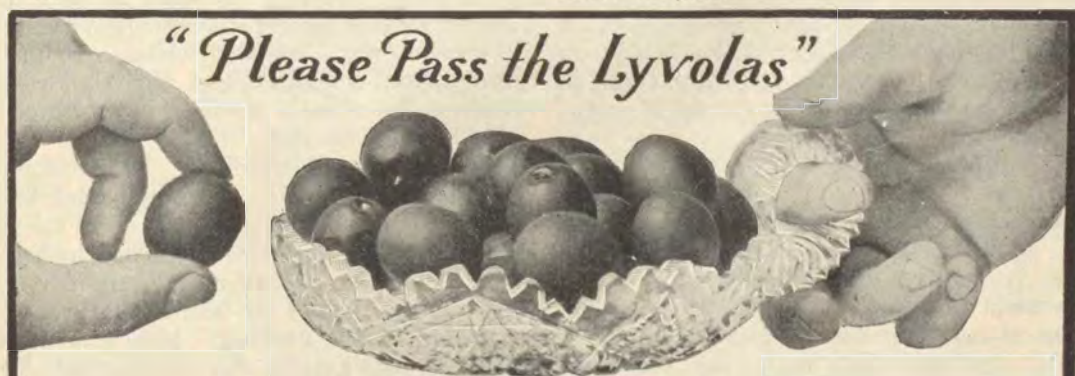
Any subscriber to this magazine who sends us three new yearly subscribers will be given a Character Reading from his or her handwriting.

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When sending the three new subscribers, also send twenty-five words of your natural writing on a separate piece of paper, and sign it. The first orders will receive the first readings. Send early and avoid the rush. Address, THE SEGNOGRAM PUBLISHING CO., Dept. G, Los Angeles, Cal.

A Simple Prescription

W. D. McCurdy in "Eating to Live," says: "Remember, the mind has much to do with one's health. The mind should control the body. The mind tells the body to walk, and it walks; unless it is too weak to walk. Exert your will, and the battle is half won. Be careful and do not dwell on your troubles; think of them as little as possible; be occupied. Do not be idle; if you do you have too much time to dwell on your troubles. Cease to do evil and learn to do well, and never despair."



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Lessons of Life Studying the Principles of Success Winning

By a STAFF WRITER

William Morris, that grand old soul and loving heart, used to have this motto hanging on the wall above his desk, the words engraved large and deep in wood: "He that endureth unto the end shall be saved."

Of all men we would say, William Morris had little need of such a stimulant before his eyes. He was so patient in all his ways, so kind in his thoughtfulness of others, so deliberate and thorough in every undertaking, so absolutely without guile.

And yet, we do not know. We will never know the life behind the William Morris that walked and talked with men. Patient and good as he was in every trial, yet we do not know the effort, the overcoming, it took to make the William Morris the world knew out of the William Morris that he knew.

Mottoes, in a general sense, are an expression of what a man wants to be. By studying his motto, we can learn the man's ideal. Oftimes mottoes are spoken very lightly, and we frequently see over the door of a home where the children fight the mother from morn till night: "What is home without a mother." But a motto that expresses the crystallized life of the man behind it; one that speaks in a strange language of the secrets that have been borne in the heart and life for years, is not to be passed carelessly down as though it meant nothing.

To William Morris these words spoke of trials bravely borne, and hard-fought victories won; of heart-sobs unheard by the ear of man; of hours of darkness spent alone with God. A greater than William Morris first gave them utterance. He knew their meaning as no man may know it; he had *lived* the words. And right here let me say, that until we have *lived* the life behind the motto we are not prepared to understand its heights and depths. It is so much chaff.

Behind this motto of William Morris is a lesson in patience that few ever learn. The lesson is this: To so impress one's individuality upon the work in hand that it will lift from your shoulders the labor of having done it. In other words, to so forget ones self in the work that it becomes the man's salvation. Your work is the only source of expression you have by which you shall be understood, and methinks it is the only source of salvation open to you.

"He that endureth unto the end shall be saved." Saved from what? Endure what? Therein lies the secret. What is there to endure in your business, in your labors, your calling? What is there in your home life? What in your associates, your co-workers, your companions?

Do your work; live your life, unmindful of results. If you do anything, do it better than anyone else has done it, and then tackle the next thing. Men may not know at the time that you did it, but they will some day. And if they don't, what matters it? You will have gained in the doing, and even the least progress is better than stopping to catch the noise of the applause. As "love goes to the man who does not lie in wait for it," so do the big things of life gravitate to the man who refuses to run after them.

WANAMAKER'S SUCCESS

It is well in this department to study the secret of another man's success, and we reproduce what has been said of the experience of the great merchant prince of Philadelphia: "John Wanamaker's only inheritance, but which stood him in good stead in after life, and which was, perhaps the greatest secret of his success, was a combination of good health, good habits, a clean mind, thrift in money matters, and tireless devotion to whatever he thought to be his duty."

He had little of schooling. In his fifteenth year he found work with a publishing house at \$1.50 a week. His effort was to be the first at the store in the morning, though he had to walk four miles to his work every day, and he was likely one of the last, if not the last, at the store in the evening. Men who worked with him said that he was always bright, willing to accommodate, and very seldom out of temper. If there was an errand, "John" was always prompt and glad to do it. Thus he made himself liked by his employers and fellow employees, and when he began to sell, his customers liked him.

Mr. Wanamaker, when asked to what he attributed his great success, replied: "To thinking, toiling, trying, and trusting in God." A feature of his make-up that has contributed largely to the many-sidedness of his success is his ability to concentrate his thought. No matter how trivial the subject that is brought before him, he takes it up with the seeming of

one who has nothing else on his mind. While under the cares of his stores, retail and wholesale, of his Sunday School, which is the largest in the world, numbering over 3000 pupils; of the postmaster generalship, of vast railroad interests, of immense real estate transactions, and while being urged to accept the nomination for mayor of Philadelphia, he has been known to take up the affairs of a struggling church society, or the troubles of an individual, with the interest of a pastor or of a professional adviser.

In one physical particular Mr. Wanamaker is very remarkable. He can work continuously for a long time without sleep and without evidence of strain and make up for it by a good rest afterwards. This, perhaps, is because of his lack of nervousness. He is always calm; under the greatest stress he never loses his head. This very likely is due to training, as well as to inheritance. The lesson of Mr. Wanamaker's life should be one of interest. It teaches the value of untiring effort, of economy, of common sense applied to business. It gives one proof that no type of success is beyond the reasonable ambition of any youth in this country who desires to succeed.

A VISION OF LIFE

I sat in the shade of a weeping willow thinking. Across the water, climbing the steep hillside before me, I saw an aged man. Slowly, up and up the winding trail he trudged, climbing around projecting boulders, struggling over rocky ridges, under fallen trees and over moss-covered logs; now lost in the thick underbrush, again out into the open—pressing ever onward. In his eye there was the feverish gleam of excitement, as one is wont to see in the prospector, and upon his back he carried a heavy load of loving recollections—all that was left him. As I gazed, he slackened his pace to chip a piece off the rocks as he passed them, or to break up an occasional piece of "float." Then on he pressed as if in haste to reach some goal over the hill's brow. His arms were bared to the elbows and the rough woolen shirt was open wide at the throat. From his heated brow great drops

of sweat fell upon the ground. His back was bent low, but he seemed to find no resting place, and trudged on.

What means this vision, I asked, half aloud, and from the rocks before me came the answer: "'Tis life." And as I gazed still upon the old man my eyes grew dim with tears, for in him, dear heart, I saw—I saw you and me. Up, up, he climbed. The struggle was getting harder, and the sun beat mercilessly upon him. Yet there was some joy in it, for as he topped the summit methinks I heard the faint notes of sorrow's laugh as he sank to rest on the other side.

I changed my seat so as to see beyond the hill top, and there I saw the old man, still bent, still struggling, but relieved of his load. By his side, another and another, and another and another stood, helping him. They had come to meet him from the green fields beside the gurgling brook over yonder. They all laughed merrily as he told of the struggle up the hill. Then they led him away by a labyrinth of flowered pathways to where the happy throng which no man could number, sang sweetly a lullaby of peace.

As they passed from view, I stepped forward to follow. My think-tank hit the tree-trunk, and I was awake.

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THE NAUTILUS helps its readers to live healthier, happier, and more successful lives. It is devoted to the practical application of New Thought to daily living. It comes close to the hearts and lives of its readers and helps them to grasp the living principle of health, harmony, and happy living. THE NAUTILUS also advocates deep breathing, a pure and simple diet and attention to the principles of hygiene.

Ella Wheeler Wilcox is a regular contributor to THE NAUTILUS. Floyd B. Wilson, author of "Paths To Power," and Eleanor Kirk, also write regularly for the magazine. Read Charlotte Martindell on "Child Development," in November and December numbers. And read Ella Adelia Fletcher's series of articles on "The Law of the Rhythmic Breath." And the series of travel articles by the editors, who have been journeying 10,000 miles. And the "New Thought in the Kitchen" articles, beginning soon.

Readers of this magazine can have THE NAUTILUS (which is published monthly) 4 months for only 10 cents. Or, from now to the end of next year, 14 months, for 50 cents. Address the editor, Elizabeth Towne, Dept. 77, Holyoke, Mass.



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HAND IN HAND

Department of the
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MEMBERS OF THE MUTUAL SUCCESS CLUB TAKE NOTICE

Owing to the phenomenal strength and beneficial influence of the present harmony key by which you repeat daily during your mental exercise, we have decided not to make any change in it for the coming year. Therefore you will continue to follow the same instructions, during the year 1906, that you followed during 1905. We believe this will be for the good of all the members.

We give below a member's own account of the good work he is doing with a talent that is given him to serve his fellows. There is inspiration in his words and we know every member of the club will find in his letter something to warm his heart:

"Some weeks ago I saw in our newspaper that the new sheriff of the county jail had come to the conclusion that music had the best influence on the prisoners, and had tried to interest some people to come and play for the imprisoned. When I saw this I instantly sat down and wrote a note to the sheriff, asking him to give me permission to sing. Last Sunday I was taken to jail. The concert began at 2 o'clock.

"The great building was in deep silence when I arrived, and the jailers, who did not know anything about my coming, were rather surprised at my appearance. The sheriff introduced me, and, with my escort, I was taken through many bolted doors to the prisoner's gallery. There they were—51 of them—behind those thick steel bars.

"I sang—I think never in my life with such feeling—such convincing power. I wanted to touch at least one soul. I knew the nationalities of the different prisoners, and being able to sing in twelve languages, I was able to satisfy all. It was only first-class music that I sang, because rag-time does not go to the heart. A man cut off from the world will recognize that the best music is the most soothing for the disturbed and confused ideas.

"I sang at least ten songs. The last was, 'Home, Sweet Home.' Those eager faces pressed to the iron bars, were immovable until now. Through the semi-darkness their eyes seemed twice their natural size. Whilst bar after bar of the old familiar song echoed through the great corridor, one after another of the faces disappeared from the iron grat-

ing, and when the last note went from my lips, it was some time before a faint applause was heard. I knew then that I had gone deep into their hearts.

"Yesterday the sheriff took me through the whole building, and I stood face to face with my audience of the Sunday before. Fellow-members, I want to tell you it was a great, a wondrous satisfaction for me! They all knew me, and each had a smile for me. A glorious happiness burst into my heart and I thanked God that I had received the gift of a voice, so strong and overpowering.

"Though visitors are not permitted to talk

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to the prisoners, I could not resist going close to the bars, smile at them and say: "S'long boys; I'll come again." They cheered and wished it to be soon.

"Fellow members, is there one of you gifted with a talent? Then brave the world, the conventionalities, and try to help your less fortunate fellowmen.

"The reporters have come to me in a shocked frame of mind! They were indignant that I did not tell them. They thought me a little "queer" to sing for prisoners and not do it as an advertisement. But I did it for my own special pleasure. I absolutely loved to sing for them! I know I have done good, if only with a song, and more good will I do. Fellow members, believe me; be true to the standard of our club. There is greater pleasure in giving than receiving. Give without expecting recompense, and your reward will come to you. Sincere helpfulness is the greatest happiness in life.—*Cannery.*"

THOUGHTS ON HELPFULNESS

In the October issue we asked those of our readers who were interested to write us a thought on helpfulness. Many have done so, and all of them are so helpful, so reasonable, and so kind we are going to give them just as they came:

J. H. Honey, Paris, Ky., writes: "All we lack is the grit to go ahead, and a man that has no grit about him ought to take a back seat, and keep his mouth shut."

Miss F. M. Smith, of Fayetteville, Ga., tells us that "The science of life may be thus epitomized: to know well the price of time, the value of things, and the worth of people."

And here's the true, sincere stuff from one who has lived it and knows what it means: "The greatest help to me as a mechanic," says A. H. Uhl, Killbuck, Ohio, "has been that when I had a piece of work to do, I aimed to do it right. This led me up to promotion."

Mrs. E. Ferees, of Grand Rapids, Mich., tells what has helped her: "Progression is all I can think of. I can say it has been a continual help to my soul to read the good things from The Segnogram. If I had not the bridge drawn so tight over me, I believe I should fly into raptures and carry out to the letter what I am inspired to do by reading your magazine." (Why not?)

B. A. V., of Worcester, Mass., gives a thought that we should paste where we see ourselves oftenest: "Don't hurry; don't worry. When the heights seem dizzy to our vision: stop; stand still but a moment; think 'all is well.' Take no anxious thoughts; the storm will clear away. Let calmness prevail, and all will be well."

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Wm. H. Kellogg, of Harvey, Ill., has delved deeply: "The world is continually progressing, and when we strive to help in that progress, we become conscious of being a part of that great whole, the universe, and our lives are truly worth living. Let us all push together and make the world better."

And here is a beautiful thought from Alabama: "Try to lead others in the way the Master's feet have trod, *i. e.*, the way Jesus walked."

We are glad the mothers have not been forgotten in the thoughts of our readers. Mrs. J. H. Wemck, of Myerstown, Pa., tells us of her thoughts, and the heart-touch of her words will find a response from the hearts of all in our great family: "My thought and help are always with the children and the invalid mothers. We must always give our children our best and gentlest thoughts if we wish them to grow up thoughtful, considerate and kind. The overworked mother cannot always be gentle; help mother and child at the same time."

Here is a beautiful thought from M. L. Perkins: "The power of speech was given us for a purpose, and is a wonderful gift. Through that power (or gift) what wonderful blessings can be given to the human family by expressing the thoughts we are able to receive; if we only seek them we will surely find and receive; and as a duty to those we love, we must express them by word and by deed."

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L. S. Parsons leads a chorus whose best idea of helpfulness is summed up in three words: "Read The Segnoqram."

Harry Braverman tells us in a few lines a world of good sense: "Cheerfully greet every person you meet; that alone will many obstacles defeat."

B. A. Vaughan, Worcester, Mass., is truly a thankful soul: "Will you please accept my gratitude for this magazine, that seems so within the limits for all?"

This from one of those steady souls of deep thought and earnest action, and of few words: "By encouraging one another in our ambitions," Ed. B. Haynes, Enderby, B. C.

Mrs. C. Coppersmith, Reno, Nev., has delved into the philosophy of life: "Learn to help yourself, then you can help others."

J. C. Harris sends from Texas this improvement on the old saw: "He who fights," etc.: "He who lives to love will live again; he that loves to live will live in vain."

"Help by deeds, not words," says Mrs. F. L. Emlin. "One who is willing to help does not wait the asking."

Joseph Touchard tells the essence of helpfulness as it has come to him: "My idea is to help all who need help."

Burt Cox hits it just right: "We always over-rate the happiness of others and under-rate the means of own." (The *measure* of our own would be better, don't you think so, Burt?)

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Bank Clearances

Reports of the Los Angeles Clearing House show that the total payments through the local banks in October amounted to \$40,986,193.03, as against \$27,329,635.04 for the corresponding month last year, a gain of \$13,656,557.09. This brings the total clearings for the first ten months of 1905 up to \$391,674,319, an excess of \$117,265,807 over the same period last year. To carry the comparisons still further, it may be said that the clearings for the ten months of 1905 ending October 31, were \$46,330,363 greater than those for the twelve months of 1904.

Crowds Coming

More than 6000 people arrived in Los Angeles in one day last month from eastern cities. The average arrivals for the ten days previous to this record day was 2000. In all about 30,000 easterners had arrived up to the 5th of November since the one-way cheap rates went into force—12 days before. One hundred carloads came in in one day. This has nothing to do with our regular annual tourist influx, which has only just started. The fact that these persons come on one-way tickets would indicate that a large number, at least, will stay here.

Our Building Record

Building activity in Los Angeles in the month of October smashed all records in point of the number of permits issued. The figures are but a trifle lower than those for the month of August, when a new high record was set in this respect. The October report of the Superintendent of Buildings shows a total of 1070 permits issued, buildings to be erected thereunder to cost \$1,348,556.

Comparisons with other years:

	Permits.	Value.
1904.....	627	\$1,267,860
1903.....	634	1,153,910
1902.....	551	954,613
1901.....	355	626,254
1900.....	169	391,917
1899.....	190	200,400

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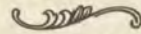
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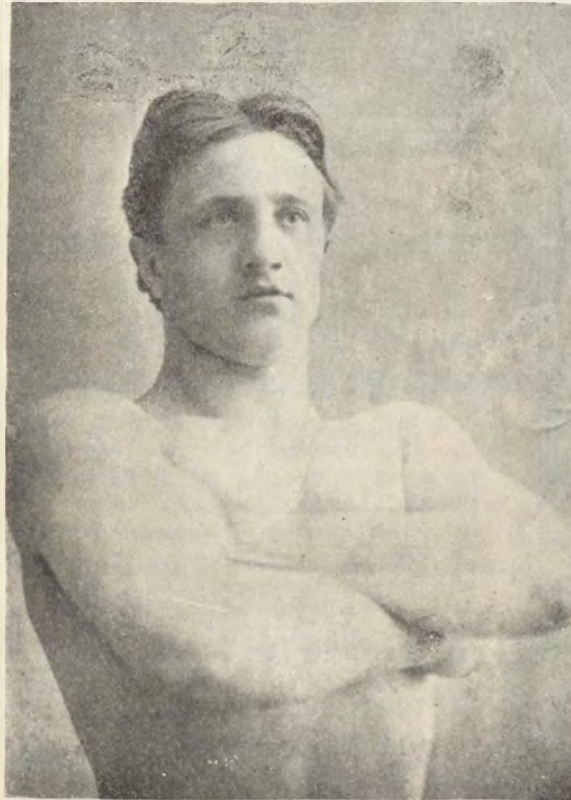
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EDITED BY
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If his system is so filled with uric acid that every nerve is irritated to desperation and the nerve cells are being cast off by the billion it is time for the patient to realize the condition and apply the remedy.

If his system is so foul that the entire mucous membrane is lined with catarrh he may look for speedy dissolution.

If the vital fluids are being lost in great quantities, all the sympathy in the world will not check them. Rational means must be sought and used.

If a man has lost some ten, twenty or more pounds he is in a serious condition and the twenty or more pounds he has lost *was just so much blood, muscle and nerve—organic tissue*—and he must again gain the twenty or more pounds of good, healthy, organic tissue, otherwise he is incurable.

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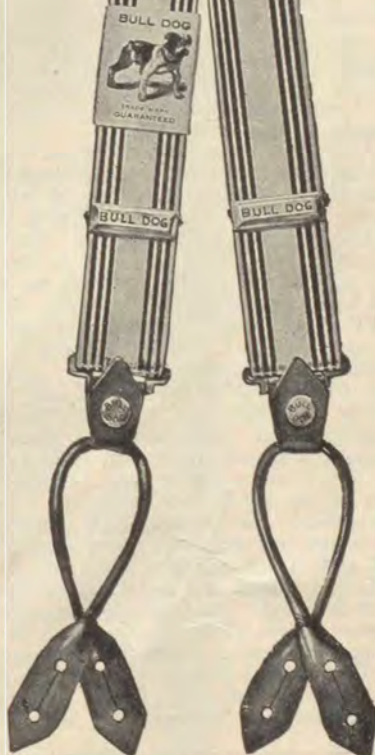
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How Clara Doner Doubled Her Salary

A Story of Business Success Full of Inspiration for Others

Limerick, N. Y., (Special Correspondence)—Miss Clara E. Doner, who is here on a visit to her parents, is receiving the congratulations of her friends on her success in business life. She is now head bookkeeper in a business house in Rochester, N. Y., and the story how she rose to her present position, and how she qualified herself for it, is one that is full of encouragement to others. In the course of a conversation with your correspondent, Miss Doner said:

"I left my home in Limerick because it was necessary that I should earn my own living, and, as you know, there is absolutely no way to do that in this small place. I first succeeded in getting a position as saleswoman in a city store, but the most I could earn was \$6 a week. I decided to study and prepare myself for a better position, and after reading an advertisement of the Commercial Correspondence Schools of Rochester, N. Y., I answered it. I received a copy of their booklet, 'How to Become an Expert Bookkeeper,' and an offer to teach me bookkeeping free and their assurance that they would use their endeavor to place me in a position when I was qualified to keep a set of books. Every promise they made me was carried out to the letter. I owe my present position entirely to the school, and I never shall be able to repay the Commercial Correspondence Schools what they have done for me. When I decided to take a course in bookkeeping, I knew absolutely nothing about that subject, yet by the time I had finished my eighteenth lesson, Prof. Robert J. Shoemaker, the Vice-President and General Manager of the Schools, procured for me my present position as head bookkeeper with a large manufacturing concern at exactly double the salary I was formerly earning. The knowledge I received through the course has given me every confidence in myself, and in my ability to keep any set of books. In fact, I cannot say too much in favor of the most thorough, practical, and yet simple course of instruction which is contained in the bookkeeping course as taught by correspondence by the Commercial Correspondence Schools. I could not have learned what I did in a business college in six months. Besides, if I had taken a busi-

ness college course, it would not only have cost me \$60, but I should have had to give up my daily employment in order to attend school. As it was, I was able to study in the evenings and earn my living during the day, and I did not pay one cent for the instruction until I was placed in my present position. I have said all this

for the Commercial Correspondence Schools out of pure gratitude for what that institution has done for me, and entirely without solicitation on their part. I am going to tell others what the schools have done for me, and I shall be glad to answer the letters of anyone who may be interested in taking the course I did. They will never regret doing so. I have just induced a friend of mine to take the bookkeeping course, and I expect her to succeed just as I have done.

Miss Doner started on the road to success after reading the Commercial Correspondence Schools' free book, "How to Become an Expert Bookkeeper."

A limited number of these books will be sent absolutely free to ambitious persons who sincerely desire to better their position and add to their income. Send your name and address on a postal card today to the Commercial Correspondence Schools, 1 C, Commercial Bldg., Rochester, N. Y., and receive the book by return mail. It tells you how you can learn bookkeeping and pay your tuition after a position has been secured for you. If you are without employment, or if you are engaged in uncongenial or unremunerative employment, you should send for a copy of this book. Miss Doner studied less than two months, yet in that time qualified herself for a responsible position and doubled her income. Any ambitious man or woman can do as she did.



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