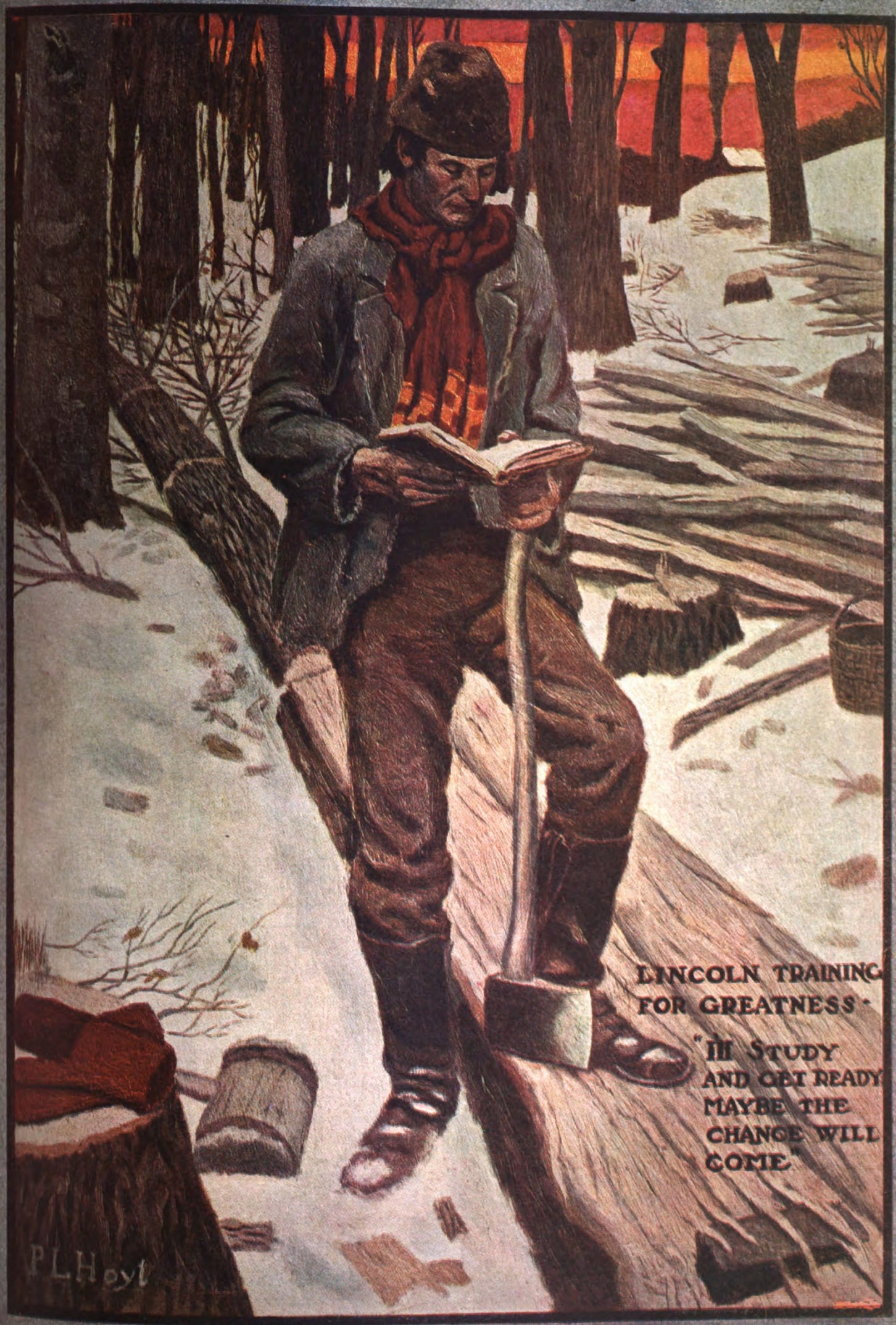
FEBRUARY-1902

SUCCESS



LINCOLN TRAINING FOR GREATNESS - "ILL STUDY AND GET READY MAYBE THE CHANCE WILL COME"

THE SUCCESS COMPANY
UNIVERSITY BUILDING, NEW YORK CITY

TEN CENTS A COPY
ONE DOLLAR A YEAR

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CONVINCING EVIDENCE

From All Over the Country, as to the Value of Our Proposition:—

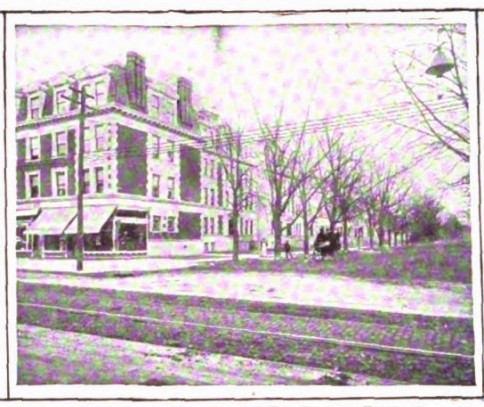
"$10 Secures a $480 LOT IN GREATER NEW YORK"

THOUSANDS of the readers of SUCCESS have read with great interest our announcements under the above heading, in which we made some remarkable statements regarding the value of property in New York City.

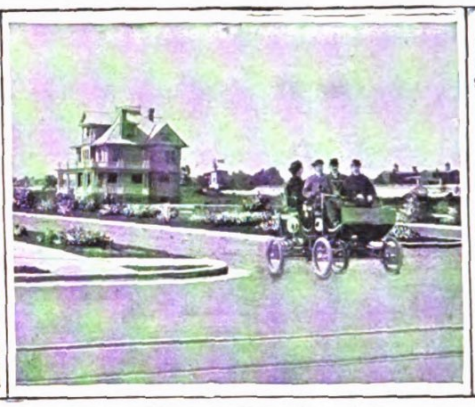
The Rev. Dr. Theo. L. Cuyler, Pastor Emeritus of the Lafayette Avenue Presbyterian Church, Brooklyn, in his interesting address before the Society of Old Brooklynites recently, referred to the time when the Astor House in New York was built, and to the fact that the original John Jacob Astor said that he *bought* property, but did not *sell*. This, as everyone knows, is the foundation of the tremendous wealth of the Astor family, and the opportunities for profit in New York real estate are to-day infinitely greater than they were in the early times, as we shall be glad to prove to any enquirer.



A Rugby Residence, Linden Ave.



Business and Residential Blocks, cor. Flatbush and Linden Aves. Only 3,000 feet from Rugby



Corner of Utica and Linden Aves., Rugby. Showing six months' improvements



Residence on E. 46th St.

A REMARKABLE RECORD

Since our first general advertising appeared last February, we have sold $600,000 worth of Brooklyn property to people in all parts of the world, from Alaska to Manila, South Africa and Brazil, besides almost $1,000,000 worth to residents of New York City itself. *Those Who Investigated Added $200,000 to Their Original Purchases.* Of the 700 people to whom we sold lots, 360 have visited New York at our expense. One asked for his money back, and got it. 72 persons confirmed their original purchases, and 287 increased their holdings to an aggregate of $200,000; the most marvelous stamp of commendation ever given a commercial house. A letter to us will give you their names, doubtless some in your own locality. We subjoin just a few out of scores of appreciative letters received from Mail Order Customers. Many more will be sent you on application. Any of these writers will doubtless gladly answer your inquiries if you enclose a 2-cent stamp.

"Doubled My Purchase the Day I Saw Rugby."

WALKER, IOWA, Nov. 20, 1901.

WOOD, HARMON & CO., New York City.

Gentlemen—I wish to express my entire confidence in "Rugby." I hold in grateful remembrance the kind treatment I received at your office on my recent visit to New York. Your clerks are ladies and gentlemen indeed.

At your expense I visited Rugby, and I am free to express my conviction that it is destined to become a magnificent residence portion of Brooklyn. I am led to this belief by its relation to Prospect Park, the building enterprises near by, the easy access to the business parts of New York and Brooklyn, the ideal and uniform surface of the entire site, and the improvements which your firm are making in grading streets and beautifying the property. I doubled my purchase the day I saw Rugby. I observe with great satisfaction your restrictions prohibiting intoxicants and cheap residences. You are at liberty to use this testimonial as you please. Very sincerely yours,

(Rev.) R. M. ACKERMAN,
Pastor M. E. Church.

"More Satisfactory Than Anticipated."

President's Office, Wisconsin Business College.
MANITOWOC, WIS., Nov. 30, 1901.

WOOD, HARMON & CO.

Gentlemen—Gratitude expressed is practical Golden Rule action. As you know, I purchased Rugby lots and visited them. I then knew that your advertisement was a plain statement of facts. I found the facts more satisfactory than was anticipated by reading the advertisement.

I was more than pleased with the investment, and take this opportunity to express my gratitude that you made such a business proposition possible. I have invested in several building and loan associations, have insured in a number of different insurance companies, have purchased real estate in different desirable localities, but I consider my investment in Rugby the best investment and the best insurance I have ever made. Thanking you for your courteous treatment and trusting I may see my way clear to make further investments with you at an early date,

I am, yours truly,
C. F. MOORE.

First Bought 2 Lots, Then 2 More, Then 8 More.

Office Supt. of Public Schools.
HUNTINGDON, PA., Nov. 16, 1901.

WOOD, HARMON & CO., New York.

Gentlemen—Seeing your advertisement, I was interested sufficiently to make inquiry concerning the reliability of the firm. After investigation along this line to my satisfaction, I visited New York and found that the lots were all the firm represented them to be—most beautiful and healthful as to location and within thirty minutes' ride of City Hall in New York. I at once bought two lots. Returning home, thinking about the lots, after some deliberation I bought two more lots. Having occasion about two months after this to go to New York, I again visited Rugby. But this time I wanted to see the lots and surroundings without an agent, for I feared that with an agent of the firm conditions had been drawn in too glowing colors. But I was charmed with the improvements, and on coming home I invested in eight more lots, making twelve lots in all purchased by me. Wood, Harmon & Co. in my estimation are wholly reliable, and purchasing lots of them is a safe and profitable investment.

You may use this for publication if you consider it of any value, but I have written it simply to express my honest opinion in regard to your work.

Sincerely, KIMBER CLEAVER,
Supt. of Public Schools.

"Solid City Nearly to Rugby."

Office of L. Williams, Architect and Builder,
Real Estate and Insurance Adjuster.
IRONTON, O., Nov. 30, 1901.

MESSRS. WOOD, HARMON & CO., New York.

Gentlemen—I would like to say a word regarding my opinion of Rugby. I visited the place in September last, and found it all and more than I expected. The distance from New York appeared quite short, with a solid city nearly to the limits of Rugby.

In fact, I thought so well of the place that I had my son buy another lot. The insurance feature alone is quite an item in the proposition.

Yours truly, L. WILLIAMS.

FREE TRIP TO NEW YORK

As a guarantee of good faith, we agree with all persons living East of Chicago, to pay you in cash the cost of your railroad fare to New York and return, if you visit our property and find one word of this advertisement a misrepresentation; or in case you buy, we will credit cost of the fare on your purchase; to those living farther away than Chicago, we will pay that proportion equal to round-trip Chicago ticket.

Increased from $450 to $1,800 on Seeing Rugby.

DAYTON, OHIO, Nov. 17, 1901.

WOOD, HARMON & CO., New York.

Gentlemen—Just a few words in praise of Rugby and your business methods. I became interested in your property through the recommendation of a friend who had invested in two lots. His enthusiasm and the extreme fairness of your proposition enthused me. I visited Rugby intending to buy a lot for $450. That I was pleased with the property is evidenced by the fact that I bought $1,800 worth, just four times as much as I had intended.

I consider this the best and safest investment I know of, for one can buy without noticing the outlay, and at the same time the property is increasing in value at the rate of 30 per cent. per year. I have studied surrounding conditions carefully, and consider Brooklyn the most promising city in the world. You may use my name as reference. Very truly, DON. C. WESTERFIELD.

"Contract Better Than I Expected."

HARRISBURG, PA., Nov. 29, 1901.

WOOD, HARMON & CO., New York.

Gentlemen—Yours of recent date to hand, inclosing contracts for Rugby lots. In looking over the contract I find it to be better in fact than I had expected; restrictions in building make values in property as well as other conditions.

I bought a lot last May; in September I visited New York, and after seeing the park-like condition of Rugby, the location and the possibilities, I concluded to purchase two lots on Linden Boulevard, as I had sold my first lot at 10 per cent. increase three months after I bought it.

I would say further that a gentleman who was in New York with me at the time took the two adjoining lots, and since then two other parties have purchased three lots through my recommendation. Allow me to thank you for the courteous treatment I received and for the credit of railroad fare so generously allowed.

Yours truly, D. H. FOX.

"I Went, I Saw, I Bought."

223 E. HANOVER STREET,
TRENTON, N. J., Nov. 19, 1901.

MESSRS. WOOD, HARMON & CO.

Dear Sirs—My experience with Rugby was simple. I went, I saw, I bought. It required no imagination to see that spirit and energy was transforming your property into an oasis—very different from the wastes usually sold as lots. Recent developments but increase my satisfaction with the investment, and as our transactions were conducted so honorably, I take pleasure in placing my endorsement at your discretion.

Very truly, E. K. HEAZELTON, D.D.S.

"Doubled My Investment On The Spot."

Office of Dr. P. H. Veach, Surgeon Vandalia R.R.
STAUNTON, Ind., Nov. 15, 1901.

WOOD, HARMON & CO.

Gentlemen:—While looking through the advertisements in Munsey's Magazine last spring, my attention was arrested by your Rugby announcement. I read it through and was especially struck by the compelling fairness and sanity of your propositions. I immediately purchased a lot and later another.

I visited the property a month ago. I can truthfully say that I was surprised to find such a beautiful location. I have always taken real estate dealers' statements with several grains of salt, but W. H. & Co. do not overstate the facts regarding Rugby. They are too conservative, I think. I doubled my investment on the spot.

New York City must grow. Like other natural processes it will move—is moving—in the direction of least resistance. Rugby is in this line. Nothing less than a land-submerging earthquake can prevent investments here from turning out very profitably, and earthquakes do not rendezvous on Long Island.

Respectfully yours,
P. H. VEACH.

REMEMBER OUR OFFER

For $10 down and $6 per month until paid for, we sell you a regular New York City lot, full size, subject to the following guarantees from us: If at the expiration of the year 1902, this $480 lot is not worth $576—or 20 per cent. increase—based on the price at which our corps of salesmen will then be selling similar lots, we will refund all of the money you have paid us with 6 per cent. interest additional. If you should die at any time before payments have been completed, we will give to your heirs a deed of the lot without further cost. If you should lose employment or be sick you will not forfeit the land.

Isn't this evidence sufficiently convincing to warrant your sending the initial payment of $10, or at least writing to us for the full details of this marvellous proposition?

WOOD, HARMON & CO., Dept. F 2, - 256-257 BROADWAY, NEW YORK

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Gratis

MAR 11 1904
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SUCCESS

VOLUME 5 NEW YORK, FEBRUARY, 1902 NUMBER 93



Submarine Craft Will Alter Naval Warfare

LEWIS NIXON [Proprietor Crescent Shipyard, at Elizabethport, New Jersey]

AFTER three hundred years of experiment, the submarine boat is now in practical use. The theory that it would be possible to evolve a craft able to move and perform useful purposes beneath the surface of the water has at length been developed into a practical boat, of complete working efficiency. There is no longer any question of this; innumerable trials have proved the fact beyond the possibility of a doubt. Very conservative naval experts have become convinced of the great importance of the Holland submarine boat for the purpose of coast defense, with the result that the United States now owns six of this kind, and Great Britain has ordered five, which are in course of building. Our submarine vessels—the "Pike," the "Grampus," the "Adder," the "Shark," the "Porpoise," the "Moccasin," and the "Plunger," several of which have just been completed under contract given by the navy department,—will, within a few months, be active members of Uncle Sam's naval force. Indeed, two of the boats have already been delivered, and, together with the "Holland," which was bought by the government after its completion, are duly accredited members of our navy.

The conservatism and prejudice against submarine craft was even greater in Great Britain than in this country, but the Holland type of boat won a victory there as well as here. Those now being constructed for the British government will be similar to our own in almost every particular. The French naval authorities also have been very active in investigating the capabilities of submarine boats, but they have been

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following ideas and inventions of their own. These inventions have as yet led to no very satisfactory results. I have no hesitation in saying that the Holland boat, as adopted by the United States, is vastly superior to any other which has so far been devised. Thus, the inventive ingenuity of our own land has another highly important attainment to its credit.

There is not the slightest doubt that, in future warfare on the seas, submarine boats will play a very prominent part. In the system of naval tactics which has been evolved by hundreds of years of sea fighting, these small, inconspicuous boats will bring about changes which will be almost revolutionary. The blockading of ports, as practiced under our present system, will be well-nigh impossible. The immensely wealthy seacoast cities, which have trembled at rumors of war because of the likelihood that an enemy would steal up to their doors and destroy them, may put aside their fears. A few submarine boats will be able to clear any harbor of attacking ships of war. Against the stealthy and underhand, but terrifically destructive assault of such a craft, a battleship can have no defense but flight. At Santiago, for example, our men-of-war would never have dared to close in around the mouth of the harbor, if the Spaniards had had three or four vessels like the "Holland" scurrying about and delivering quick and unforeseen blows from the depths of the ocean. A battleship cannot attack one of these naval sharks, for the very simple reason that it presents no target. Be the lookouts ever so vigilant, they cannot, of course, detect an enemy approaching beneath the surface to attack from a water ambuscade. No armor plate that has ever been devised is as efficient as a score or more feet of water. Ordinary torpedo nets will give no protection against submarine attack; the assailants will be able to dive under these nets, or send through them a torpedo which will tear a hole large enough to enable the boat itself to pass. I think it is not putting it too strongly to say that, in a harbor protected by submarine boats, blockading, as practiced under the present system, will be a thing of the past. I believe that it will be necessary to devise some type of war vessel to withstand these boats. What type this will be no man can yet say.

INVENTOR J. P. HOLLAND BUILDER LEWIS NIXON
THEY MADE THE SUCCESSFUL SUBMARINE BOAT, THE "HOLLAND"



The "Holland" Ended Doubt as to such Crafts' Practicability

The vital feature of the new boats is, of course, their ability to move and fight under water. Many inventors have spent long years in endeavoring to devise means to accomplish this purpose; but, with the notable exception of John P. Holland, they have failed. Mr. Holland has given a lifetime to his invention. He has informed me that the idea of a submarine boat first came to him when, in Dublin, he read in a newspaper an account of the fight between the "Monitor" and the "Merrimac," about two weeks after that great naval conflict. Ever since, he has been working to make the idea practical. Many ideas and models received months and years of attention from him, only to be finally rejected. The development of the "Holland" may well be called an evolution. Not only had Mr. Holland to contend with the great mechanical difficulties of his task, but also with a deep-seated prejudice against any such style of boats. Perhaps the strongest opposition was encountered among naval officers; but, with the melting away of the mechanical difficulties, under the fire of Mr. Holland's inventive genius, came the disappearance of most of the prejudices. Numerous naval authorities who, within a very few years, were antagonistic to the idea, are now among its strongest advocates. In this connection, the name of Rear Admiral O'Neal, of the United States navy, may be cited. Not a great while ago, Admiral O'Neal had no faith in submarine navigation. Within a month, in an article in the Baltimore "Sun," he has announced his conversion; indeed, he has become an enthusiast upon the subject. Other very influential naval authorities who thoroughly believe in the efficiency of the boats are Rear Admiral Hichborn, chief constructor of the United States navy, and Rear Admiral Lowe.

Diving and Rising, a Submarine Boat Acts like a Porpoise

Admiral Hichborn has expressed himself, on numerous occasions, in favor of the craft, and he has lent all the weight of his influence and authority to secure their adoption by the government. It may be worth while to quote some of the admiral's remarks on the subject. He has said:—

> The securing of our coasts, so that our fleet may be free to do its legitimate offensive work, is assuredly a most important duty. Can submarine boats do it? I have never heard a naval man of any nationality express the opinion that any battleship in the world could prevent, by gun-fire or otherwise, the approach of a submarine enemy of the efficiency of the "Holland." Consider the hypothetical case of a single vessel like her defending a single point against a single ship. It is clear that the boat could force the ship away from the point of attack to a distance limited only by the fact that the protecting boat must never be so far away from the point to be defended as to allow the ship time to do damage in case the latter should take the chance of doubling back to the attack after she had been chased off. With a group of boats on the defensive, some of them would, of course, be held in the inshore lines to prevent such doubling back.
>
> After carefully considering all conditions, after ruthlessly cutting down the efficiency shown on official trials, I cannot conceive why the answer to the question should not be, "Submarine boats can secure our coasts more perfectly than they can be secured in any other way at present practicable." As a designer of ships, the economy of leading other nations in the adoption of such vessels appeals to me strongly.

Robert Fulton built a submarine boat, although she differed from these. It is not difficult to explain the construction of the "Holland," and the special attributes which enable it to lead an effective under-water existence. Such boats, as at present constructed, are about seventy feet long, have a cylindrical form, and are built entirely of metal. Their general shape may be described as not unlike that of a cigar, excepting that, projecting from the top, there is a turret, or conning tower, just large enough to enable a single man to pass in and out and to take observations. When the boat is "running light," several feet of the top show above the surface of the water; but, when it is in fighting trim, nothing appears but the upper part of the turret. The change in the draught of the boat is obtained by opening certain compartments and taking in water ballast. If it is desired that the boat dive completely out of sight, the engineer need only receive the word to manipulate the mechanism in such a way as to cause the rudder to propel the boat quickly downward. An arrangement of weights gives the boat an even keel when immersed. In like manner, when it is desired to bring the boat again to the surface, the rudder is called upon to do the work. Just three and one-half seconds are required for an appearance and disappearance. The motion of the boat, in coming up and going down, resembles that of a porpoise. When the boat is beneath the surface, it is propelled by an electric motor. Steam is impracticable for under-surface running, because of the waste and gas caused by the use of coal. This objection applies to other fuels for propelling power, when the boat is under water; but, when it is running on the surface, gasoline is employed, although the motor, or both the gasoline engine and the motor, can be used for surface propulsion. The gasoline engine does double duty; while propelling the boat in surface running, it is also generating electricity, which is stored in the batteries for use when the boat is running immersed.

Persons ignorant of the construction of these boats often wonder how it is possible for the crew to exist when a boat is beneath the surface. This, perhaps, has been the easiest problem with which the inventors of such vessels have had to deal. It has not been at all difficult to so construct the boats as to make them water-tight, and it is a comparatively simple matter to keep in storage a sufficient quantity of compressed air to enable a number of men to live aboard a boat, without inconvenience, for an indefinite length of time. During the recent trial of the "Fulton," which was built for experimental purposes, this craft, with several men aboard, remained under water for fifteen hours without any utilization of the stored compressed air. There was enough of the latter to have enabled the men to remain beneath the surface for at least a week. So, if an enemy were chasing a submarine boat, there would be no difficulty in having the latter craft remain long enough under water to get far beyond the reach of its pursuers.

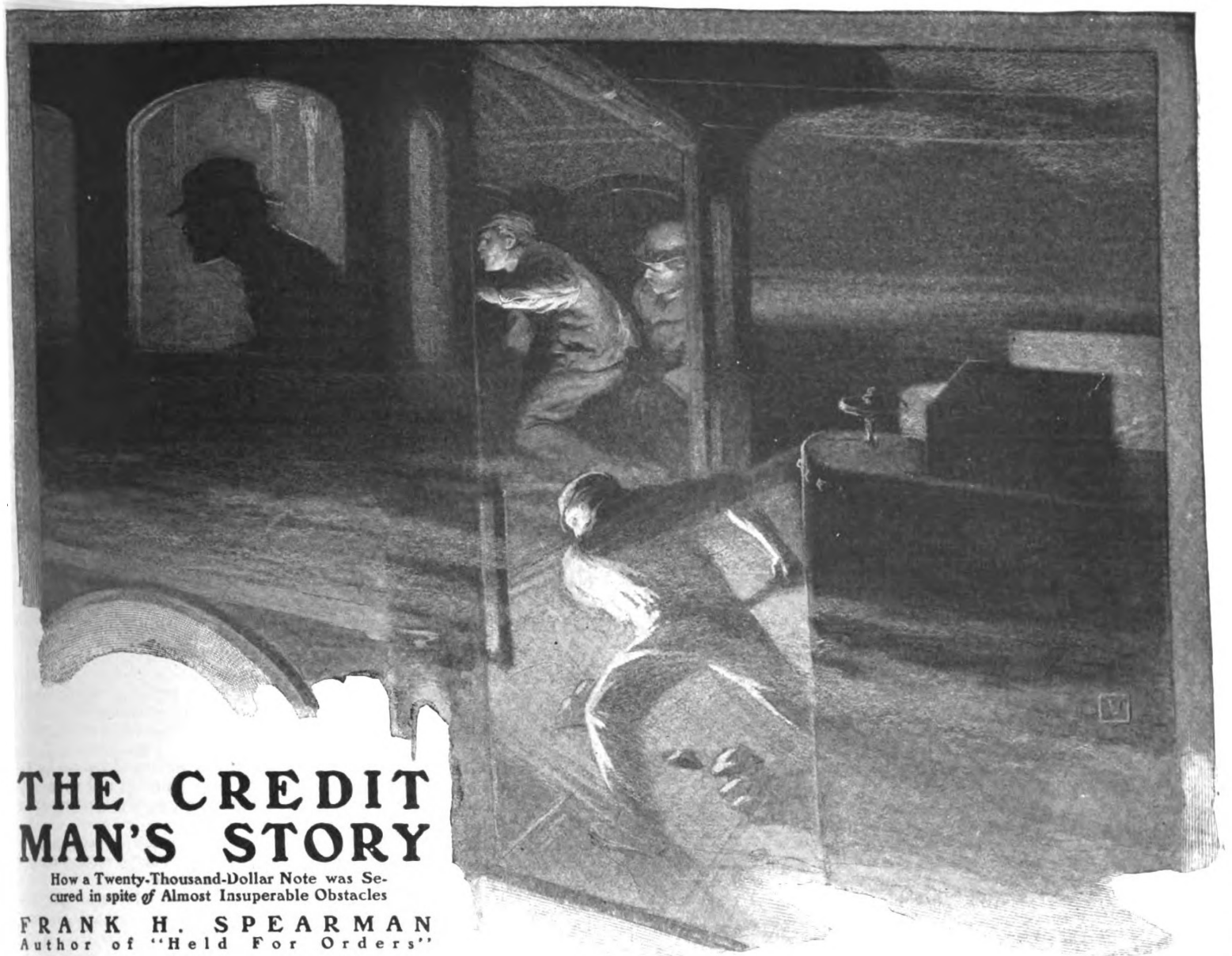
One Could Attack and Withdraw with Speed and Safety

But imagine that the "Fulton" or the "Holland" were attacking a battleship. Leaving its safe harbor, it would probably "run light" until it should reach the location of the enemy. The valves would then be opened, the water would rush into the ballast compartments, and the boat would sink until simply its small turret would be visible. When within range of the eyes of the alert lookouts of the foe and of the latter's guns, the submarine boat would suddenly plunge, leaving nothing but a few bubbles to indicate where the iron monster of the deep had gone down. Then, under cover of many feet of water, it would approach the iron hull of the floating fortress. If the latter were at anchor or stationary in the water, it might not be necessary for the captain of the submarine craft to take further observations as to its location; but, if the ship were moving, it could not, of course, be exactly located from beneath the surface. The submarine vessel would be driven upward; for a few seconds it would remain above the water. The man in the turret would obtain a new observation; the boat would again plunge, and steal closer to the enemy. She would probably have been sighted from the man-of-war by that time, and guns would be directed toward the spot where she had last been seen. But there would be nothing to shoot at. When within a thousand yards, or less, of the vessel which it would be her purpose to destroy, a great torpedo, measuring from eleven to sixteen feet in length, and containing hundreds of pounds of explosive matter, would be projected, the boat still being beneath the surface. If this torpedo should go true to its mark, the enemy's fleet would be the weaker by one fighting ship and its complement of men. The submarine boat would steal away unharmed, or project two other torpedoes, three being her equipment of projectiles.

There is No Possibility of Submarine Warfare

I have heard talk of naval warfare beneath the sea,—that is, of one submarine boat fighting another,—but it is nonsense. While very powerful search-lights have been invented, none is strong enough to extend the area of vision more than a few yards in front of a submarine craft when immersed. A battle between such vessels would be a case of the blind fighting the blind. Much doubt has been expressed as to the seaworthiness of the "Holland" and her companions. As a matter of fact, there is no craft more seaworthy. When in fighting trim,—that is, when nothing but the turrets are above the water,—the boat lies in the water like a log, free from exposure to wind and but little influenced by the waves. Such craft will cross the ocean some day.

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THE CREDIT MAN'S STORY

How a Twenty-Thousand-Dollar Note was Secured in spite *of* Almost Insuperable Obstacles

FRANK H. SPEARMAN
Author of "Held For Orders"

Illustrations Drawn by George Varian

ILLINOIS; March; mud!

Strictly speaking, it was worse than that, being not merely Illinois, but the very center of Illinois.

Mud! Hogs choked in it; cattle lost their cud in it; horses floundered helplessly in it. The mud was so deep, a rooster could n't walk across a barnyard without snowshoes. At Todd's Hill, the river was so thick with it that a team could n't pull a wagon from bank to bank, and the Ridge Road was so muddy that one could n't make any progress without a boat. That year there was mud over all Egypt and the land about.

Sol Barteau, one of our most trusted salesmen, was making everything good in Illinois below the Vandalia line, for Storm, Wordsworth and Company. I was assistant in the country credits. How I happened to get uneasy over the account of David Hogue at Todd's Hill, I cannot explain. It was, comparatively, a new account; but, officially, it looked all right. Hogue had a business that extended all over Razor County, and he carried a large stock. His business was backed, Barteau claimed, by rich relatives, and, therefore, we gave him a line of goods to the amount of fifteen thousand dollars, without a quiver. For two years he paid us promptly, but that winter he was slow, and, in February, let a five-thousand-dollar acceptance go to protest.

Of course, I wired him, and then wired Sol Barteau, who went down to Todd's Hill. "Been raining here six weeks," Sol telegraphed next day; "no business doing. Dave all right, but can't raise money till roads dry up."

It looked reasonable enough; yet I turned directly from Sol's telegram to the head bookkeeper. "How much," I asked, "does Dave Hogue owe us?"

The slip came back to his desk in about two minutes. "A little over nineteen thousand dollars," he answered.

It didn't please me. That night, I thought frequently of Dave Hogue's account. There is, after all has been said, an instinct finer than reason that enables a credit man, chained to his desk, and blinded with official assurances, to put a finger on a danger spot in his risks. In the morning, a letter from Barteau gave vivid details of the mud embargo over all Egypt. According to Sol, everything was buried in mud. Church services, he wrote, were suspended, hearses were stalled in the graveyards, courting was being done by telephone, and people were getting married by proxy, —but that Dave Hogue was, beyond a doubt, all right.

I put Sol's letter aside, talked to Mr. McIntyre, our department head, and, with his permission, sent for "Whispering" Smith. I happened to become acquainted with "Whispering" when he was called in at the time of the MacKenzie check forgeries in the cashier's department.

"Gordon," I said to him, "you're a sharp on recovering stolen property, I know. What would you think of looking into a big dry goods account for me? In point of fact, it's really in your line. There's a distinction between a bad account and stolen property, but there's really no difference. If you're not too busy, will you go down to Todd's Hill for me to-night?"

"But where's Todd's Hill?" asked "Whispering" Smith, in surprise.

"Under water, I should judge, from the way it's been raining in Illinois. You may have to feel for it with a pole, but I guess you'll locate it somewhere near Springfield. We've a big customer down there,—running a general store,—David Hogue. He owes us twenty thousand dollars. I'm afraid we're going to lose part of it. Will you go there and size up the fellow and the situation?"

"To-night?"

"To-night: and the minute you figure things out, if there's danger, telegraph me just one letter,—'M,'—and I'll go down myself. Are you ready?"

"To-night?"

"To-night."

"Todd's Hill?"

"Todd's Hill."

"David Hogue?"

"David Hogue."

"General store?"

"The same."

"Wire you 'M' if things look crooked?"

"Exactly."

The chubby little detective sat for five minutes asking questions. Then he went to his office. Late in the afternoon, he telephoned me to send his transportation to the Palmer House.

For three days I heard nothing from him. I was beginning to think my alarms were groundless, when, late in the afternoon of February 25, an unsigned dispatch was laid on my desk. It was addressed to me, dated "Todd's Hill, February 25," and contained but a single letter,—"M."

We had a hurried consultation in the credit department, and I started on the next train to Todd's Hill.

In the dead of the night, I stumbled from the sleeper steps to the station platform at the little town. "Whispering" Smith, with a lantern, greeted me. Drizzling rain, and a northeast wind that struck to the marrow, accompanied his greeting. Fortunately, he had a fire in his room at a hotel, and, locked in that room, we talked by the lantern's light.

"It looks like a steal. I've been slow getting the threads," said "Whispering" Smith, answering my questions. "Half the folks in this whole section, I reckon, are Hogues or Hogue's cousins and uncles and aunts. You know where I always strike for in a country town to get posted,—a livery stable. There're two stables here; one is kept by a cousin of Dave Hogue. I tried the other, and I found a man after your own heart,—Bill Dunham. Bill knows the Hogues. Your man Dave is getting goods by every train, right now;—now, when there has n't been a farmer's wagon in town for a month! He's selling nothing, and piling up stock. Bill figures that he's really a cat's-paw. Old Jesse Hogue is Dave's wife's uncle;—Dave married a Hogue, did you know that? Curious, is n't it? Jesse is a money-lender,—owns the store. Dave is in; it's as big as a freight depot. Jesse

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will step in pretty soon with a chattel mortgage or something. Bill may be wrong, but Dave is not ordering goods to sell,—not in this mud. Hanged if it isn't raining again; isn't it? Hear that! He's ordering them to keep. So I telegraphed you, and here we are," concluded "Whispering" Smith,—cheerfully, I thought, considering the outlook.

I studied the fire a long time, putting, between drowsy intervals, questions to "Whispering" Smith. The last one he failed to answer. Sitting peacefully asleep in his chair, and hanging on to the lantern, he was, in dreams, back once more, warm, dry, and comfortable, at Doyle's chophouse.

At eight o'clock the next morning, I walked alone into David Hogue's store. I found him in the office at his desk, and introduced myself. He was rather an unkempt, youngish man. I noticed the irresolute shuffle in his step as he came forward, and the weak hang of his head. After the fewest possible preliminaries, I went at him straight as a bullet.

"You are owing our people a good deal of money, Mr. Hogue," said I. "They feel, as most of it is past due, that it ought to be secured in some way."

He talked fair,—"soft winter, bad roads, poor trade; plenty of goods,—but no money." To focus on him, I asked, abruptly, for notes payable in two, four, or six months, indorsed by his uncle Jesse. He declared that Jesse Hogue would never indorse his paper. After some quizzing, he admitted that he owed his uncle money, but no questioning, however forcible, would make him say how much.

"You are not treating us in good faith, Mr. Hogue, and we are entitled to take any measure we can to secure what is due us," I announced, frankly. "But I want to say this: Sol Barteau has always been a good friend of yours,—as you know. Sol believes you are acting in good faith; for that reason I am disposed not to be too arbitrary in handling your account. Think this thing over. You must give me some money, today,—if not money, security."

I returned to the hotel, convinced that the game was up; that a failure was in close prospect, and that the creditors would lose heavily. I had learned that our chief Chicago competitors, Hill Brothers, were in the affair, and, the indications were, pretty deep.

"He's going to beat us, Gordon," said I to "Whispering" Smith, with conviction.

"Unless we beat him," replied the detective, calmly. For an hour, we discussed the situation. I went back to the store, after dinner, and talked about hogs and mud awhile with David, who, without committing himself on any subject, shuffled around in his shell about as he had done in the morning.

"Barteau," I said, after a pause, "feels this matter very keenly, Dave, because it has been largely on his assurances that our people have given you so large a line of credit. You are not willing that he should be a heavy loser on your account, are you?"

David refused to admit that Solomon could possibly lose anything on his account. I cajoled him in vain, and finally presented him with what I meant should end the chapter,—a judgment note.

He became as excited as a young colt. He arose to vent his wrath, and stormed around the office like an angry mastiff. Through it all, I sat perfectly calm. "It's up to a case of hypnotism now, if you save your money," "Whispering" Smith had said, just before we parted. "You must hypnotize him into signing a judgment note, or the jig's up; that's all."

I calmed Dave down carefully, by turning the talk to other matters; when I had him steady, back I went to the judgment-note proposition to secure our account. Again he reared and shook the bit in his teeth. Again I waited for him to be calm, and, just as I had got him interested, who should come in but his wife,—a timid, shrinking little country girl, twenty-two or twenty-three years old. I am always sorry for women in mix-ups, but it was past quarter then for anybody, and I meant to stick to David Hogue all day, and, if necessary, all night, to get that to which I was entitled.

With his wife, I talked housekeeping and China painting, in which she was deeply interested; pretty soon, to Dave, I again suggested the judgment note.

"I'll never sign a judgment note for you or for any other man in the world," cried David, angrily, though, in his wife's presence, he skipped some hard words. "I know all about cutthroat notes; I wouldn't sign a cutthroat note for my own father," he said, hotly.

I confessed to myself that Storm, Wordsworth and Company's money looked dim and far away. My back was toward the door while we wrangled. Dave looked up suddenly, and suppressed a motion to someone behind me. I turned, and saw a face disappearing in the shadow of the aisle just outside the office. It startled me a little, for it was a sinister face.

"There's Uncle Jesse," exclaimed Mrs. Hogue, artlessly.

"Ah," said I, cordially, "Uncle Jesse? Sorry I didn't meet him."

But I knew, the minute I set eyes on Uncle Jesse, that I had set eyes on the hawk. I knew that my work must be done before Uncle Jesse could get hold of my quarry, or it would never be done. How could I keep them apart until I could induce David to sign a note in our favor? To make my position more awkward, David began to get restless. I hung to him and to his wife,—determined not to let the old fox outside undo my efforts. I talked desperately on everything calculated to interest my two hearers, but Dave fidgeted more uneasily every minute; and, to complete my undoing, Uncle Jesse appeared flatly at the door, and said he wanted to see Dave a minute.

"Just a minute," I exclaimed, desperately. "I want to show you that watch now, Dave. Mr. Armour bought it in Geneva, himself," I added, looking around in alarm at the crafty moneylender. As I did so, I was paralyzed with astonishment to see "Whispering" Smith rise out of the gloom, give old Jesse Hogue a thundering slap on the back, and, when he turned, astounded, greet him with a broad smile.

"I'm all ready, Jesse," declared "Whispering" Smith, in cordial good faith, "to look at that horse." Behind him, beaming with tobacco juice and guile, stood Bill Dunham. I produced my chronometer for David, with a ray of hope, for I perceived that I had good assistants working along their own lines. A diversion was made: Uncle Jesse was spirited away, and a crisis averted. I trained my batteries again on the delinquent, to save, if possible, our nineteen thousand dollars. We wrestled in the office and out of it, through the warehouse, and at the depot. Where Dave had to go, I went. When Dave whittled, I whittled; when he talked, I talked; when he laughed, I laughed,—but not for an instant did I let him get away from me. We were in the office long after the lamps had been lighted, but Jesse appeared no more. I felt that with "Whispering" Smith and Bill Dunham he was safe. I had lost track of time, of place, of everything but a determination to wear Dave Hogue out or die in my tracks. It was half-past five before I realized it. Dave invited me to his house for supper. I accepted, and, while enjoying a tender chicken, business was dropped. We talked as two antagonists at armed truce. After supper, I sat with him before the stove in the dining room, the table between us. When I sat down to supper, I was, physically and mentally, almost a wreck. Business men can understand—no one else really can,—what it means to hold oneself keyed up for six hours to bend a man your way when it is clearly against his interest to bend. Apparently, I was no nearer success than I was the first minute I had beset the fellow. An hour's rest had refreshed me for renewed efforts.

"When are you going back?" asked Dave, nonchalantly; he felt he had the best of it.

"I intended to return to-night; but, if it takes a week, I shall stay here, Dave. I'll convince you how unjust you are treating us in this matter. Look here," I added, abruptly, "you make a good deal of fuss about a judgment note? Did you ever see a judgment note?" I asked this with mysterious intentness. Dave, nonplused at my earnestness, confessed that he never had. "Now, see here," I continued, candidly, drawing a blank from my pocket, "look at one. Read one. Read that."

I passed it across the table to him, and leaned over watching him as he scowled at it a moment and then threw it down.

"Have you read it?" I asked, putting the question to him as if I were polling a juror.

"Yes."

"Tell me," I asked, pointing my finger at it, intently, "whether there's anything in that note that will compel you to pay what you owe us more than once, Dave? Read it over again," I urged. "Mark me; is there anything in that note that will compel you to pay us what you owe us more than once?"

"No-o-o."

I let the silence have its effect.

"You say you don't want to see Sol Barteau made responsible for your account. Suppose an accident should happen to you. Suppose some other creditor *should* happen to crowd you, Dave. You refuse to secure us, you let us down, when you have the paper right in your hands to make us safe. Dave, read that note again."

I felt as if it was my last chance to save the account. He had just enough cunning to want to beat us with his other creditors, and, for the moment, just enough of indecision to think he could do it, even if he did sign and thus get rid of a leech.

"Here," I added, filling out, with some trepidation, a second blank note for the amount of our claim and laying it before him. "I have stricken out the attorney-fee clause. Sign that note, Dave, and you make us safe. It will be better for you; a good deal better, and," I added, hopefully, "better for us."

He picked up the instrument, clawed at his weedy mustache, and, irresolutely, reflected.

"Don't sign it," I said, very calmly and slowly, "unless you are satisfied you ought to do it." My heart beat so fast I could hardly see the lamp. A cat crawled between my legs and under the stove; I thought that would settle it. The clock ticked like a pile driver. "Have you a middle name, Dave?" I asked, in a low voice, while looking intently across the table at him.

"No."

"Then sign merely your full name, 'David Hogue,'" I said, pointing the handle of my fountain pen at him. His eyes met mine. Neither of us winced. He took the pen mechanically; the perspiration started from my forehead as he squared the note before him, flourished, country fashion, the pen, and dashed his signature across the instrument.

"Dave, do you know that is a good pen," I remarked, calmly, reaching, at the same time, for it and the note he had signed.

"Seems to be a good pen," he answered, shortly, handing it across to me. But, to my horror, instead of handing me the note, he picked it up, rose, and started toward the stove. That instant cost me a more severe nerve-test than all the other anxieties of my life combined. I tried to speak, but my tongue stuck, dry; I waited for him to open the stove door and throw my nineteen thousand dollars into the fire, when I perceived that he hesitated.

"Wh-why, what-are-you do-doing, D-D-Dave?" I stammered, huskily.

"Just drying the ink."

"Never mind, never mind," I urged, soothingly, as I started forward. "Here," I choked, "give it to me; I'll blot it right here on this newspaper."

He passed the note into my hand. "Briggs," he said, shortly, "there isn't another man in the state of Illinois could 'a' got that out o' me. Mind what I am telling you."

"Dave," I replied, pressing the note steadily against the newspaper as I shifted my body to a point between it and any revulsion of feeling on his part, "I appreciate the compliment; and, having secured it, I'm going to hang on to it."

He looked at me somewhat cynically.

"Good-night, Dave," I said, offering him my hand.

"Briggs," he said, collecting his disordered faculties as I pleasantly backed away, "you're pretty slick."

"Not a marker, Dave, to you Todd's Hill folks. Where is my hat, by the way?"

It couldn't be found anywhere. I took the loss evenly, told David to leave it at the hotel in the morning, and departed. My feet were so hot with haste that, in passing a man as I hurried up street, I almost knocked him off the narrow sidewalk. I stopped to apologize. It was old Jesse Hogue, headed for David's. I ran the rest of the way to the hotel, and jumped up the stairs, three at a time, for "Whispering" Smith's room. The door flew open; he had heard me.

"What luck?" he snapped, like a bear trap.

"I've got it!" I exclaimed, slamming the door behind me as I rushed in.

"Good boy!" cried Gordon, slapping my shoulder. "Bill said you'd never do it; eh, Bill?"

Bill Dunham rose out of the gloom behind the stove and loomed into silent height. He tried to speak, but his arrangements were not made. A

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moment's delay ensued. Then he exclaimed, warmly, "Never'd 'a'thought it! Now you 've got it, what are you goin' to do with it?"

"Get it to the county seat and put an execution in the sheriff's hands as quick as possible. Pull up your chairs, boys, and help me figure this thing out."

"You want t' figure fast; f'r, when ole Jesse hears o' this," said Bill Dunham, simply, "there will be ole Jesse t' pay."

"I passed him," said I, in a tremor of new alarm, "going to Dave's, as I came here, this minute."

"Don't let the mud dry on your heels afore you do business," calmly suggested Bill.

We talked fast. I had thought, when I got hold of the note, that my troubles were nearly ended. After we discussed the means of completing the work it looked as if they had just begun.

The county seat, Warrenville, where the judgment must be entered, was thirty miles from Todd's Hill; there was no railroad connection across the country. It was thirty miles with no bottom to the roads. Gordon Smith and I figured, this way, that way, every way.

"There's nothing for it but to drive and to drive it to-night," I said, looking at the two men for comment. Bill Dunham shook his head.

"I've got good horses; as good as there is in Razor County. But you'll never make it that way to-night. There's Hogues strung across Razor County all the way to Warrenville. You've got to reckon, too, that Jesse Hogue's goin' to work quick. He knows you've got the judgment note. It's dollars to dish-rags he's got his chattel mortgage ready. He'll have a man a-horseback on the pike for Warrenville inside of an hour. I can put just as good horseflesh as he can under either of you two, but I can't put relays every five miles across the country, and relays is what is needed to make Warrenville to-night. Which of you could back a horse half way there, anyhow?"

"I could look after that end of it, Bill," answered "Whispering" Smith. "But I don't want to come in second on a twenty-thousand-dollar purse,—ahem!—'specially if there's a better way of winning it." He looked at his watch. We looked at him. "There's a train out of here for Chicago, at six-thirty. It's half-past seven now. Let's see if there's one chance in a hundred to make Chicago and back to Warrenville on the 'K., C. and I.' If the train's late, it's a chance. I'll run ahead to the station. Pay our bill, and hustle over. Bill Dunham gets an even hundred dollars, Mr. Briggs, for what he's done. Hustle!"

He was out the door with the words. In three minutes, Bill and I were hurrying through the darkness after him. As I reached the platform, "Whispering" Smith came running toward me.

"A through train," he said, "and an hour late!" It's due here any minute. I tell you, that settles it. You can win out yet."

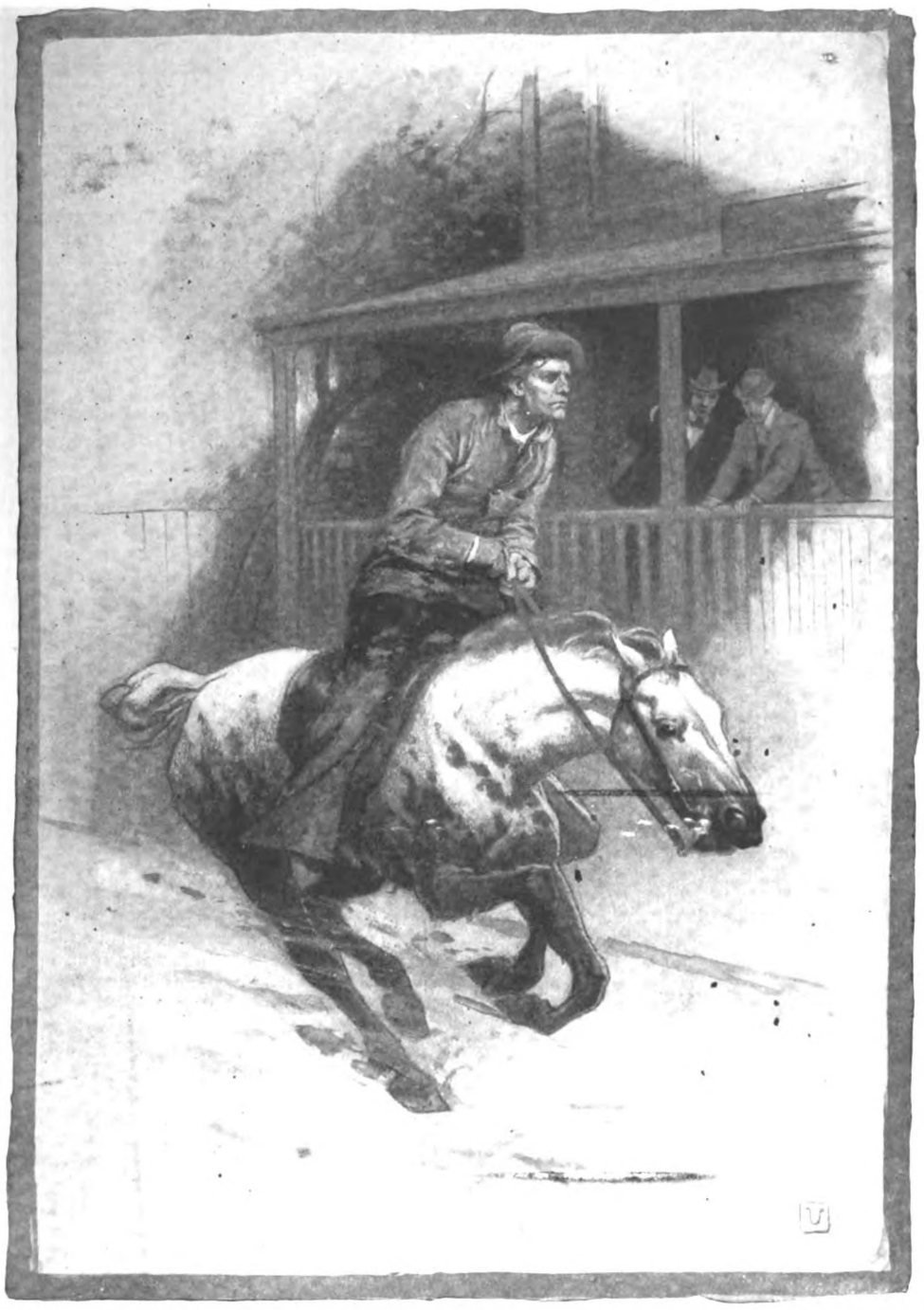
"But how are we to get from Chicago to Warrenville?"

"Hire an engine and run it! How else? Worth a race, isn't it?"

I stepped into the station and gave the operator the following telegram to be sent to McIntyre:—

> I have Dave Hogue's judgment note for nineteen thousand, one hundred and twelve dollars. Its value to us depends on getting execution ahead of probable chattel mortgage. Due to reach Chicago, over L. and N., about midnight. Charter K. C. and I. engine for me to make run right back to Warrenville county seat. Work quick.

As I signed the message, I heard the whistle of the belated express. In another minute, the train was pulling out for Chicago, and we were waving good-bys to Bill Dunham, and promising to let him know how we made it. "And if Jesse has n't got his man on the pike by this time," declared "Whispering" Smith, as we threw ourselves into a seat, "he's no good."



"A horseman galloping furiously down the street loomed through the fog before our eyes"

It was three hundred odd miles against thirty. When we quieted down after our rush for the station, I found plenty of time for anxiety and foreboding. It seemed, when thinking over it, a wild-goose chase to attempt to head a horseman across country, even if the roads were blackstrap. "Whispering" Smith, on the other hand, accosted the conductor, when he entered the car, and, by his suave manner, induced him to join in a conversation. He squeezed into "Whispering" Smith's seat, and it was hardly more than a minute before their heads were glued together as if they were football players. Suddenly, they drew their watches, almost simultaneously.

"Twelve o'clock," I heard "Whispering" Smith say, meditatively. "Well, yes. Now, it's this way. I want to make it and be out of Chicago by twelve o'clock, if I can,—hem? I tell you, conductor, there's a dollar in it for you and a dollar for the fireman and a dollar for the engineer for every minute you save in making Chicago before twelve o'clock. Five minutes, five dollars; ten minutes, ten dollars; thirty minutes, thirty dollars," emphasized "Whispering" Smith, hoarsely. "Tell the engine crew, at the first stop, will you?"

"Will I?" responded the conductor, excitedly, as he got up and reached for the bell cord. "I'll stop 'em and tell 'em now."

"No, no!" exclaimed "Whispering" Smith, catching his arm, excitedly.

There was an explosion under us! The car-floor heaved, and a pounding like the strokes of a runaway trip hammer brought us lurching to our feet. The conductor's hand was already on the bell cord, and he jerked at it like a sailor at a life line. The locomotive answered instantly with the air brakes. In the car there was an uproar. I thought the forward truck had certainly left the track. When a stop had been made, we followed the train men as they went outside with their lanterns.

"Just as I thought," said the conductor, stooping under the car-body. "Another of them blasted cast-iron wheels broke and came within an ace of ditching us. There goes your twelve o'clock, my friend," he added, turning to "Whispering" Smith. "Georgie," he called, through the darkness, to the baggageman, "pass me a couple of bars; get down that chain, will you?"

I was ready to tear my hair. A fine drizzle had set in, and the two crews worked in the mud and wet and darkness to chain up that truck. An hour passed like a thought in a dream. Passengers climbed in and climbed out, but "Whispering" Smith, with his trousers and the collar of his scanty little topcoat turned up, kept tab on the job every minute. There was little counsel he could give, and he knew better than do most men when to hold his peace; but, when he could do anything, he was on his knees and in the thick of it, helping; and, when he could n't, he was standing by with a lantern. When the conductor gave the signal to go on, perspiration was starting on the little man. He looked at his watch in desperation. "It means about two o'clock," he said, slowly. "We've lost an hour, and we'll run now like a man with a wooden leg. Some of our luck quit us at Todd's Hill. Never mind; I've got every man on the train under bigger pay than the company has this minute. We'll make it."

Somehow his confidence infected me, though the slackened speed did wear horribly on my nerves. The engineer, a careful man, eased the disabled truck at the curves, as if it was patched with court-plaster. But, in spite of everything, we made Grand Crossing a little after one o'clock, and then pulled ahead for the town, rather reckless of consequences. "Whispering" Smith was not quiet an instant. He was forward and he was back at every stop, talking, joking, and chaffing the crews. By the time we passed Englewood, every passenger who was awake was eying his watch and was making wagers on the result. We had reached even the lower stock yards, and were running past them at a clipping good pace, when there came a

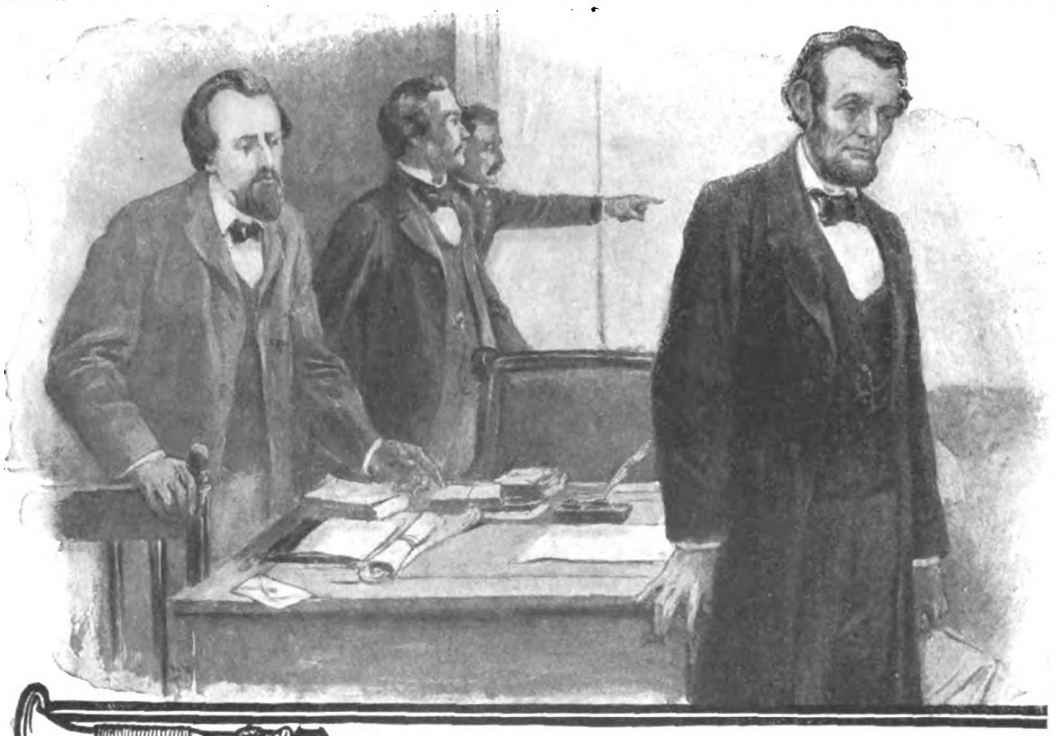
[*Concluded on pages 100, 101 and 102*]

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DURING ONE WEEK OF LINCOLN'S LIFE PRESENCE OF

GALUSHA A. GROW
[Speaker, House of Representatives, 1861-63]

"She bent the strenuous heavens and came down
To make a man to meet the mortal need"



THE most trying week in the public life of Abraham Lincoln was that which followed the fall of Fort Sumter and the first call for troops. When he took office, in March, 1861, seven of the slave-holding states had left the Union, and Virginia and North Carolina were about to follow them; while, of the government defenses in the South, only Fortress Monroe, in Chesapeake Bay, Fort Sumter, in Charleston Harbor, Fort Pickens, at Pensacola, and the fortifications near Key West remained in possession of the Federal forces. "The power confided to me," the President had said in his inaugural, "will be used to hold, occupy, and possess the property and places belonging to the government." This promise, moving slowly and with caution, he proceeded to redeem; and, when the Confederate authorities summoned Fort Sumter to surrender, an expedition, ordered by the President, sailed from New York to succor Major Robert Anderson and his handful of men. This was on April 9; but, while the expedition was still at sea, the Confederate forces opened fire on Sumter, bombarding it until it was compelled to surrender.

The North's answer to this appeal to force came on the morrow. Sumter fell on April 14, and the next day the President, by proclamation, called for seventy-five thousand volunteers. Quick and eager responses, ere the close of the day on which the call was issued, proved to Lincoln that the fall of Sumter had made a unit of the North. It had, on the other hand, done no less for the South. It silenced all protests against secession, and brought the faltering and undecided to the support of the Confederacy. All of the Border States, except Maryland, refused the President's call for troops, and Virginia, still wavering between loyalty and disunion, on April 27, passed an ordinance of secession, her example being speedily followed by North Carolina, Arkansas, and Tennessee. Richmond was made the Confederate capital, and a call from Jefferson Davis for volunteers was obeyed as eagerly as Lincoln's had been at the North. Both sides, all scruples dispelled, were ready for combat.

There Were Moments when Anxiety Seemed more Fearful than War's Horrors

Washington, however, during those first days of preparation, passed through a period of isolation and peril which made it, as I have stated, the most trying week in Lincoln's public life. Baltimore was then the main gateway of approach from the Northern States to Washington, the common center of the great railroad routes from the Ohio River and the West; from Harrisburg and the lake region northward; and from Philadelphia, New York, and New England. A single line of railway, forty miles in length, ran from Baltimore to Washington. The capital had but one other established route of communication with the North,—the Potomac River, which flowed through hostile territory, and was liable to be quickly obstructed by land batteries at narrow points. Baltimore, however, contained a numerous and aggressive pro-slavery element, and on Friday, April 19, the Sixth Massachusetts Regiment, the first organized body of volunteers to set out for the capital, was attacked by a mob in the streets of that city, four of its members being killed and many wounded. That evening the regiment reached Washington, and took quarters in the capitol. The wounded came with it on stretchers, but the dead had been left behind. "No troops shall pass through Maryland," the people of Baltimore declared, and to make good their threat they burned many of the bridges on the railroads running to Harrisburg and Philadelphia, and partially destroyed the telegraph lines. The bridges were destroyed on Friday night, and during the next two days other bands of Marylanders tore up much of the track of the railroad connecting the capital with Baltimore, and of the branch running to Annapolis. The remaining telegraph wires were severed on Saturday, April 20, and Washington was completely cut off from communication with the North.

Isolation doubled the uneasiness and alarm that had existed since the previous Thursday, when a rumor had come up from the South that twelve thousand Confederates were advancing from Richmond, bent on razing the capital to the ground. Women and children were removed from the city, upon receipt of this disturbing news, and hurried efforts made at defense. General Winfield Scott had only twenty-five hundred armed men, exclusive of the Sixth Massachusetts Regiment and some five hundred Pennsylvania militiamen who had arrived on Thursday, the first volunteers to reach the capital,—but he made ready for a desperate and stubborn resistance. Batteries were placed in commanding positions; guards were stationed at every approach to the city, and all the public buildings, including schoolhouses, were barricaded. The barricades at the entrances to the capitol were ten feet high, and it was General Scott's purpose, if the town should be attacked, to contest every point of vantage, making his last stand, if need be, on Capitol Hill.

Government officials, loyal citizens, and visiting strangers [The city was full of office-seekers from various states of the North and the West.] joined with hearty earnestness in General Scott's plans. The employees of the treasury department organized a regiment for its defense, and, in its unoccupied spaces, drilled from early morning until nightfall; the men exempted from service by age formed a company called the Silver Greys; and even the soldiers of the War of 1812 offered themselves; while officeholders and office-seekers joined the Frontier Guards and the Clay Battalion, impromptu organizations commanded by James H. Lane, of Kansas, and Cassius M. Clay, of Kentucky. The government furnished these companies with arms and gave them in charge of Major (afterwards General,) Hunter, who, on the evening of Thursday, April 18, stationed Clay's command in Willard's Hall, with orders to patrol the streets, and gave the Frontier Guards, in which I had enrolled myself, the post of honor as defenders of the Executive Mansion. Dusk found us, equipped with brand new muskets and an abundance of ammunition, encamped in the famous East Room, where, after spending the evening in drill, we disposed ourselves in picturesque bivouac on the velvet carpet,—"perhaps the most luxurious cantonment that American soldiers have ever enjoyed." Our special guardianship of the East Room lasted only for a night or two, till more suitable quarters could be extemporized, but the Guards and the Battalion for many days helped in no inconsiderable way to repress and overawe the lurking disaffection still present in Washington.

Through Anxious Days of Isolation, He Awaited the Arrival of Friend or Foe

The capital, when the Sixth Massachusetts Regiment arrived, had taken on an appearance very like that of a city in a state of siege. Theaters and places of amusement were closed, and nearly all business was at a standstill. No supplies could come in from Maryland or Virginia. Provisions of all kinds were bought up at extravagant prices, much to the benefit of the grocers, who refused credit to anybody; and families were put on short allowance, while the large stores of flour and grain at Georgetown Mills, and even those already loaded for shipment on schooners, were seized, and long trains of carts were engaged in removing them to safer storage in the public buildings. Other trains of carts and wagons traversed the streets at night, carrying food, arms, and ammunition to the patent office, the post office, the treasury, and the capitol, while the arches in the basements of the two last named buildings were filled with firewood and other materials as barricades for musketeers. The three or four batteries of regulars, which had been ordered on before the war began, were kept constantly on the move, going to or returning from picket duty; and at all hours of the day horsemen were seen galloping from General Scott's headquarters in every direction, as if on the most urgent errands, while in almost every street the militiamen of the District of Columbia were being drilled, with much distrust as to their loyalty.

When the Baltimore route was closed by the riot and bridge-burning of April 19, the railroad authorities at Philadelphia had promptly devised and prepared a new route,—by rail to Perryville, on the Susquehanna; thence by water on Chesapeake Bay to Annapolis; thence by railroad, or, if that should be destroyed, by common wagon roads to Washington. General Scott ordered this route adopted on April 20, and, when communication with the North was cut off later in the same day, two regiments—the Eighth Massachusetts and the Seventh New York,—were known to be speeding to the defense of the capital. But one anxious day of isolation followed another without bringing the expected troops. It was believed that they had been at Annapolis since Sunday morning. Why did they not land and advance?—The Annapolis road was known to be damaged; but could they not march twenty miles? Such were the questions asked by those who collected at the railroad station, or anxiously scanned the Potomac, with scarce a ripple or a sail thereon.

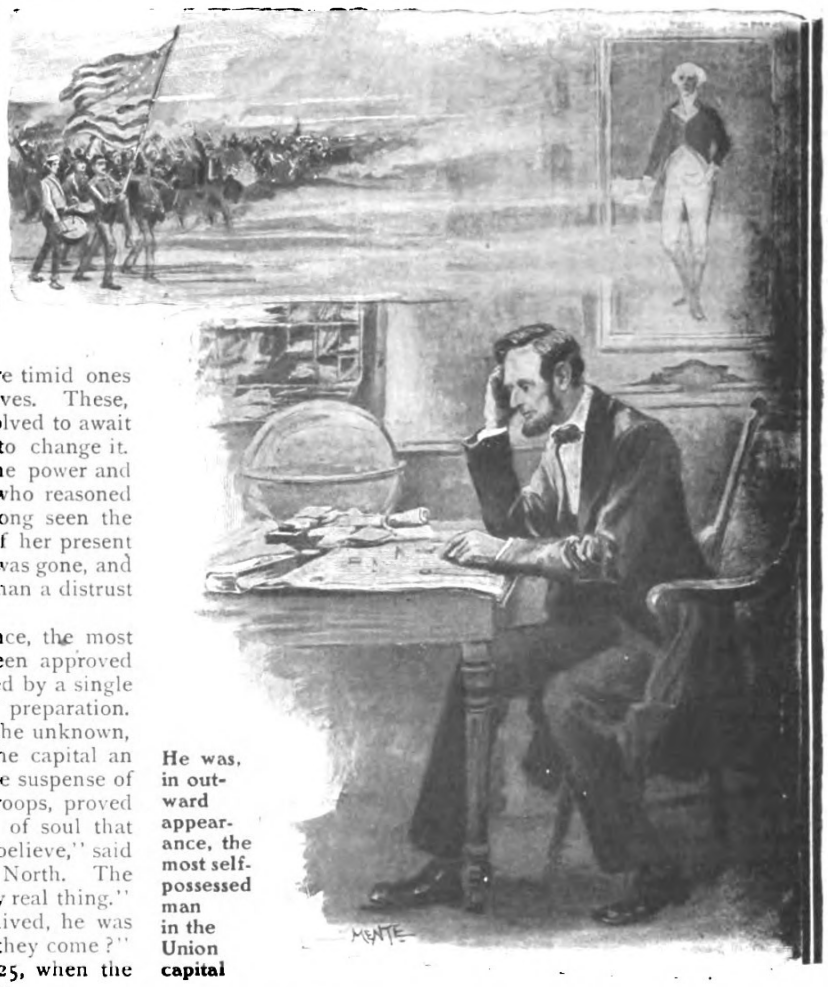
The only answers received, for the moment, were rumors of the most alarming sort. We were told of an immense Confederate force coming to Alexandria. Its mortars had been planted on the heights of Arlington; the city was to be shelled, the public buildings blown up, and the place left in ruins, which the North would find useless to fight for, and the South be saved the cost of defending, yet obtain all the prestige in the eyes of foreign nations which the capture of the seat of government could afford. The report said that a plan was being formed by Southern sympathizers to fire the city in many places at once, and, in the confusion, make it easy of

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MIND AND COURAGE MEANT MORE THAN AN ARMY







He was, in outward appearance, the most self-possessed man in the Union capital

conquest by an armed mob from Baltimore and Alexandria. The more timid ones fled from the city, by whatever chances of transportation offered themselves. These, however, were exceptions to the general rule. The majority seemed resolved to await the result as calmly as possible, conscious that they could do nothing to change it. Some there were among the bolder ones who voiced their confidence in the power and determination of the North, but they found doubting listeners in those who reasoned that the South was prepared, but the North was not, and who had so long seen the former carrying every point that they could not realize the possibility of her present failure. The conviction, indeed, was general that all hope for the Union was gone, and that those who had been friends were turned to foes, breeding in every man a distrust of his neighbor.

The President, during those trying days, was, in outward appearance, the most self-possessed man in the capital. He knew that his call for men had been approved by the loyal nation, that more men than he had called for had been tendered by a single state, and that from Maine to Oregon the people had begun the work of preparation. Present facts, on the other hand, demonstrated that he was environed by the unknown, and that whether a Union or a Confederate army would first reach the capital an uncertain future alone would show. It is not surprising, therefore, that the suspense of isolation, the fear of hourly attack, and the non-arrival of the expected troops, proved a sore strain even to Lincoln's strong fiber, and engendered a bitterness of soul that more than once found poignant, half-ironical expression. "I begin to believe," said he to the mounted men of the Sixth Massachusetts, "that there is no North. The Seventh Regiment is a myth. Rhode Island is another. You are the only real thing." Again, pacing the floor of his deserted office, cool as any man that ever lived, he was heard to exclaim to himself: "Why don't they come? Why don't they come?"

This question was happily answered at noon of Thursday, April 25, when the whistle of a locomotive broke the silence that brooded over the city, and soon the Seventh New York Regiment, travel-stained and dirty, but flanked by cheering crowds, was marching from the station to the White House, there to be received by the President. The Seventh and the Eighth Massachusetts had reached Philadelphia six days before, to find the usual route to Washington blocked by wrecked railroad bridges, and communication with the capital also impossible; but Benjamin F. Butler, commander of the Eighth, had pushed on by rail to Perryville, and thence by rail to Annapolis, while Colonel Lefferts, of the Seventh, placing his men aboard the first steamer he could find, started for the same point by way of the capes of Delaware and of Virginia. The two regiments met on Monday at Annapolis. Massachusetts soldiers repaired the dismantled locomotives found there; cannon and men to serve them were placed on a platform car in front, and the baggage of the regiments was loaded on other cars in the rear. Then the two commands, with a train thus made up, began their march toward Washington, and, building bridges and laying tracks as they advanced, on Thursday morning reached Annapolis Junction.

The Eighth was halted there by a rumor that a numerous body of Confederates was in the vicinity, while the Seventh pushed on to Washington. No Confederates appearing, the Eighth, after a wait of some hours, resumed its advance. It found quarters early next morning in the capitol, and the same day brought the First Rhode Island. Lincoln's most trying week was ended. Within a fortnight there were seventeen thousand volunteers in Washington. Thenceforward regiments poured in unceasingly, and the safety of the capital was assured. Lincoln showed, by this experience, that he was a man of wonderful endurance. I believe that no other man could have lived through such a trying ordeal. His course gave inspiration to all.

Lincoln Wanted To Be What People Thought Him To Be

Abraham Lincoln has been described, by a whilom member of his official family at Washington, as "a methodical man of irregular habits,"—a characterization which may have been prompted by knowledge of his daily life during his four years in the White House. It was without order or system, for he was seldom if ever free from interruption, and his desire that all who wished to see him should be allowed to made him the first to break down the barriers which others reared about him. Yet in one way or another each new task was performed; and, with wisdom and patience, the work was done that has given his name to the ages.

The President was an early riser, his sleep being light and capricious. He was often at his desk at six o'clock in the morning, and, during his first days in the White House, he found delight in sunrise visits to the camps and hospitals in and around the city. He was generally unattended in these rambles, probably from choice, as he was thus enabled to mingle freely with the soldiers, and to make himself familiar with their needs and condition. Now and again, in those first days, he would find time for an unannounced visit to one of the departments, in the discharge of some helpful task which he did not elect to entrust to others. It was an errand of this sort which, one hot afternoon in the early summer of 1861, caused his unexpected appearance at the headquarters of General Winfield Scott. He looked the picture of weariness and disgust, and, without waiting for the general to welcome him, sank heavily into the first chair to which he came.

"Keep your seat, General," said the President, as, with a huge bandanna, he wiped the dust and moisture from his face. "It is too hot to stand on ceremony. I have only dropped in to tell you that I have learned something new to-day."

"What is that, Mr. President?" asked General Scott, a look of surprise still lingering on his face.

"That it is a great thing to be an officeholder," Mr. Lincoln went on. "Since nine o'clock this morning I have been trying my best to get an audience with a clerk in the pension office, but without success. I have been upstairs and downstairs, from the ground floor to the attic, half a dozen times, and I am completely fagged out."

The Clerks of the Pension Department did not Know Lincoln by Sight

"Pardon me, Mr. President," General Scott broke in,—"but it is rather an uncommon thing for the President of the United States to become a solicitor of pensions. When you have any business of that kind demanding attention, send it to me, and my secretary here will be glad to attend to it, without delay."

The secretary in question was Colonel, afterwards Major General, Schuyler Hamilton, and it is he who tells the story.

"I am sure the claim is a just one," the President continued, unmindful of the general's interruption, "for I have gone over the papers in the case with care." Here he drew a bulky package from one of his pockets. "The applicant is the widow of a corporal who was killed by the Indians. She should have had her money long ago, but nobody seems to have taken any interest in the case. She has been haunting the White House almost daily for weeks. I am resolved to wind the matter up one way or another to-day. I have promised the poor woman an answer at four o'clock, and she is waiting for me over at the White House. How long do you think it would take you, Colonel,"—addressing Hamilton,—"to get this case through the pension office?"

"It should be done in half an hour," replied Hamilton, as he glanced over the papers to see if they were in proper form.

"Go ahead, my son," said the President, "and I will wait for you here."

Five minutes later Hamilton was addressing the commissioner of pensions.

"Did you see a tall, dark-complexioned man here to-day?" he asked. "He wore a linen duster and a slouch hat, and was interested in the pension of a woman whose husband was killed in the Seminole War."

"Oh, yes, I remember the man," was the reply. "He said he was a lawyer, from somewhere out West."

"Well," said Hamilton, "you have got yourself into a pretty fix. That man is President Lincoln, and I have just promised him I would bring him an answer from you inside of half an hour."

This brief announcement wrought an instant change in the pension office. Bells were rung and heads of divisions sent for, while clerks and messengers ran here and there at the seeming peril of life and limb. Before the expiration of the promised half-hour, Hamilton placed the final papers, duly signed and executed, in the hands of the President. He looked them over carefully, to make sure that they were right, and then, with a quizzical smile, asked:—

"Can you tell me, Colonel, how it is that I was so long and failed, and you were so short and succeeded?"

"To speak frankly, Mr. President," said Hamilton, "I regret to say you are not known by sight in the pension office."

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The South Is Vigorously Astir to Improve Her Schools

CHARLES D. McIVER [President, State Normal and Industrial College, North Carolina]



IN spite of the many misunderstandings incident to and resulting from the great war between the states of the Union, it would require a large volume to record the generous acts of men and women in the North toward the South since 1865, and it would make an equally large volume to record instances of the sacrifice, the patience, and the generosity of the people of the South toward former slaves who are now citizens.

Foremost in the South's record of generosity would be its reasonably cheerful maintenance of a public school system for the education of both races, supported almost entirely by taxes on the property of the white race. If the people of the latter race were wealthy, this tax would not be worth mentioning; but out of their poverty they have made, by their taxes, a much larger investment than that of the North in the education of the colored race. I am not entering a complaint against the North. It has been generous to the negro in educational matters through voluntary philanthropy, but the South has dealt with him more generously through the medium of voluntary taxation.

Preëminent among the acts of educational philanthropy in the history of the country must stand the gift of George Peabody, who, in 1867, gave three million dollars to the public schools of the South without regard to race. The Peabody Fund has been most wisely used to encourage public education in every one of the Southern States, but the income from the fund has not been large enough to do much more than stimulate local taxation in the towns, and promote the professional training of teachers in normal schools and institutes. A large proportion of the population of the South—at least three fourths of it,—is in the country, and the greatest aid that can now be given to that section, in its hard struggle for effective public schools for all its people, would be a fund to encourage even more strenuous effort for educational facilities in the rural districts. When this is done more interest will be taken in agriculture.

When all the facts can be made known to wealthy men and women, amounts larger than the Peabody Fund will be invested in aiding the public schools of the South and in fostering local taxation therefor.

Moreover, when the people of the South in the rural districts have full information as to the material and other advantages resulting from a liberal investment in public education, they will not fail to follow the example of their neighbors in the towns and cities where a tax has almost invariably been voted and where school facilities compare favorably with those of any other part of the country.

It is the chief object of the "Conference for Education in the South" to do what it can to collect and distribute in the North and South and West such information as will secure, at the earliest possible moment, the investment, by taxation and through philanthropy, of such sums as are needed to insure an effective school system that will be available for every child in every one of the Southern States.

Efforts will be made in all directions to accomplish this result. Those who are leading in the work for better schools will be aided in their struggle, and doubtless generous men and women of wealth will be encouraged to assist by donations to those institutions—normal schools, colleges, and universities,—that are doing all in their power to prepare students to become leaders in the battle for universal education.

The work in the South is to be done, as far as possible, through the local educational authorities, and friends of the movement who live in the North have shown a great desire to aid the educational leaders of the South—happily an ever increasing number,—in their campaign for better education and more of it for everybody.

The Sympathy and Support of All the People are Wanted

The Slater Board directs much educational investment in the South, but this is exclusively for the negro; the Peabody Board makes investments largely in teacher-training, and has only a small amount left to invite local taxation for schools; many men and women give large amounts annually to certain institutions in the South; but the Southern Education Board will assume, as its chief work, that of aiding in the improvement of rural public schools.

In this work it will undertake to enlist the sympathy and support of people everywhere. First of all, of course, it will strive to organize and strengthen the public educational forces already at work in the South. That new educational endeavor will be created is not to be questioned, and there is hardly a reasonable doubt that the agitation will result in increased revenues for public education both from Southern taxes and from Northern private philanthropy.

It is natural that much of the educational aid first offered to the South should have gone exclusively to negroes; it is also natural that this did not secure for the donors or their schools universal sympathy in the South; under these conditions it is also natural that, along with the great good accomplished by the schools established, many blunders were made, and that the white people of each section should have misunderstood many well-meant acts of the other. In this connection it is most notable and significant of the donor's wisdom that the Peabody Fund, established in 1867, should have gone to the general public school system for both races. It is fortunate now that there should be formed a board composed of men of both sections, thoroughly familiar with general conditions, who will coöperate in the effort to strengthen the cause of education in every legitimate manner, and will strive, not so much to introduce new systems, and to establish new schools, as to build on the basis already established by the people of the South, and to encourage those agencies, whether established by local or outside effort, already at work to bring about thorough education for all the people.

The "Executive Board of the Conference for Education in the South," or the Southern Education Board, as it is called, consists of President Robert C. Ogden, Secretary Charles D. McIver, Treasurer George Foster Peabody, and Edwin A. Alderman, W. H. Baldwin, Jr., Wallace Buttrick, J. L. M. Curry, Charles W. Dabney, H. B. Frissell, W. H. Page, and Albert Shaw. All the members of the board, except three, have lived in the South. Six of the eleven are natives of the South, and five are now engaged in educational work there. It is a board of active successful men of varied experience and of public spirit. Robert C. Ogden, the president of the board, and also president of the conference, is widely known as a member of the business house of John Wanamaker and Company, and manager of the great New York store; George Foster Peabody, of the firm of Spencer, Trask, and Company, a Georgian by birth and by residence in his boyhood and early manhood; and W. H. Baldwin, Jr., president of the Long Island Railway, for several years a resident of the South, and remembered there as a popular official of the Southern Railway, are the business men of the board. They have contributed liberally of their time, means, and service to various educational causes for both races in the South.

Improve Southern Education and You will Improve the Nation

Hon. J. L. M. Curry's service as a legislator in Alabama and member of congress before 1861, as a member of the Confederate congress and of the convention that framed the constitution for the Confederacy, as a soldier, and, since the war, as a preacher, teacher, and author, and as minister to Spain in President Cleveland's administration, justly entitles him to the high place he holds in the confidence and affection of the people, both North and South. The climax of his full life, however, whether considered from the standpoint of education, brilliant oratory, statesmanship, or diplomacy, will be his twenty years of service as general agent of the Peabody Board of Trustees and as the representative in recent years of the Slater Board. His long life of usefulness, and his varied experience, peculiarly fit him for the new service he has undertaken as a member of the Southern Education Board.

All the other men comprising the board are comparatively young, each representing a different field of work.

The clergy is represented by Wallace Buttrick, of Albany, a prominent representative of the Baptist Mission Board, whose duties have led him to travel in the South and given him insight into its conditions and sympathy with its people. H. B. Frissel, LL.D., principal of Hampton Institute, Charles W. Dabney, LL.D., president of the University of Tennessee, at Knoxville, Edwin A. Alderman, LL.D., president of Tulane University, at New Orleans, and Charles D. McIver, Lit. D., president of the North Carolina State Normal and Industrial College, at Greensboro, are active workers in the educational development of the South, and the positions they hold indicate their respective lines of special effort.

In the organization of the work of the board, Dr. Dabney will act as director of the Bureau of Investigation and Information, which is to collect statistics and publish bulletins. The Field Work, consisting largely of a campaign to stimulate local taxation for public schools, is to be under the management of three district directors, Doctors Alderman, Frissell, and McIver, and all the work will be under the oversight of Dr. Curry as general supervising director.

Any attempt to improve or increase education in the South, will be a benefit to the entire country. The South is not producing its best results in manufactures or agriculture. The Charleston Exposition shows, however, that we are going ahead steadily, and that we need more practical education to go ahead faster. The school work shown at this exposition is creditable to both races. It is the outcome of great perseverance and energy wrought by bright minds. These minds are capable of greater things. They need the proper training. We have inspiration and energy going to waste for lack of a system of education that will give every man and woman a start on the right road.

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Training for *the* Duties *of* Home Life is ever *the* Fundamental Principle *of* Noble Contentment *and* Lofty Achievement



MARY A. LIVERMORE



"Be it ever so humble, there's no place like home"

There blend the ties that strengthen
Our hearts in hours of grief,
The silver links that lengthen
Joy's visits when most brief.
Then dost thou sigh for pleasure?
O! do not wildly roam!
But seek that hidden treasure
At home, dear home.—Bernard Barton.

There the Good Angel of the house, the mother, wife, and mistress,
With gentle care and thoughtful love, is ministering unto life.—M. F. Tupper.

"Either sex, alone,
Is half itself, and in true marriage lies
Nor equal nor unequal; each fulfills
Defect in each, and always, thought in thought,
Purpose in purpose, will in will, they grow."

There 's a bliss beyond all that the minstrel has told,
When two that are linked in one heavenly tie,
With hearts never changing, and brows never cold,
Love on through all ills, and love on till they die.
One hour of a passion so sacred is worth
Whole ages of heartless and wandering bliss.—Moore.



THE character of individuals, as of generations, is determined by heredity and environment. Of the two, environment is the stronger factor in human life, chiefly because we have tried to improve that to some extent, and have practically ignored heredity. It is possible to overcome in part, and sometimes entirely, the evil tendencies of a bad heredity, by the use of the right environment. Those who have had large experience in charitable institutions, to which children are removed from the vile purlieus of cities to purer and more favorable surroundings, and have watched the results of the change for years, believe mightily in the influence of good environment.

While there are many agencies of good environment, the most important and most influential is a good home; for here the very foundation is laid for future good or evil. The first step is taken away from animalism when a human being, young or old, is established in a well-ordered home. Indeed, civilization has but this end in view,—the perpetuation and improvement of the race. The maintaining of governments, the planting of institutions, the founding of schools and colleges, the establishment of homes, and the rearing of families, are all means to this end. As Humboldt said, years ago, "Governments, property, religion, books, and homes are but the scaffolding to build men. Earth holds up to her Master no fruit but the ripened man."

If the influences that go out from the home are corrupting, then the waters of life are poisoned at their very source. The returns of the Elmira (New York,) Reformatory Prison tell us that fifty per cent. of all young criminals come from bad homes, and that only nine per cent. come from those that are good. They also report that ninety-seven per cent. kept bad company, and only one per cent. good company, before they were sent to the prison. Here, the alternative of the tenement house that has no home, or one that is debasing, and of the school in which there is no room, is the street and its idleness and temptations. The recent school census in New York City reported fifty thousand truants drifting about the streets, for whose accommodation a dozen new schoolhouses would not be sufficient. "Malevolence," says the superintendent of the Elmira Reformatory, "does not characterize the young criminal, but aversion to continuous labor. He is not as wicked as he is weak. He could be managed, with a good environment, but is usually left to himself,—to the tenement house and the street."

As a rule, the worth, or the worthlessness of the home, is the work of woman. "A man may build a castle or a palace," says Frances Power Cobbe; "but, poor creature! be he wise as Solomon, or rich as Crœsus, he cannot turn it into a home. No masculine mortal can do that. It is a woman, and only a woman,—a woman all by herself, if she must, or prefers, without any man to help her,—who can turn a house into a home." It requires a very high order of woman to be a good wife, mother, housekeeper, and home-maker. She who makes a success in these departments possesses such a combination of admirable qualities, both mental and moral, that, with proper training, she might make a success in any business in life. "Government is political economy, or national housekeeping," said Theodore Parker, half a century ago. "Does any respectable woman keep house as badly as the United States, with so much bribery, corruption, quarreling, and squandering?"

For the mighty reason that the majority of women will always be wives, mothers, and home-makers, while the world stands, they should receive the largest, completest, and most thorough training for their business. These positions are the most important that women can occupy. The very highest function of a woman is to make a home, and to rear and train a family. It is the very highest function of a man, also. It is not possible to state this too strongly. Education, religion, human affection, and civil law,—all should aid to accomplish the very best of which they are capable. Instead, we trust almost entirely to natural instinct and aptitude, which, in girls, are incomparably strong in the direction of wifehood, motherhood, and the home. We almost entirely ignore the domestic virtues in the training of our sons, and seem to take it for granted that they will make affectionate and faithful husbands and fathers to their future wives and children, as well as good providers and care-takers.

Domestic mismanagement and unhappiness, of which we hear so much nowadays, are due quite as much to the shortcomings of the husband as to those of the wife,—in an overwhelming majority of cases, he seems, indeed, to be the more blameworthy. The man's blame is most often one of aggressive provocation, of unprincipled and heartless behavior, of cruel disappointing and thwarting, of a giant's strength used in a giant's way. The woman's is a blame of imprudence, of disappointment unwisely met, and impatiently or otherwise ill-borne. It is a blame that is negative rather than positive, passive rather than active. If it were the rule to train sons as well as daughters for the important duties of marriage, parenthood, and home-making, that await them, does anyone believe that the press of to-day would overflow, as now, with the foul accounts of conjugal wretchedness, and applications for divorce?

The duties of the mother begin long before her children come into life,—aye, and the duties of the father, also. He needs to know that the physical sins which he may thoughtlessly commit, in his early manhood, may be fearfully punished in the person of his child, by the action of the remorseless law of heredity; that "Whatsoever a man soweth, that shall he also reap,"—"wild oats,"

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or whatever else may be sown; that it is the husband and the wife together who make the home; and that, if he is intemperate, extravagant, ill-tempered, indelicate, arrogant, ignorant, and obstinate, his wife cannot make the home what it ought to be, no matter how wise, loving, and prudent she may be. Enlightened motherhood needs to be supplemented by enlightened fatherhood, if the home is to become what it should be, the great civilizing and uplifting agency of the world.

A mother should know all that science can teach of the prenatal laws of being and of heredity. Her acquaintance with physiology should not be the superficial knowledge given in the ordinary school or college even. It should be a thorough exposition of the mysteries of her own physical being, with a clear understanding of the hygienic laws she must obey, if she would grow into healthy, enduring womanhood. She should be taught the laws of ventilation and of nutrition; what constitutes healthful food; the care of infancy; the nursing of the sick; and in what that vigilant and scrupulous cleanliness consists which almost prohibits certain forms of disease, called by the doctors "dirt-diseases," from crossing one's threshold. The details of this necessary knowledge can only be learned in practice and slowly. But the foundations must be laid in early study. The mother must dignify these matters in the mind of her daughter by her own observance of them; and there are pouring in upon us such floods of light pertaining to all matters of physical life and well-being that the mothers of the future, in these respects, ought to be a great improvement on the mothers of the past and present.

We have been less wise and earnest in our demand that girls shall have equal industrial training with the boys. Boys have been educated to have some well-defined, clear-cut purpose in life. The widest range of education has always been open to them; and the whole world of culture, work, and business has invited them. It is regarded a misfortune, if a boy grows to manhood aimless, shiftless, and content to live on the labor of others; and we regard it a calamity if a daughter, who has arrived at young womanhood, gives herself in marriage to so worthless a fellow. It has been assumed that girls are to be married and "supported" by tender and competent husbands. The training necessary to them, therefore, will be such as shall fit them to be wives, mothers, and housekeepers, — "sweet dependents," held perpetually in "soft subjection."

Wise Women Foresee *and* Prepare for Contingencies

The practical working of this theory has weighted women with heavy disabilities, for all men do not make good or competent husbands. Some are incompetent, others become invalids, some are dissolute and idle, and not a few desert entirely both wives and children. Many women with husbands find themselves compelled to aid in earning the means of living; many wives earn the entire livelihood of the whole family. Many wives are widowed, and the number of women in New England and the Middle States who do not marry at all is increasing. In sixteen of the Atlantic and Gulf states, there is a large excess of women over men. Untaught in any industry, utterly lacking in practical knowledge, ignorant of the simplest forms of business, they suffer great hardships. Many women left widows with property to care for, because of their ignorance of business, fall an easy prey to the dishonest and designing, who, under pretense of assisting them, pluck them like geese.

For these and other reasons, girls should be raised to a knowledge of business and its methods, and should not be considered well educated, no matter what their accomplishments, until they have learned a trade, a business, a vocation, or a profession. Then, if the husband drops into invalidism, bankruptcy, or dissolute habits, or if he is removed by death, the young wife will be measurably prepared for the emergency, and will not be left wholly to the mercy of circumstances. She will be able to maintain her home, and train her children, and her friends will find it easy to assist her in bearing her burdens. If property passes into her possession, she will know how to retain it securely, and to manage it with wisdom. She will inform herself concerning the elements of financial security; what are safe investments; what constitutes a valid title to property; what cautions are to be observed concerning mortgages; what are the property rights of married women in their own states with similar information.

Home Should Be *the* Wife's Indefeasible Appanage

There is another matter about which there can be but one opinion. The family homestead should be secured to the wife inviolably. She should hold it in fee, secure from the blunders of crazy speculators, who dishonor legitimate business; from the squanderings of the debauchee, who sinks the husband and father in the sensualist; and from the sad reverses which befall the honest, sore-pressed man of business. Never should the homestead be made the basis for business credit, and the wife should stand firm in the resolve never to consent to the mortgage of the home, or to its sale,—unless a change of residence compels it, and she is sure that the sale of one home is antecedent to the purchase of another.

There are instances to which this recommendation is not applicable. But to the majority of wives and mothers, filled with tender solicitude for the well-being of their children, there would be infinite comfort and helpfulness in the conviction that they were anchored in permanent homes. For them the terrors of unhoused poverty are unbearable, and the wiser legislation of the future will make the homestead their indefeasible heritage. Even if widowed, and all else has been wrecked, if there remains to her an unencumbered home, happiness has not wholly parted company with her. She will be able to keep her family together, and a moderate income will make all comfortable. But if both widowed and homeless, she is doubly bereft, unsettled, and subject to great discomforts.

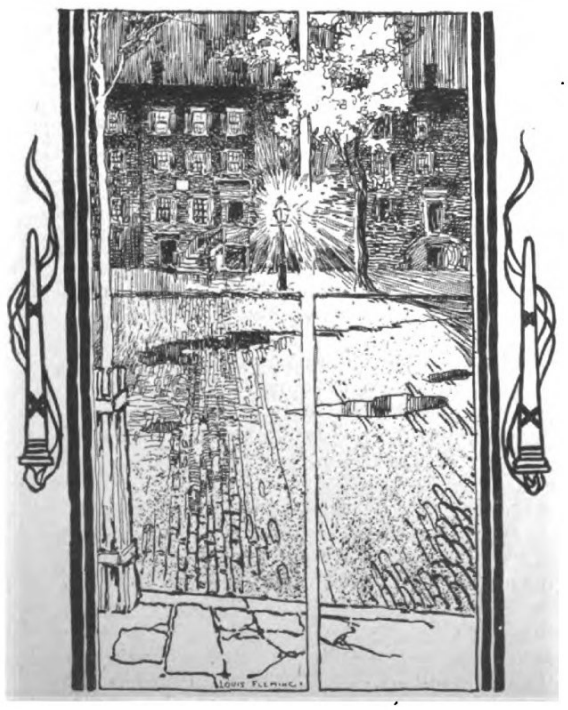
Because of the vast importance of the domestic function of woman, and of its far-reaching influence; because she stands so near the beginnings of life that she, more than the father, plants the impulses which last the longest and are most deeply rooted, every woman should have an early training commensurate with the greatness of the work she only can perform. Let her be taught accomplishments that will render her charming in the home, as well as welcome in society. Give her amusements, and let her breathe a sunny atmosphere. Train her to cheerfulness as a moral duty to herself, her home, and acquaintances. Do not repress her girlish enthusiasm over her pursuits or pleasures. Give her the highest education demanded by the hunger of her soul, and allow her to fit for any calling or profession to which she is adapted by her taste or capacity.

Be Coordinate in both Dependence *and* Independence

But even when women have technical training, they should be reared, as far as possible, as if we were sure they are to be wives, mothers, and housekeepers. Few women reach adult life, even when they do not marry, without finding themselves so circumstanced, at times, that a domestic training is invaluable to them. Even when one has means to employ servants, this training is necessary; for a woman cannot tell when she is well served, unless she knows what good work is. A course in "domestic science" should be added to the curriculum of every woman's college, and it should stand on equal terms with all the other courses. A wife and mother should always be mistress of herself, and of her department, and never the slave of another,—not even when that other is her husband, and the slavery is founded on her love for him. That robs her of half her value. "Give your child to be educated by a slave," said a wise old Greek, "and, instead of one slave, you will then have two." Yet there are survivals of the old common law on our statute books that tend to the enslavement of the mother, and to completely subordinate her to her husband. Such a law is that which gives the ownership and control of the minor children to the father, instead of placing them under the joint guardianship of both parents, as nine states of the Union have done. Another law, equally unjust, gives the earnings of the wife to the husband, without regard to his worthiness or her need. It has been abolished in the most intelligent sections of the country, but still lingers on some statute books.

But these wrongs, and others like them, are hastening to their overthrow, through the law of evolution, which is steadily lifting the home to a higher plane. Invention is simplifying household labor, as it has that of agriculture, and co-operation will yet extend to housekeeping, as it has to other business. It is demanded that marriages shall be based on mutual love and respect, each recognizing the other's equality, each supplementing the other in the work of the home. Then will human fatherhood and motherhood take on something of the fullness, tenderness, and divineness of Godhood.

"Then comes the statelier Eden back to men;
Then reign the world's great bridals, chaste and calm;
Then springs the crowning race of human kind."



The House Where Lincoln Died

ROBERT MACKAY

ABOVE Judea's purple-mantled plain,
There hovers still, among the ruins lone,
The spirit of the Christ whose dying moan
Was heard in heaven, and paid our debt in pain.

As subtle perfume lingers with the rose,
Even when its petals flutter to the earth,
So clings the potent mystery of the birth
Of that deep love from which all mercy flows.

* * * * *

Within this house,—this room,—a martyr died,
A prophet of a larger liberty,—
A liberator setting bondmen free,
A full-orbed MAN, above mere mortal pride.

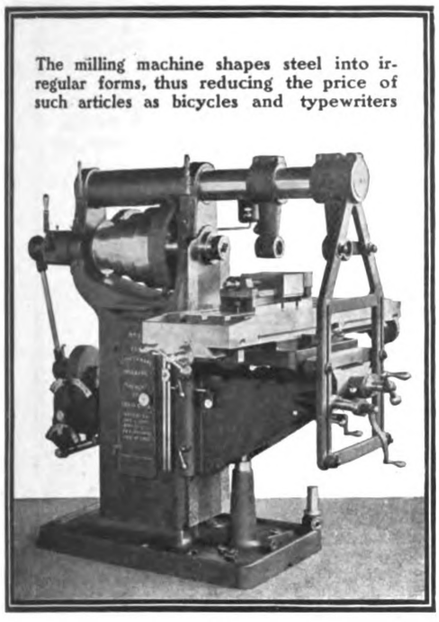
The cloud-rifts opening to celestial glades,
Oft glimpse him, and his spirit lingers still,
As Christ's sweet influence broods upon the hill
Where the red lily with the sunset fades.

* * * * *

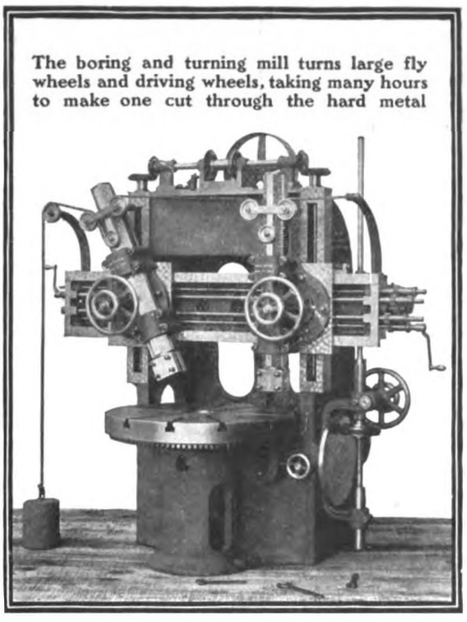
A little girl, with eyes of heavenly blue,
Sings through the old place, ignorant of all;
Her angel face, her cheerful, birdlike call
Thrilling the heart to life more full, more true.



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The milling machine shapes steel into irregular forms, thus reducing the price of such articles as bicycles and typewriters



The boring and turning mill turns large fly wheels and driving wheels, taking many hours to make one cut through the hard metal



With marvelous accuracy and speed, the gear shaper automatically makes cog wheels

Many Machine Tools Seem To Have Human Instinct : :

FRANK HIX FAYANT

FOR years the morning drumbeat of England has echoed around the world, but now that martial sound is followed by a mightier one,—the whir of the American machine tool. The wars of the future will not be struggles by armed men for the control of territory, but contests in which automatic machines—automatic factories, even,—will battle for the trade of the world. In preliminary skirmishes of this bloodless warfare, to be waged more fiercely than were any of the wars of conquest of the ancients, America has so signally triumphed that the Old World rulers are alarmed by the growing cloud in their commercial skies, to which they refer as "the American danger."

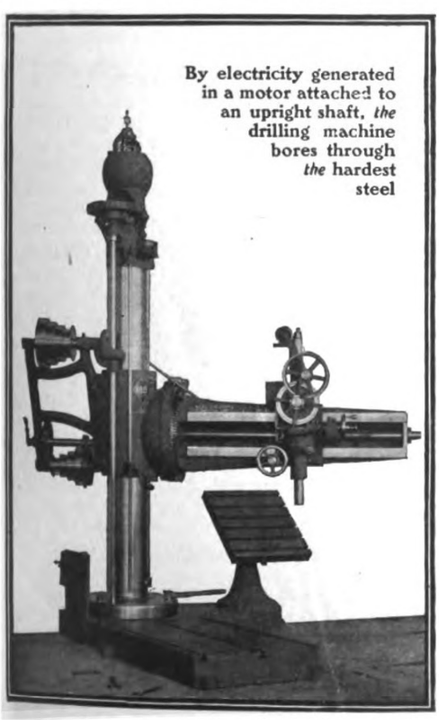
This is an age of steel. Wherever masses of iron and steel and brass are being shaped into complex things useful to man, from delicate watch bearings to massive propeller shafts for ocean greyhounds, there will be found American brains represented by power-driven tools of wonderful construction,—machines that work with split-hair accuracy and electric speed. The human hand can never perform an operation twice alike, but these hands of steel, when once given their work, cut and bore and grind for days and weeks, turning out in duplicate many thousands of things, of complex formation, that do not vary a thousandth of an inch from the original pattern.

Ten years ago, the American machine tool was little known outside of our own shops. When our captains of industry began to wage war on the markets of the Old World, our antagonists sent agents here to learn how we make locomotives and bridges and typewriters and watches quicker and cheaper than they. They found that we have a formidable combination of cheaper raw materials, more efficient workmen, and wonderful machine tools. They have taken the only weapon we could share with them,—the machine tool,—and now many millions of dollars' worth of Yankee tools are being used in foreign factories throughout the world. It was the "cycle boom" in England that opened the way there. We were sending bicycles to Coventry, and selling them for less money than was asked for the English wheels. Our machine tools were responsible for it. English makers were forced to get tools from America in order to compete with us in the bicycle market. Bicycle making became a craze. Factory after factory turned to it until the boom collapsed. Similarly, Germany has just come to the end of an "electrical boom," the immediate results of which are financially disastrous; but it has been the means of giving our machine tools a firm foothold in the great manufacturing centers of Germany.

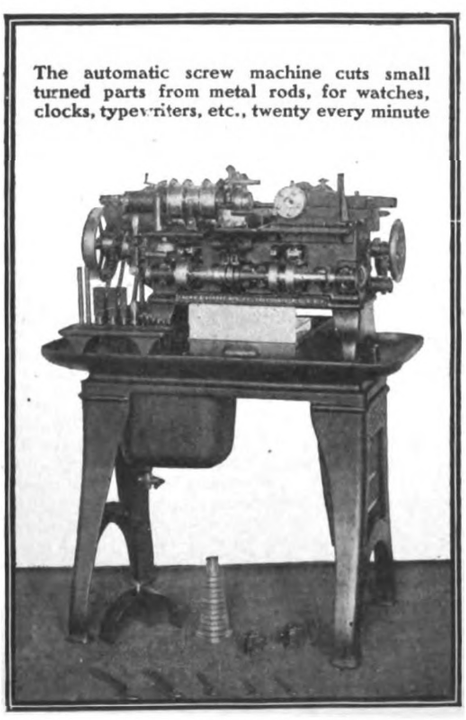
Nowhere in the world to-day is there a great steel-working shop that does not use Yankee machines, and it is an illuminating fact that the foreign establishments which have most successfully resisted the American invasion are those most liberally supplied with the products of American tool works. Take, for example, the great gun makers in England—the Vickers-Maxim Company, whose shops at Erith, Sheffield, and Barrow-in-Furness furnish munitions of war for England and her rivals. An American artillery officer was recently sent to England by the War Department to report upon the manufacture of guns for the British army. He was amazed to find room after room, in the famous shops at Barrow-in-Furness, equipped with American machine tools.

"You see, there is not much for you to learn here," said his English guide. "In these shops we have three million dollars' worth of your machines, and we are buying more every year."

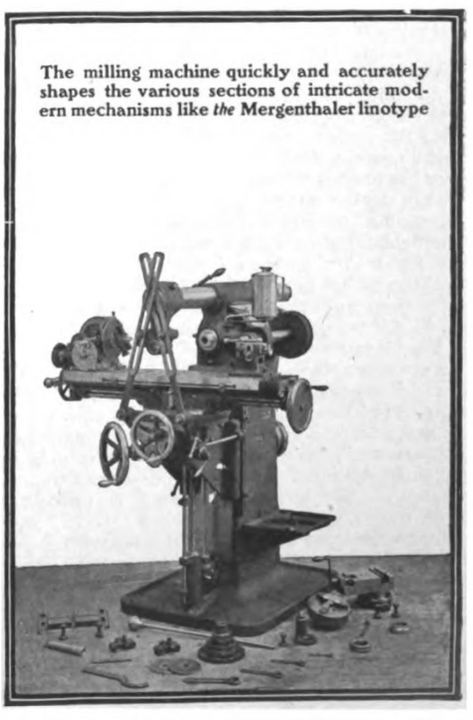
In all the industrial towns of the British Isles, wide-awake manufacturers are recognizing the value of our machine tools. One will find them in use in Manchester, Leeds, Birmingham, Newcastle-on-Tyne, Belfast, Glasgow, Edinburgh, Coventry, Nottingham, Sheffield, and scores of other manufacturing towns. They are making armor plates for the British navy, guns for the British army, locomotives for British railways, and machinery for the British merchant marine. On the Continent, American machine tools are penetrating into the remotest manufacturing towns. In France, they are installed in automobile and gun factories; in Germany, in shipyards and electrical works; in Russia, in railroad shops and arsenals. Go into any of the great factories of Belgium, Holland, Denmark, Sweden, Switzerland, Austria-Hungary, Italy, or Spain, and you will find the marks of



By electricity generated in a motor attached to an upright shaft, *the* drilling machine bores through *the* hardest steel

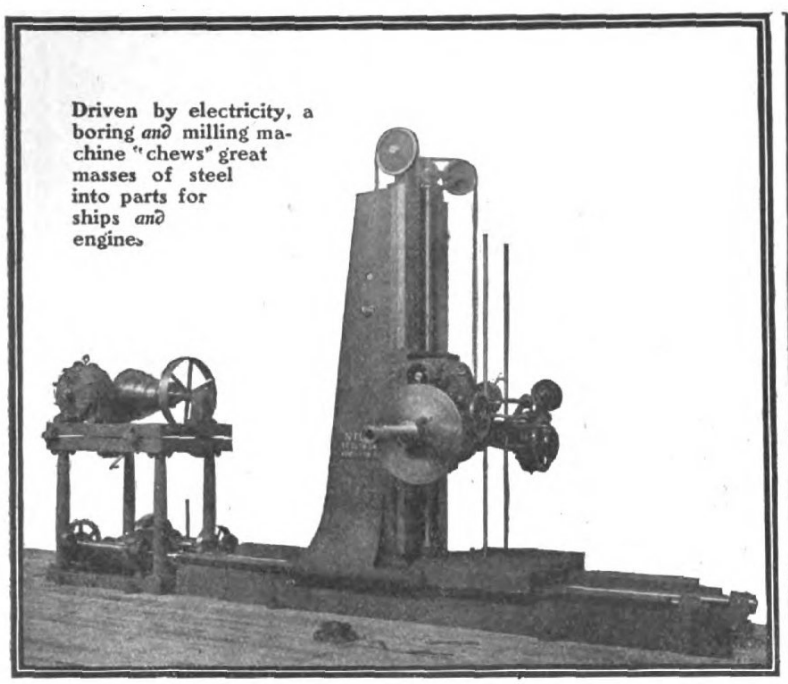


The automatic screw machine cuts small turned parts from metal rods, for watches, clocks, typewriters, etc., twenty every minute

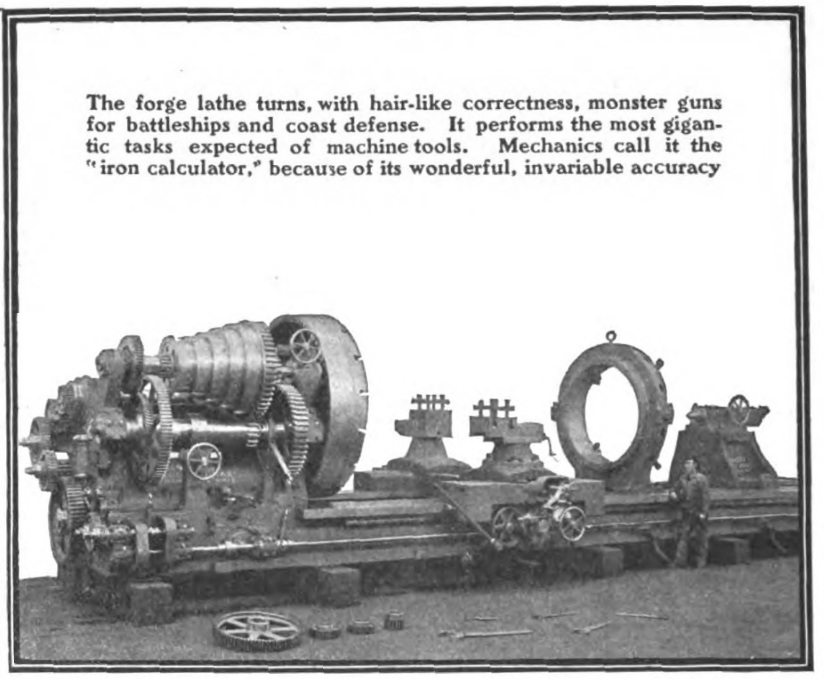


The milling machine quickly and accurately shapes the various sections of intricate modern mechanisms like *the* Mergenthaler linotype

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Driven by electricity, a boring *and* milling machine "chews" great masses of steel into parts for ships *and* engines



The forge lathe turns, with hair-like correctness, monster guns for battleships and coast defense. It performs the most gigantic tasks expected of machine tools. Mechanics call it the "iron calculator," because of its wonderful, invariable accuracy

American tool makers. Even in far-off China and Japan, in Australia and New Zealand, in the Hawaiian Islands,—in whatever corner of the earth steel is shaped,—the whir of the Yankee tool is heard.

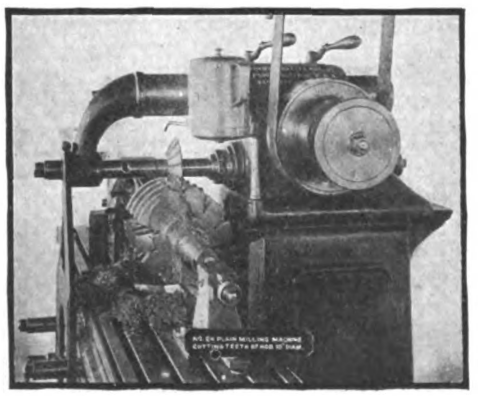
Only a few years ago, we had to send to England for tools. The industry had been born here, and, in 1860, the sewing machine gave great impetus to tool building, but America did not know her inventive and constructive powers. She had not entered the age of steel; the plow was still her mainstay. What is now one of the largest tool works in the world, employing twenty-five hundred men, a few years ago had but twenty workmen in its New England shops. While New England was the birthplace of the American machine tool, the center of its manufacture is now in Ohio, where tools are made for all the world. One shop in Ohio has increased its capacity a hundredfold, and its machines have been sent to every great manufacturing center on the globe. In London and Berlin, the tool merchants make a greater display of foreign machines than of the products of their home manufacturers.

To the layman, a tool is a chisel, drill, hammer, saw, punch, or plane, that can be used by hand; but a machine tool is a very different thing. It may be a delicate piece of machinery that forms a small brass screw for a watch movement; or a massive thing, weighing hundreds of tons, and as high as a house, that bores and planes a great steel ingot as a boy would whittle a stick of wood. A machine tool is a power-driven tool for cutting metal. The cutting parts, fashioned in varied ways, are made of tool steel of great strength and hardness. A wonderful tool steel has recently been made that keeps on cutting cold steel after the tool grows rose-colored. It is a strange sight to see a huge drill, red from the intense heat of friction, still cutting its way through an armor plate. Two years ago such a thing was said to be impossible.

These Machines Seem to Think Faster *and* More Accurately than Men

The most highly developed of machine tools is the automatic screw machine, and, like many another contrivance for saving labor, its home is New England. It is a development of the ordinary steel-working lathe, the intermediate step being the monitor lathe, in which the various cutting tools protrude from the side of a steel turret like thirteen-inch guns from a battleship turret. In the non-automatic screw machine, the turret is revolved by the operator, so as to bring each tool into play, just as the turret on the old "Monitor" was revolved to bring one gun after another into action. But in the automatic machine, the work is done without human guidance.

In making screws, nuts, bolts, studs, and other small pieces that must be turned, drilled, or threaded for watches, clocks, typewriters, electrical instruments, and other mechanisms, all the operator has to do is to feed the "stock"—a long, thin rod of steel or brass,—to the machine. The feeding mechanism carries the rod slowly forward into the field of action. The turret advances, and puts its first tool at work on the end of the rod. When this tool has done its task, the turret withdraws it, turns and advances a second tool into action. Each cutting tool around the turret has its distinct work to perform,—one cutting a thread, another shaping a head, another putting on a point, another drilling a hole, still another putting on knurling. The turret automatically brings each of, perhaps, six tools into action, and, when the work is finished, the completed screw drops into a pan, while the "stock" is automatically fed forward to begin the complex operation again. A stream of machine oil pours continuously on the work to carry away the heat, and the little metal cuttings collect in a heap under the machine.



It makes four thousand hobs every minute

Hour after hour, this wonderful automaton goes through its cycle of operations, the turret clicking every moment as it brings a new tool forward. Small brass pieces, on which but one tool cuts, are dropped at the rate of four a second. Large screws of complicated design, upon which a whole turretful of tools must work, are cut from a steel rod at the rate of one or two a minute. So perfectly are these screw machines constructed that an unskilled workman can operate a row of them. All he is required to do is to keep them fed with "stock." In some shops, girls tend the machines, where, formerly, a skilled machinist was needed at each lathe. In fact, in one American watch factory, a dozen screw machines are controlled by a solitary laborer.

Our grandfathers did not dream of factory automatons that would do the work of men. The making of a screw was a difficult task, occupying twenty or thirty minutes, and no two screws could be made exactly alike. In those days, "hand-made" was a mark of superiority. This is the day of interchangeable parts. In a particular type of bicycle, the screw in a certain position will fit in the same position in any one of a thousand other bicycles of similar type. To make machine tools that will produce accurate duplicate work, the tool manufacturers use measuring machines of great accuracy. At the Pan-American Exposition, there was a measuring machine by means of which variations could be made not exceeding one twenty-thousandth of an inch. Compared with the standards of the United States Coast and Geodetic Survey, the mean error of this machine was found to be one fifty-thousandth of an inch. Working to split-hair accuracy, the modern screw machine turns out four thousand screw posts in the time that it took our grandfathers to make one.

Errors can be Detected Within One Fifty-Thousandth of an Inch

What the screw machine has done in the turning of small pieces of mechanisms, the modern milling machine has done in shaping flat and irregular surfaces. It is this tool that has made possible the modern bicycle, typewriter, firearm, sewing machine, and watch. Were there no milling machines, these everyday articles could only be made at five or six times their present cost. The principle of the milling machine is that, the more cutting edges a tool has, the more efficient will it be; and, in the "milling cutter," many tooth-like cutting edges are carried on the circumference of a steel wheel. The common circular saw is a milling cutter. The cutting teeth are now made in a great variety of forms, and the American milling machine is used for a diversity of work. A "gang" of milling cutters will chew their way through a block of steel with marvelous rapidity. The first American milling machine, built in New England during the Civil War, was one of the many interesting exhibits at the Pan-American Exposition. Automatic gear cutters are an interesting variety of the milling machine. The introduction of American gear cutters into Manchester, England, was resented by British workmen. Because of their opposition to these labor-saving devices, they have decreed that a man must be placed at every machine. In this country, six gear cutters are operated by one workman. The result of the British opposition to labor-saving machinery is that the British Westinghouse Company, which will employ two thousand men in its new shops at Trafford Park, England, is going to have its gear cutting done in the United States. The new gear cutters are as automatic as the screw machines. A dozen gear wheels are placed in a machine. The milling cutters chew their way across twelve wheels for the first tooth, reverse and come back, making the second, and so on around the circumference. When they have cut all the gear teeth, a bell rings, and an operator in another part of the room knows that the work is done. The work of gear cutters, milling machines, and screw machines is refined, where extremely accurate work is desired, in grinding machines, in which emery wheels take the place of cutters. They are the most sensitive detectors of error of all steel-working machines. By watching the variations in the stream of sparks, a machinist can detect errors within one fifty-thousandth of an inch. For example, if a one-inch shaft, being ground at its center perfectly true, so that it sparks evenly all around, is touched on one side by a hand, the heat of the hand will change the axis sufficiently to cause the shaft to spark on one side only.

The spectacular machine tools are those used in massive work. In an ordnance shop, like that in the navy yard at Washington, or in the arsenal at Watervliet, where the biggest coast-defense gun in the world was recently completed, there are monster lathes, on which the "peacemakers" are turned. While the massiveness of this work is the thing that first im-

[*Concluded on pages 89 and 90*]

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American Rule Is Giving Cuba New Life

EMILIO NUÑEZ
[Civil Governor of Havana]

In three years, the island has shown signs of progress auguring a great future for agriculture and manufactures

The people are beginning to understand the real meaning of American enterprise, and are adopting our methods

CUBA is to-day better for having passed through its most recent ordeal of fire and sword. In less than three years, the island has repeated the performance of the Phenix, it being no hyperbole of the imagination to say that, in reality, it has risen from its ashes. Ruin and desolation have been left to the bitter memories of the past; to-day, peace and industry are the won and deserved lot of its people. That for which Cuba now hopes and struggles is new growth, expansion of commerce and trade, financial soundness, and permanency of improvement. The advances along these lines, since the close of the Spanish-American War, which left the island practically in ruins, are of such a nature as to convince the observer that here is a people well fitted for autonomy and for taking its place in the progressive march of nations. It is not, however, from the promptings of merely abstract patriotism that the Cuban argues; he feels that, with the burden of Spanish taxes and restrictions removed, and with a free field and a fair start, Cuba can soon be in the vanguard of leaders in industrial advancement. The natives see the value of American ways.



"Show the child the light, burning on the hills of Right"

Much Still Depends on Mr. Roosevelt's Administration

Having built up something from nothing, the Cuban is now confident that, with the material he has at hand, he can erect a worthy structure. Much of his hope of so doing, however, rests upon the Roosevelt administration. The great thing necessary to it is the reduction, by fifty per cent., of the duty on Cuban sugar and tobacco. President McKinley was favorably disposed toward this reduction, and the knowledge that he would probably use his influence to assist in the commercial rehabilitation of Cuba helped inspire its planters and merchants in their struggle against great odds. Most Cubans repose like confidence in the friendliness of Mr. Roosevelt. It remains to be seen whether his influence will be favorable to tariff reduction. If so, (and congress shall remove that barrier to trade increase with the United States,) the advance which Cuba will make, during the next three years, will be thrice what has been accomplished in the last three, great as that has been.

The importance—in fact, the hope,—attached to this development by the people of Cuba will become apparent when the conditions under which it is growing are understood,—most of them the direct outcome of the late war.

To comprehend properly the story of Cuba's advance and the operative factors in its rehabilitation, it is necessary to take a view of the island as the Spanish troops left it. From one end to the other, it was devastated. The outlook in any given direction from Havana, for miles and miles, was bleak and discouraging. One might have traveled one hundred miles without seeing a house or a living animal. Everything was in ruins, for even the smaller towns had fallen into decay, or had been left in ashes, sometimes by the Cuban army, more often by the Spanish, a part of whose tactics it was to leave no village standing which could not be garrisoned. The torch had caused vast damage to the country at large, blighting its prospects for future growth, and bringing ruin to individuals.

A Modern Phenix Rose from *the* Ashes *of* Mendicancy

Here and there were left cities which, by the influx of *reconcentrados*, had populations far in excess of their natural numbers. In the miserable, half-starved army of unfortunates were to be found many former planters who were once rich, but had been beggared by fire and the sword. Cuba became, for the time being, the great modern country of mendicancy. The country districts could provide no sustenance for those who knew how to till the soil. The cities were overflowing with a ragged population, who besought alms from those who had nothing to give. When I say that, at the close of the war, there were, in Cuba, sixty thousand beggars,—unprofessional seekers of aid,—I am making a small estimate. This was the condition of affairs when the United States took Cuba in hand.

Since that time a marvelous change has been wrought. In business affairs with the world, Cuba is almost as active as it was prior to the war. Its internal government is better than it has ever been before. Sanitary science has brought improvement in municipal attention to health; the cities have acquired clean streets and practical sewerage systems; buildings now give evidence of modern American planning, and education has taken giant strides. Step by step, order has been brought out of chaos.

One of the first steps in Cuba's advancement was in the system of relief instituted by the government of the United States. The beggars and the impoverished were fed, not only as a charitable duty, but as a matter of policy. A man cannot conquer a wilderness on an empty stomach; weakened bodies are not fit for the work of reclaiming the island from ruin. So the establishment of posts in Havana and other places, for the aid of the needy, thinned the ranks of beggars, as it was expected it would. Almsgiving, instead of encouraging mendicancy, relieved from despair individuals who had the energy, in ordinary circumstances, to support themselves, and even to help to enrich the country. In less than a year, the United States government had only the sick to care for. Beggars had become laborers, artisans, merchants, and planters. As soon as a man or woman could find anything to do which would relieve the authorities of the burden of his or her support, another would be stricken from the list of the needy. To-day there is not a beggar on the island of Cuba.

One of the most remarkable cases of perseverance, pluck, and success is furnished in the rehabilitation of the Narcissa plantation. Before the war, Señor Artis, its owner, produced nearly one hundred thousand sacks of sugar. At the close of the conflict, nearly all of his cane had been destroyed, much of his property had been burned, and his financial outlook was ruin. By extraordinary efforts, he succeeded in producing a little more than one-tenth of his usual crop. When the real advance of Cuba had finally begun, he staked all he had left upon the island's ultimate recovery. Every dollar that he could get he used in rebuilding his properties and replanting his cane, and, little by little, he recovered lost ground. Instead of ruin, he met prosperity.

Next year, with the same ground which, at the war's close, yielded him but twelve or fifteen thousand sacks of sugar, he will produce eighty thousand sacks, and, in a few seasons, he expects to greatly surpass his highest output of ante-bellum times. It will mean a much fuller measure of reward, for former heavy taxes are no longer a burden to the ambitious. Before the war Spain reaped all the benefits; now, individual enterprise can hope for a golden harvest.

In the province of Havana, after the departure of the Spanish army, a tobacco planter, named Gonzalez, found himself penniless, his family scattered, his plantation destroyed, and his home and storehouses burned. He had been one of hundreds of victims. Leaving only the waste ground behind, he had fled with his family to escape the further rage of the Spaniards.

One Man *of* Grit Showed His Appreciation *of the* New Regime

Happy even to have life as his sole heritage of the conflict, Gonzalez set about rebuilding his fortunes. He managed to borrow three hundred dollars from a friend in Havana. He bought a pair of heavy boots, a few tools, a horse, and some tobacco plants. He made his way through a wilderness to his former home. There was nothing but a wild growth of weeds and heaps of fallen stones and charred timbers for a welcome; but, with energy born of necessity, he began his herculean task. He cleaned up a part of the ground and planted it. While he was giving nature (which is kind in Cuba,) time to rest, he felled some large palm trees, meantime sleeping in the open air by night. After a while, he had built of the palm tree lumber a storehouse for his tobacco. He lived in a part of this house, where he dried the tobacco leaves and prepared them for market. At odd times, he did more clearing and more planting. In all this he was absolutely alone and unaided. He had not made a place for his family, his old laborers had died or were a part of *reconcentrado* populations, and there was little or no help to be had, even if he could have paid for it. So he toiled on with hope for his companion, as many like him were doing in various parts of the country. The result of his pluck is to be seen to-day in a flourishing plantation, in the improvement of which he has spent six thousand dollars, paid out of the receipts for his crop, which has also yielded enough for his living expenses, and has provided a home for his reunited family. Men of this stamp appreciate all that has been done for Cuba, and, intimately concerned in its continued prosperity, are anxiously awaiting such action by the United States government as will tend to the permanent establishment of financial strength.

Havana Is Now a Healthful City

The second step of advancement taken by Cuba, under the guiding hand of the American government, transformed Havana from the unhealthiest city in the civilized world to one of the healthiest. To-day the rate of mortality does not exceed that of Baltimore, Maryland. The same proportion of health-gain is gradually being indicated throughout the country. This has been accomplished by rigid enforcement of sanitary law and medical regulations. The maintenance of clean streets is made a matter of municipal duty and individual responsibility. Sewage is not now left to solve the problem of its own deposit. Havana is now as clean as any city in the United States, though three years ago it was the most filthy in America. The most

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As a Man Thinketh, So Is He

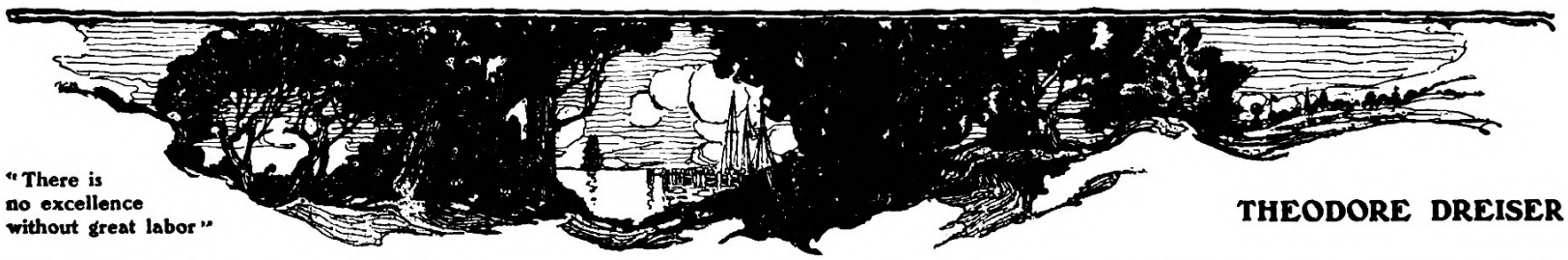
ESTELLE DUCLO

Two started on a journey, one fair day:
Upon the selfsame mission they were bent,
And almost side by side their pathways went:—
But what a world apart their souls' roads lay!
At last, the twilight deepened into gray,
And they, aweary and with travel spent,
Sought shelter 'neath a tree, a proud primeval tent,
Where they might rest them on their common way.

Then spoke they of the path which they had trod:
The one, with bitterness and saddened soul,
For he had seen but solitude and waste,
Had missed the promise of the hills which graced
The dreary plain for him who saw life whole,
Who knew firm faith would lead him straight to God!

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A CRIPPLE WHOSE ENERGY GIVES INSPIRATION



"There is no excellence without great labor"

THEODORE DREISER

NOANK is a small, grass-grown fishing town on the southeastern coast of Connecticut,—a little collection of pretty white cottages with green vines and ample shade trees. Years ago it was more important than it is to-day, for then vessels were fitted out there for long cruises into the Arctic Ocean, after whales, and for more certain if less profitable labor off Fisher's Island, where mackerel and cod were to be found in abundance. Thousands of dollars were in those days made annually by men who ventured to sea in ships. But the whaling business died out. Mackerel and cod were caught in decreasing quantities. Finally, Noank became rather slow and unimportant, in its fishing ventures, and was compelled to confine itself to the trapping of lobsters. On this industry, and the rising importance of its one ship-building yard, it has existed for years, the drag of great cumulative enterprises in other places in no way disturbing it.

Docks and wharves are now silent. The weather-beaten buildings which front the water's edge harbor a few old sailors and fishermen, engaged upon drowsy and only slightly profitable labors. Further up the hillside, two grocery stores, a barber shop, a dry goods store and a meat market stand near the public school and the post office. Back of these are lanes lined with white cottages,—lovely, flower-scented pathways where families seem to dwell in perfect quiet.

A friend of mine and myself were sitting on the lawn surrounding the local Baptist church, one morning, discussing the possibilities of life and development in so small and silent a place, when a trivial incident turned the argument to the necessity of doing something to promote the organization and intelligence of the world. A woman appeared upon the side porch of one of the nearby houses and began to knock the nails out of a box, which she was trying to break up for kindling. While she was doing this, she called two or three times and soon a boy of twelve years came out and took from her the labor of breaking up the kindling. Then she went away and a sixteen-year-old girl came out of the house and sat down. Presently, the older woman returned, leaned against a post, and began criticising the work of the boy. The local meat-market clerk came up and rested a while. Finally a man, the husband, possibly, came around from the rear of the house, and then there were four people idling about the spot where one boy was indifferently laboring.

"There is a good illustration," said my companion. "Five people are trifling away a half-hour of a fine morning, and the whole world is waiting for deliverance from a thousand difficulties."

"Yes, indeed, there is endless labor to be done. Yet, if you should go to these people and ask them why they don't do something, they would tell you that there isn't anything to do in Noank."

"'Tell you,'—they have told me. The boy in the meat market told me, only yesterday, that there is no chance for anyone in Noank."

"I saw a lot of signs which tell much the same story; one in front of the post office, another in front of the public school, and one in the local fire house, reading, 'No loafing here.'"

"Yes," replied my companion, "there seems to be a great complaint on the part of the few merchants against those who think there is nothing to do. At least they try to warn them off their premises by signs."

While we were still pursuing this thought, a thickset, undersized cripple, of perhaps eighteen or nineteen years of age, came briskly down the lane which bordered the outer edge of the churchyard, and hurried up to the back entrance of the fire house next door. At first glance, he was rather commonplace-looking in his worn, baggy trousers; but a quick, sharp glance thrown our way, and a short return to his own thoughts, whatever they were, served to hold conjecture in abeyance. He went briskly to the door, unlocked it, entered, and threw open the windows. Soon he began moving the chairs about, and a few minutes later he was seen carefully sweeping the office of the fire house.

"There's the caretaker of that institution," said my companion.

"Yes, you'll usually find one boy, in a village of this sort, who works."

"It's curious that there should n't be more than one."

"It is curious that there aren't more great financiers than there are. There are hundreds of millions of people, but very few of them are doing anything in particular."

We talked on, paying no more attention to the young cripple, who finally came out, closed the door of the building, and hurried down the quiet street.

A day or two later, I was going up the main street from the railroad station, when I met the boy, hobbling energetically along, trundling a wheelbarrow in front of him. The barrow was full of mail sacks, and he was wheeling the load—which was considerable in the hot July sun,—as if it were nothing in particular. I nodded to him and he smiled. I turned, and, going after him, reached the station in time to see him meet a train. There were a half-dozen mail sacks to be taken off and put on, which he did so expeditiously that his crippled hip and foot seemed hardly an impediment. When the train had gone and his wheelbarrow was loaded and being pushed up the hill, toward the post office, I noticed that he was perspiring profusely.

In passing the local schoolhouse, one afternoon, I saw the doors and windows open, and, on espying the young cripple through one of the side windows, I went back and called to him.

"Do you take care of the school building, too?" I inquired.

"Yes, sir," he replied, smiling, "I'm the janitor in winter. I just open it once in a while to let in the fresh air and see that things are in order."



He was the janitor of the local schoolhouse

"You carry the mail in Noank, too, don't you?"

"Yes, sir."

"I saw you in the fire house the other morning."

"Yes, I take care of that."

"Anything else?"

"No, nothing in particular. I deliver papers, mornings and evenings."

"What time do you get up?"

"Oh, about six o'clock."

I did not ask about his income, though it occurred to me to do so at the time. But one day, happening to visit the neighboring city, I saw the same boy hobbling rapidly toward the principal wharf, his body fairly weighted with parcels of all sorts. He went down to the dock just in time to catch the local boat for Noank, and seemed in very high spirits. The captain and the crew of the little steamer seemed to know him well; and, after he had deposited his packages in the forward cabin, he came out and began an animated conversation with the former.

"How's marketing to-day?" asked the captain.

"Fair."

"Get all you went for?"

"Pretty nearly."

He talked seriously with his friend about some local matter; and, when he was through and alone, I ventured to say to him:—

"This is one of your occupations you did n't tell me about."

"No," he replied, greeting me pleasantly; "I forgot this. I run errands for people there occasionally."

"Private families?"

"Oh, everybody. They all know me. I get anything for anybody that can't come."

"Have you many other things to do?"

"No others,—that is,—nothing regular. I do odd jobs whenever I can get them."

"I should like to know how much you make out of all your labors," I said.

"Oh, I don't make so very much,—not in the summer time, anyhow. It's better in winter."

"How's that?"

"Well, I am janitor of the school in winter, and that doesn't pay anything during the summer months."

"I saw you working there, though."

"Oh, I take care of it just the same," he replied.

"How much do you get a month for your janitor work?"

"Forty dollars."

"How much does your post office work pay you?"

"Fourteen."

"A week?"

"A month."

"Then you have the fire house to take care of."

"Yes, I get ten dollars a month for that."

"What do you get for your errand-running?"

"Oh, I do that largely as a favor. Sometimes people pay me something, sometimes they don't."

"But you expend railroad fare on it."

"Oh, they pay me enough to bring me a little out of it,—five dollars a month, sometimes."

"What do you earn by selling newspapers?"

"Well, I make about as much out of that, possibly."

He looked at me and smiled, as I began to figure up his income. "Seventy-five dollars a month!" I exclaimed. "That's pretty good for Noank."

"Yes, but you see I don't make that in summer. I only make about thirty a month until school opens," he said.

"I know," I said; "but, even so, that makes a yearly average of sixty dollars or thereabouts."

"Yes, about that," he said, shrewdly.

"That ought to put you in the way of making a fair income some day," I said.

"I have not seen my way to anything yet," he replied.

I thought of this energy and its curious ramification in a village seemingly so unpromising as Noank.

One afternoon, a company of boys, lounging in the shade of a sailmaker's loft, arrested my attention. They were of about the same age as the crippled mail carrier. All of them were sound in wind and limb. On meeting one and another of these idlers, from time to time thereafter, I made it a point to get into conversation with them, and to find out, if possible, what their attitude to their life and surroundings was. One of them, a lounger in the shop of a local sailboat-maker, looked exceedingly disgusted when I asked him what sort of a village Noank is.

"'Tain't much of anything, that anybody could ever find out," he said.

"What do the boys do here when they grow up

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and want to earn a little money now and then?"

"They don't do anything, unless they get away from this place," he replied.

"That young fellow who carries the mail seems to be making a pretty good living out of it."

"He may," was the reply. "There ain't anybody else that does." Suddenly he brightened and added, "People favor him."

"Why?"

"Well, he's got a game leg."

I smiled at the thought of this being looked upon as an advantage instead of a disadvantage.

"Most people would look upon that as being something against him," I replied.

"Well, they don't around here," he answered.

"How do you expect to get a start?" I asked.

"Oh, I'll get out of here one of these days," he replied.

"Where do you think you'll go,—to New London?"

"I don't know," he said. "I'll go somewhere, though, pretty soon."

Another boy rowed me over to Mystic Island, after I had induced him to by finding a boat free of charge and paying him a quarter.

"Well," I said, "what sort of a town is Noank for a boy to get along in?"

"There ain't anything to do here," he replied.

"Isn't there a chance to get something to do in the shipyards?"

"No," he said, "they don't hire anything but Canucks from up in Canada, who, when they get a dollar and a quarter a day, imagine they're in heaven."

"How much do you think they ought to get?" I asked.

"They ought n't to get anything,—them fellows. If they did n't come down here, wages would be a lot higher than they are. It's them that's keeping the people around here, that would work, out of jobs."

"Could n't you go in with them and earn more, if you should deserve it?"

"I would n't want to work among them fellows," he replied.

While we were talking, a lobster-trapping vessel went by, and that put me in mind of the endless quantity of free fishing there is in the sea. Anyone can go out into the waters of the bay about there and set a trap or pot for lobsters. Blackfish, porgies, mackerel and cod are still caught in such a helpful order of rotation that no one ever needs to complain of a day in the year when he cannot fish. Blue crabs, round clams, eels and other seafood are plentiful, and may be readily sold in the local market. Lobsters bring ten cents a pound, and codfish four. Blue crabs sell for two cents apiece, and clams at twenty cents a mess, or pailful. Lobster pots can be bought, ready to set, for a dollar each. A boat could be rented for as little as one dollar and twenty-five cents a week.

"Why don't you try fishing?" I asked. "There ought to be a little money in trapping for lobsters, I should think."

"There is, if you have a big yacht," he said. "There ain't any money in trying for them right around here."

"How about clam-digging?" I inquired.

"There's a bay up there where there's a lot of them," he returned, quickly,—"round clams."

"Why don't you try for them?"

"Well, you could," he said, "but you could n t get a steady market for them. They're only bought here once in a while."

"Did you ever try to get work on one of the fishing boats?"

"No, they don't pay nothing."

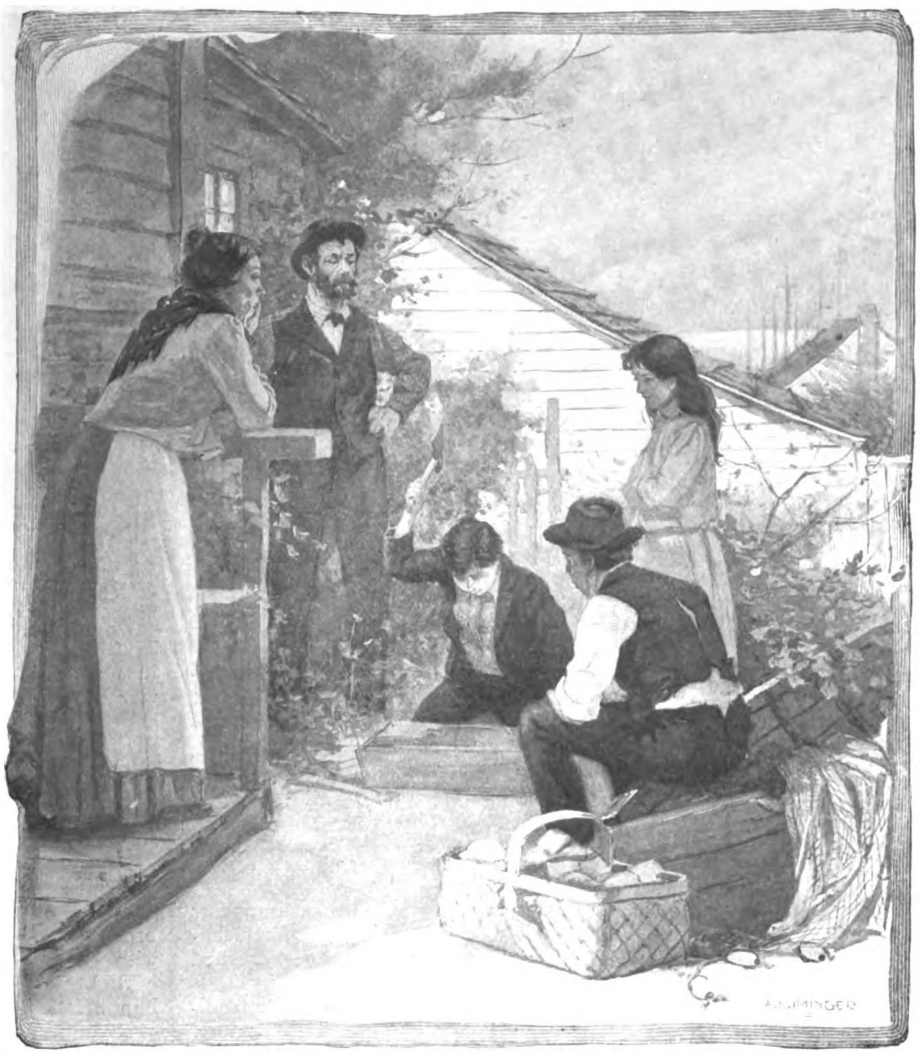
His obvious weariness with local conditions reminded me of the mail carrier, whom I mentioned.

"Yes," he said, "people give him things 'cause he's a cripple."

I received this explanation from several others who could see no opportunities in the prevailing conditions; and, finally, I decided to go to the cripple and ask him how he got his start, and what his intentions as to his future were. Coming out of the post office one day, I encountered him.

"They tell me," I said, "that you have picked up all you have to do in Noank from favoritism. Is that so?"

"I don't know what you mean," he replied.



"There were four people idling about the spot where one boy was indifferently laboring"

"Is it this work I'm doing? Is that what you mean?"

"Yes," I said, "somebody told me that it was given to you because people wanted to be kind to you."

"Maybe they did," he said, cheerfully; "I don't know. I know I have it to do all right."

"Who got you the job in the post office?" I inquired.

"I did."

"How did you get it?"

"I heard that the man who had it before me was going to resign, and I went and asked for it."

"Was it given to you just on your asking?"

"Well," he said, diffidently, "I offered to do it for a little less than I knew they had been paying the other man."

"How did you get the school janitorship?"

"I applied to the school board."

"Did you go, yourself?"

"Yes, sir."

"Did you get anyone to help you?"

"Well, I went to men who knew me, and told them I'd like to have it."

"What about the fire-house work?"

"That was offered to me."

"After you had these other positions?"

"Yes, sir."

"How did you get the newspaper route?"

"Well, I built that up, myself. There was n't anyone delivering newspapers here, and so I decided to try to get a few customers if I could."

"And how about the parcel-carrying you do?"

"I did that work just as a favor, in the beginning. I did n't expect anyone to pay me for that."

"Well," I said, "what are you going to do with your money, anyhow?"

"I do n't have so very much, after I pay all my expenses. Living is expensive nowadays."

"Expenses?"

"Yes; I live with my family."

I learned, afterwards, that, with his father, who really earned less than the boy, he supported his mother, two sisters, and a younger brother, contributing freely to their maintenance.

"Do you expect to stay in Noank forever?"

"Only until I can get something to do."

"Have you fixed your mind on anything better you would like to do? What is your ambition?"

"Well, I've thought something of the news and book business."

"Where?—In Boston?"

"No, sir, you do n't catch me going to Boston."

"What's the matter with Boston?"

"It isn't business-like enough for me."

"You've been there, have you?"

"Yes, sir."

"How about New York?"

"Well, I would n't mind going there, if I could. A person might build up a good business there, if he had a chance."

"How about New London?"

"That's a good town," he said; and, with that keen appreciation of opportunities which makes a successful business man, he began, in answer to my questions, to dilate in a particular way upon several of its advantages. He knew about all the great manufactories there. He knew its successful men, and of its industries that were likely to develop.

"How do you know all this?" I asked.

"I've looked about, some, down there," he replied, sagely.

"What do you think of the opportunities of a boy anywhere?" I inquired.

"O, he can always pick up a little something," he replied. "It is n't always that you can get a start in a town, but you can pick up something."

"Have you any idea what you are going to drift into eventually?"

"I have n't," he said. "What I'm trying to do is to save a little money, just now. When I get that, I do n't know what I'll do."

"You won't let it get away from you?"

"I do n't know," he replied. "You never can tell,"—but he looked as if he knew better.

I left him, and he went busily about his affairs. During the remainder of my stay, it was always as it had been. Everybody seemed to like him. He was the typical village product of energy.

One day, I said to the leading grocer of the village, a man of considerable energy and commercial ability:—

"What do you suppose will ever become of that cripple that carries the mail? He seems to be a very bright young fellow."

"Oh, he'll get along," he replied. "He's the best boy in town. You can rely on him. He's perfectly honest."

"It's too bad he's so crippled."

"That won't make any difference with him. Everybody knows him. I hear that the general passenger agent of this division is going to make a place for him next year. He's seen him a good many times taking the mail on and off, and I guess he likes him. Other people have spoken to me about him. He'll get along."

"It pays to be energetic, does n't it?"

"Indeed it does. If a lot more of the boys about here would hustle around a little more, they'd do better. As it is, we've got to put up signs to keep them off our doorsteps. Yes, Harry's a good boy," he concluded. "He's perfectly honest."

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EDITORIAL PAGE



ORISON SWETT MARDEN
Editor
and
Founder

THE SUCCESS COMPANY
University Building.
New York

THE world is so constituted that whatever we do comes back to us in kind, just as a boomerang will circle back to the point from which it is thrown.

Tricks in trade are boomerangs that react unfavorably upon future business. Questionable methods come back and destroy credit.

Many young men pride themselves on being sharp, long-headed, cunning, able to outwit others, to sell cotton for silk, or domestic for imported goods. They little dream that they are throwing out boomerangs which will come back to them in loss of reputation and ruined financial status. Confidence is afraid of sharp men; it flees from double dealing, from cunning, crafty methods. Some day, credit is refused at the bank or jobbing house, at a time when there seems no present occasion for it, and the shrewd merchant is astonished. But the old boomerang of dishonesty has come back at last. Tricks of trade were the success-enemies which sapped his credit, and ruined his reputation for square dealing. Every effort to acquire gain at another's expense brings the deadly weapon back to the point from which it started.

Bad habits, foolish indulgences, fault-finding, fretting and ill temper reappear in disappointed, discontented, soured minds, in cynicism, pessimism, melancholia, and impaired health.

A fit of anger may come back as a beauty-destroyer, or it may produce a cheerless home, unloving children, an unhappy wife. Sweetness and beauty will not live long with a bad disposition. Some great physician has said that a single fit of bad temper has been known to take more than one year from a woman's life.

Your meanness and stinginess will come back in broken friendships, in loss of the respect of yourself and others.

Indulgence in coarse, brutal instincts reappears in hardened sensibilities, with all the finer sentiments and gentler qualities of the heart crushed out.

A cold, sordid, grasping life deadens the faculties to the charm of music, the beauties of nature, the delights of travel, the refinement of art, or the appreciation of literature. Greed is a boomerang that strikes a deadly blow on the return, destroying all enjoyment of the pleasures sought through wealth, and killing aspiration as well. Envy and hatred are boomerangs, which never fail to return.

Indulged passions come back to torment us. The boomerang appears here in dyspepsia, there in nervous prostration and insomnia, and everywhere in depleted physical strength, weakened energy, or a ruined disposition.

Flabby muscles, a lackluster eye, a dragging step, and a nerveless, energyless constitution are the backlash of acts once committed,—dissipation, selfishness, neglect of hygiene, or discordant, sickly thinking.

Fortunately, the law of reaction, the boomerang principle, does not hold alone with evil acts. The good deeds are just as sure to come back, and they bring with them all the blessed good intentions with which they were thrown out.

Right living returns to us in health, in vigor, in happiness. Kindness brings more kindness.

If you fling out good influences continually,—if you radiate helpfulness, good cheer, and harmony,—in your old age you will not be dodging the blows of cruel boomerangs, but listening to the sweet echoes of noble deeds.

Habits That Make Men and Women Boomerang Targets :: ELLA WHEELER WILCOX

THAT which we call our secret thought
Speeds to the earth's remotest spot,
And leaves its blessings, or its woes,
Like tracks behind it as it goes.

It is God's law. Remember it
In your still chamber as you sit
With thoughts you would not dare have known,
And yet make comrades when alone.

These thoughts have life, and they will fly,
And leave their impress by and by,
Like some marsh breeze, whose poisoned breath
Breathes into home its fevered death.

And after you have quite forgot,
Or all outgrown some vanished thought,
Back to your mind to make its home,
A dove, or raven, it will come.

Then let your secret thoughts be fair,
They have a vital part and share
In shaping worlds and molding fate,
God's system is so intricate.

HOW IDLY we use the phrase, "Cast thy bread upon the waters: for thou shalt find it after many days." But no truer words were ever inspired by the divine source of all truth. Whether your bread is sweet or sour, wholesome or poisonous, it shall return to you "after many days." Thought is a boomerang. It is sometimes long in proving itself to be of this reacting nature; but, the greater the delay, the stronger will be its force when the backward swing begins.

There was a man who set forth early in life to accumulate a fortune. He said to himself: "'All is fair in love and war.' The love of gaining an independence for my mature life, and the warfare such an effort necessitates, must be included in that aphorism. No man can be blamed for selfishness in business matters,—it is a part of financial acumen. But I must not antagonize the moral world,—I will join a church, and subscribe to charitable organizations. Then I will go forth and get the better of my fellow men who are scrambling for the almighty dollar. 'To the victor belong the spoils, to the swift the race.'" So he spares neither friend nor foe as he proceeds on his way. He considers friendship and business as two distinct relations! No man from whom he can squeeze a dollar by any process, however objectionable, is to be leniently treated because he is a friend.

"Let each man look out for himself. Self-preservation is nature's first law." This is the way he reasons. He makes his millions, he builds a church and endows a hospital.

But he finds life unsatisfactory, and wealth disappointing. At middle age, when the contentment of achievement should be his, his heart is filled with dissatisfaction and loneliness. He complains that humanity is selfish, and that no one cares for him, save for what he can give in a material sense. His own children are mercenary and ungrateful, and he finds the world a cold and dreary place as he gazes down the valley of old age. His boomerang has struck him! The thoughts he sent out secretly all through early life—loveless, selfish thoughts,—have surrounded him with loveless, selfish people, who regard him in the light of a money bag,—the thing he sought to be.

Two men start together in life, and one makes a deity of his appetite; the other starves himself, and goes without the necessities of a comfortable existence in order to save his pennies and gain wealth. The one who gives full license to every appetite finds his gold turned to a demon before he has proceeded halfway on his journey,—and the boomerang of self-indulgence strikes him with stunning force. He is a wretch, his life a failure.

The one who has taken the other extreme waits longer for the same result, but it comes inevitably. When he has obtained the prize of wealth he sought, and endeavors to enjoy himself, he discovers that he has lost the power of enjoyment. He denied himself books and music and social relationship so long that the brain cells, intended by nature to give intensity to those methods of recreation, have dried and withered away. He cannot concentrate his mind upon a book, and his ear has lost the art of conveying pleasure to the senses through musical sounds. Absence from social gatherings has given him a consciousness of unfitness when he attempts to associate with his friends and discuss anything but business; and his digestive organs, for years accustomed to a monotonous diet, refuse to assimilate more nutritious food. He has wealth, but it is useless to afford him happiness. His boomerang of avarice and miserly economy has struck home.

Are you constantly criticising your associates and your neighbors, even to yourself? Are you thinking how many faults they display, and dwell-

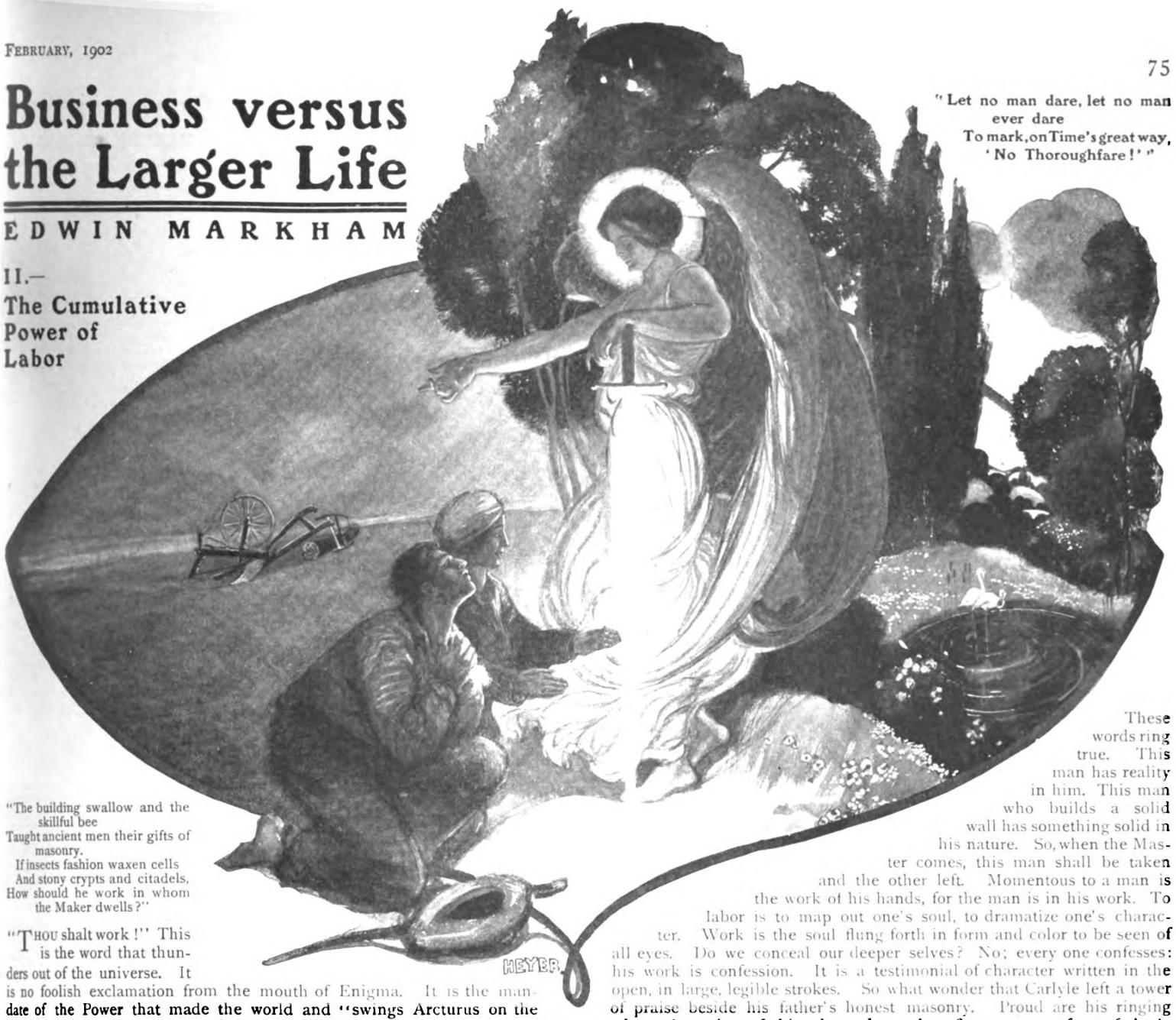
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Business versus the Larger Life

EDWIN MARKHAM

II.— The Cumulative Power of Labor



"Let no man dare, let no man ever dare
To mark, on Time's great way,
'No Thoroughfare!'"

"The building swallow and the skillful bee
Taught ancient men their gifts of masonry.
If insects fashion waxen cells
And stony crypts and citadels,
How should he work in whom the Maker dwells?"

"THOU shalt work!" This is the word that thunders out of the universe. It is no foolish exclamation from the mouth of Enigma. It is the mandate of the Power that made the world and "swings Arcturus on the North." And all must obey, from the coral insects that build in the sea up to the Seven Spirits that burn before the Throne.

So man is the conscript of an endless adventure. Childish and foolish are we, if we look forward to some final pay day, to some grand discharge from duty, to some eternal festival of the universe.—"What did you do at school, to-day?" asked a father of his little boy. "I waited for it to be out!" What if we, comrades, at the end of our day, shall have no better answer to make to the Father of Life!

Let us make haste to learn that the reward of work is not idleness, but power,—power to do more work. Blessed is the moment when a man has found his place in the toil of the world. For the first time he begins to keep step with the music of the stars. Work is more than a blind necessity,—more than a brute means for getting food and shelter. It is also a discipline, a revelation, a sacrament.

We are called into earth to build character, to search out and serve the Great Purpose. We are here to learn to know life, but nothing is known that is not experienced. We can know life deeply only as we taste it through art and craft. These are doors to knowledge and portals to the enduring satisfactions. Work is not only an opportunity to make a living, but is also the opportunity to make a life.

Honest Labor Molds an Honest Man in all Forms of Efficiency

But, while man is acting on the world through work, work is perpetually reacting on man. A boy, learning to saw a straight line, is also learning to tell the truth. While discovering the beauties and equities of a symmetrical leaf, he is uncovering in his soul the principles of justice. While a stone-mason is shaping a block of granite with conscience-care, he is at the same moment shaping the inward and mystic stone of character. A man who puts his soul into his work also puts his work into his soul.

Verily, so close is work to men that we are told in a sacred scripture that "their works do follow them," even into eternity. Let us beware, comrades, how we do our work, for work carries fate.

Memorable are the words of Jesus where he tells us of the coming of the Son of Man to judge the world: "There shall be two men in the field; one shall be taken and the other left. Two women shall be grinding at the mill; one shall be taken and the other left." Significant words! I see these two men; they are building a wall. One is doing his work in a shiftless, half-hearted fashion. He is a mere eye-servant, working simply for his wage. He puts no mind into his muscle, no heart into his handiwork. He is concerned only that the wall shall stand until after pay day. There is no character in the work, for there is no character in the worker.

The Mind of Man is fully Symbolized in the Work he Does

But the other man is putting conscience into his work, and saying to his soul: "I will build this wall solidly and honestly for the human use it is to serve. Besides, it will stand for me forever; it will answer to my name. It will be my autograph; it will be my confession; it will be myself."

These words ring true. This man has reality in him. This man who builds a solid wall has something solid in his nature. So, when the Master comes, this man shall be taken and the other left. Momentous to a man is the work of his hands, for the man is in his work. To labor is to map out one's soul, to dramatize one's character. Work is the soul flung forth in form and color to be seen of all eyes. Do we conceal our deeper selves? No; every one confesses: his work is confession. It is a testimonial of character written in the open, in large, legible strokes. So what wonder that Carlyle left a tower of praise beside his father's honest masonry. Proud are his ringing words: "A portion of this planet bears beneficent traces of my father's strong hand and strong head. Nothing that he undertook but he did it faithfully and like a true man. I shall look on the houses that he built with a certain proud interest. They stand firm and sound to the heart all over his little district. No one that comes after him will ever say, 'Here was the finger of a hollow eye-servant.'"

Trying to Cheat Others Frequently Leads to Cheating Oneself

But there is flying through the world the story of another builder, a foolish eye-servant, a poor rogue. He and his little ones were wretched and roofless, whereupon a certain good Samaritan said, in his heart, "I will surprise this man with the gift of a comfortable home. So, without telling his purpose, he hired the builder at fair wages to build a house on a sunny hill, and then he went on business to a far city.

The builder was left at work with no watchman but his own honor. "Ha!" said he to his heart, "I can cheat this man. I can skimp the material and scamp the work." So he went on spinning out the time, putting in poor service, poor nails, poor timbers.

When the Samaritan returned, the builder said: "That is a fine house I built you on the hill." "Good," was the reply; "Go, move your folks into it at once, for the house is yours. Here is the deed."

The man was thunderstruck. He saw that, instead of cheating his friend for a year, he had been industriously cheating himself. "If I had only known it was my own house I was building!" he kept muttering to himself.

But in a deep sense we are always building our own houses. Each one dwells in the heaven or hell of his own making.

I care not what his temples or his creeds,
One thing holds sure and fast,—
That into his fateful heap of days and deeds
The soul of a man is cast.

The Character of Men Lives and Dominates All even in a City's Ruins

The man is in his work. All is unstable that is done by a dishonest builder, but an honest mason puts his soul into every stone he lays, and mixes character with his mortar. If Manhattan Island, on which is built the great city of New York, were suddenly depopulated by pestilence, and all her piers and thoroughfares left silent and empty, still would the character of her perished people remain written upon the stilled wheels of her factories, in the squalor of her tenements, in the splendor of her mansions. The shell proclaims the shape and proportions of the thing that once filled its convolutions. So true is this that we are able to trace the spirit and aspiration of dead peoples in the rude ruins of their cities, in the broken monuments of their genius. The Sphinx and the Pyramid reveal the sense of eternity that was on Egypt; the ruins of the Alhambra disclose the delicacy and daring of the Moorish mind; the broken pillars of the Parthenon declare the repose and restraint of the men of Hellas.

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A Broad Outlook on Coming Events of Note That



SIGNOR G. MARCONI telegraphs thro' the viewless air



MRS. P. PALMER says there is hope for poor rich boys

The most momentous matter of the day is the world-wide expansion of American influence. Vigorous measures will be taken in Germany to check it. England is alarmed at it. The Isthmian canal commission has expressed preference for the Nicaragua route, and this congress may secure its construction

GUGLIELMO MARCONI has scored the first grand telegraphic triumph of the twentieth century, by transmission of messages by his wireless system between the Marconi station at Poldhu, Penzance, on the west coast of England, and St. John's, Newfoundland, a distance of about eighteen hundred miles. Writing of this scientific marvel, the eminent astronomer, Garrett P. Serviss, says: "'Incredible' has gone to join 'impossible' in the lumber room of obsolete words," and he notes that the important thing in this splendid achievement "is the demonstration that wireless telegraphy is no more limited by distance, or by the curvature of the earth, than is the ordinary form of telegraphy." A question yet to be answered is whether the electric undulations that Mr. Marconi employs can be made to adapt themselves to the sinuous courses they would have to follow in surmounting all obstacles in a path over the earth's surface, if sent from the ordinary height of wireless telegraph stations. One fact, however, seems demonstrated beyond doubt, and that is, that wireless messages can be sent across every sea, and used between ships. Not many hours before Mr. Marconi received his messages at St. John's, the steamers "Etruria" and "Umbria," at a distance of one hundred miles, in mid-ocean, exchanged the news of the day which they had carried from New York and Liverpool. The action of the Anglo-American Telegraph Company to prevent Mr. Marconi from experimenting on the soil of Newfoundland, where it claims a monopoly of all telegraphic rights, is an act of folly; something that a well-managed corporation should be incapable of. It is thorough selfishness.

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THE people of the Danish West Indies are said to oppose the sale of the islands to the United States. They would think better of the idea if they would study the change that has come over Cuba since Uncle Sam rescued the island from the throes of oppression. The Cubans have learned that there is a vast difference between being allied to a poverty-stricken monarchy and a rich republic. The Porto Ricans have also learned this lesson, and they are now asking Uncle Sam to loan them money in order to improve their lands and erect factories. This is pretty good business for a tropical island to be in, which, three years ago, was considered an accursed spot. Its sugar plantations are now being fitted with American machinery.

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A NEW flag has appeared in the galaxy of the nations. It is that of the commonwealth of Australia, now a year old. In making their selection of a flag, the government judges had thirty thousand designs from which to choose. Their choice is a flag having the British Union Jack in the upper left-hand corner, with a six-pointed star immediately beneath it, emblematic of the six federated states, while the other half of the flag is devoted to depicting the Southern Cross. The government and official color is to be blue, but the mercantile marine of the new commonwealth will fly a flag with a red ground. Edmund Barton, the premier of the commonwealth, by his forceful independence, is internationally conspicuous because of his determined stand in opposition to Australian troops being furnished for service in the Boer War.

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PRESIDENT ROOSEVELT has abolished "hand-shaking receptions" at the White House, and has closed the gates to the grounds on the south side of the mansion so that they cannot be used, as heretofore, as a public thoroughfare. These changes are regarded as new safeguards for the President, but they are also to be commended by people of common sense for other reasons. The "hand-shaking receptions" were nothing more than impositions on the President in their use of valuable time, and an unnecessary tax on his physical energy. The idea that it is "good politics" to receive every reputable delegation visiting Washington has been responsible for the senseless practice. The public should not grumble because Mr. Roosevelt has closed the grounds. No one will deny him the right to reserve his "back yard" exclusively for himself and his family. He seems to be establishing precedents at the executive mansion that will tend to make life there much more agreeable for future presidents.

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TARIFF legislation in Germany is making many kinds of trouble. The socialists describe as agrarian the government's idea of high rates in order to favor the negotiation of commercial treaties; while, on the other hand, the agrarians are showing suspicions that they fear there is not to be so much benefit for them as appears in the so-called advantages to be derived from an increased tax on imports. From Russia, Austria, and Hungary come objections to the new tariff, and the Austrian prime minister is quoted as saying that, if Germany insists upon impossible tariff conditions, the political alliance between the two empires may be endangered by an economic war. The German efforts at tariff legislation are not so promising as to cause any immediate alarm in this country over threats of European tariff retaliation. Uncle Sam's success does not make him aggressive.



LORD ROSEBERY advises England to pacify the Boers



HON C. M. DEPEW, young, sixty-eight, has married again



MAITRE LABORI is to lecture on civics in America



SENATOR W. P. FRYE would subsidize American vessels



J. N. PARTRIDGE is Gotham's police commissioner



W. B. STEPHENS is secretary, St. Louis Exposition

THE influences that were brought to bear by our government, in behalf of justice and moderation in the Chinese negotiations at Peking, cannot but increase American influence with the Chinese, severe to them as may appear the popular demand in this country for their exclusion. In these negotiations in China, more or less embarrassment was caused by misinterpretations of expressions by the interpreters selected from Chinese students educated at the Hongkong English college. As an outcome of this difficulty, and in view of the rapidly increasing importance of the relations between China and the United States, John Hay, our secretary of state, wants authority from congress to employ ten students of American birth and education, each to be paid one thousand dollars a year while being trained in the Chinese language, and, when proficient, to serve as interpreters at the legation and consular offices. The merit of this plan, in its possibilities for the promotion of American interests in China, and the maintenance of harmonious relations, is so apparent that it is hardly to be questioned that the secretary of state will have the authority granted to offer ten new opportunities for young Americans needing encouragement in the diplomatic service.

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A RECENT bulletin issued by the Massachusetts Bureau of Labor gives some valuable information in reference to the employment of women in that state. According to the last state census, there were 3,825 occupations, in 2,127 of which, or fifty-six per cent., women and girls were employed. This is a marked increase over the reports of previous years, and similar conditions are reported in other states, showing that women are being employed in larger numbers than ever before. Official reports also show that they are entering fields of labor which, ten years ago, seemed impossible to a woman's comprehension, and beyond a woman's sphere.

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THE utility of electricity for steering vessels appears to have been satisfactorily demonstrated by experiments on the Earl of Crawford's steam yacht "Valhalla." Representatives of the British admiralty and the Japanese navy, who were among the spectators, have pronounced the new method a success. The inventor is Hon. R. Brougham. The system includes a contrivance for steering from any part of a ship. It is possible, by means of simple electrical connections with three wires, the length of a vessel, to have any number of steering positions, either above or below the water line. In this feature is seen a great boon for warships, as the necessary duplication of ordinary steel shafting and gear wheels is subject to disarrangement when they are in action.

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IN his recent speech at Chesterfield, Lord Rosebery made a very powerful arraignment of the British government, but it cannot be said that he offered a remedy. Once more he is the man of the hour in Great Britain, and his open statements for conciliatory measures for the Boers have received well-deserved praise from the rest of the world. As his speech dealt almost wholly with the war, it explodes the theories of those British officers who claim that the conflict is only a "sort of warfare." Lord Rosebery has made a strong demand for peace and plenty. Like Frederic Passey, the winner of the Nobel Peace Prize, in Paris, he maintains that science and progress are working in the cause of peace. The abominations of war were formerly known tardily; now the telegraph describes them almost the very moment they are happening. A mother reading a newspaper may hear the death cry of a son who volunteered for his flag, and the camera brings the scenes of carnage and despair to her view.



Face the music, show your might; Join me now in a Kilkenny fight,— But barking dogs don't often bite



"How's'erhead?" "Sou'wes', but th' battery's busted"



There's room, if I'm compelled to crowd out a man



A SAINT VALENTINE

Ask no small favors. I'm doing a wholesale trade.



Peso d'oro, padre! plant it now, raise hundred per cent.



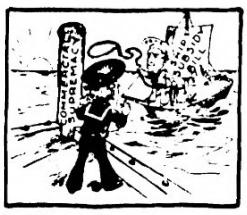
Uncle Sam's been elected Earth's Cobbler-in-Chief



Am I forgotten? I really must have a larger suit soon.

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Cast Their Shadows or Shed Their Luster Before



My ships are busy on every sea; The yards are making more for me; Yet unearned cash I'd like,d' e see?



A president is not, ex officio, a public pump-handle



All right, Baldwin, we'll give Gotham proper facilities



I can't get enough locomotives! Got a battery Edison?



Australia chooses a marsupial flag, —cross and jack



How these bills do accumulate! but times are A 1



"Ho,all Germans! Build a tariff-wall America-proof!"

THE dispute between Argentina and Chile over the occupation by the latter of frontier territory claimed by the former is menacing the peace of South America. The arrangements entered into, several months ago, for arbitration by a British commission, appear to have resulted in failure because the case of Chile was not presented. Prolonged diplomatic correspondence, without favorable result, has so irritated the people of Argentina that "Death to the Chileans!" is the slogan of public demonstrations. Preparations in both countries for war have prompted Brazil and Uruguay to consider the question of their neutrality in a conflict. This, and reports that the Brazilian government contemplates a large appropriation for war vessels, and the fact that Peru and Bolivia are strengthening their armaments, do not indicate a peaceable settlement. The action to be taken by Brazil cannot fail to have more or less significance for the United States government, inasmuch as it may be influenced to a greater or less extent by the German commercial interests in that country, which has a German population of three hundred thousand. The reputed desire of the German government to make a test of the Monroe Doctrine, because of the modifying effect of that doctrine upon Germany's efforts to collect from Venezuela a railway indebtedness, is suggestive of influences that might, in the event of a South American revolution involving Brazil, make it necessary for Uncle Sam to go further than to put up a "No Trespass" sign. Meanwhile, the Venezuela-Ecuador trouble goes merrily on. The comic opera warfare of South America is surely at its best.

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IT is twenty-five years since the telephone was made known to the world, but, up to the close of 1891, the number of instruments in operation in this country was only 512,407. January 1, 1901, the total installation by the American Telephone and Telegraph Company included 1,952,412 telephones. The latest figures, showing the magnitude of the business, at the close of 1901, are given by the "Electrical Review." Of telephones connected, there were 1,080,000 Bell machines, 708,717 independent machines, and 490,000 identified with farmers' lines, and other intercommunicating systems, all representing a capital of four hundred and seventy million dollars. What a story of opportunity and achievement is incorporated in these statistics! How a mighty business has grown out of what was called an insane idea!

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UNCLE SAM has asked for six hundred and ten million dollars for his country's expenses during the coming year. This is a figure that indicates an expensive nation; but, when the four hundred million dollars for pensions is deducted, it seems as if we were keeping the necessary outlay at a low point. Compared with the expenditure of other countries, it is noticeably moderate.

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IT is announced that the German steamship companies doing business with the United States have taken due precautions to prevent American companies from possessing their lines. Americans have already secured control of more than one important English line, and the indications are that they will secure others. It is inevitable, for three-fourths of the freight, and nine-tenths of the money paid by passengers, are American. We export more, and we travel more, than either England or Germany, and so the great steamship lines, in the nature of things, ought to be ours. There are too many of them, and some of them are barely eking out expenses, and none of them is very prosperous. These lines are getting ripe for changes and surprises in the steamship business. Furthermore, American capital is watching to enter and conquer new fields.



JOSE J. VARONA Is chief of Cuba's detective bureau



P. A. COLLINS, Boston's mayor, was once a clerk



D. K. PEARSONS Is helping scores of small colleges



DR. TSAO Y. KUEI says we lead in all medical matters



SEN. L. E. McCOMAS ofMaryland wants anarchy crushed



HARRY DE WINDT hopes to walk to Seattle from Paris

The demand for American machinery is increasing in all parts of the world. Locomotives were never before so scarce. In our own country, hundreds of tons of freight are ready for transportation, but cannot be moved for lack of motive power. Skilled labor is in demand; more machine shops are being built



W. H. BALDWIN, Jr. will end New York City's insularity



MRS. CORTELYOU Is prominent in Washington life

THE project for connecting, in New York City, the Pennsylvania Railway system with the Long Island Railroad has assumed definite form in plans for steel tunnels under Manhattan Island, and a system of huge steel tubes to be submerged in the Hudson and the East River. These colossal tubes are to be eighteen feet six inches in diameter on the inside, and a foot more on the outside. They are to be supported by piers built on pillars sunk to the solid rock. Within each tube there is to be a bridge construction for the track, upon which trains will be run by electric locomotives. This submarine bridge is the invention of Charles M. Jacobs, of Jacobs and Davies, consulting engineers of the Long Island Railroad. The plans provide for two steel tunnels under the Hudson River, and three under the East River. The Hudson River tunnel will center in New York City at a point near the intersection of Eighth Avenue and Forty-second Street, where a magnificent terminal station will be erected. From this station will extend three single-track tube subways, a block apart, to the East River and under its waters to Long Island City, reaching the land surface a quarter of a mile back from the river, where the Long Island Railroad Company owns several acres. The estimated cost of this gigantic enterprise is fifty million dollars. Three years will be required for its construction. Financiers and railway experts see in the plans not only the greatest engineering feat of modern times, but the fixed supremacy of New York City as the commercial metropolis of the western hemisphere, while in the not remote future they look for the location of mammoth transatlantic steamship terminals at Montauk Point, the most eastern point of Long Island, by which a full day will be cut from a trip across the Atlantic. Immediately following the public announcement of the Pennsylvania's plans, talk was rife of a herculean effort to be made by the New York Central Railroad Company to overcome the rivalry promised for it by the closer touch which the Pennsylvania Company will have with New England and the West, as well as with New York; but interests closely identified with the New York Central Company have authorized a statement that the Vanderbilt interests will not engage in any aggressive fight against the Pennsylvania Railroad. Whatever may be the consequences to the New York Central, it is clearly evident that, with its steel-tunnel grasp fastened upon Manhattan earth, and riveted to Manhattan rock, the Pennsylvania railway giant is not likely to meet the fate of Antæus at the hands of the railway Hercules of the Empire State, by being swung into air and strangled.

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SCIENTIFIC men at the University of Michigan, Ann Arbor, are eagerly awaiting the detailed results of experiments that have been concluded by Professor Frederick G. Novy, bacteriologist, who claims that such diseases as Asiatic cholera, typhoid fever, and intestinal troubles may be stricken from the list of human ills. What is believed to be an intestinal antiseptic has been produced by Professor Novy, and, in a series of rigorous experiments on five students, it has served to destroy all bodily poisons.

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THE effect of the latest devised experiment for harmonizing the interests of capital and labor, as planned for at a conference held at the call of the National Civic Federation at New York City, in December, will be awaited with much interest throughout the civilized world. It is no inconsiderable tribute to the cause of labor that the participants in the conference, who had come from various parts of the country, included several of the most prominent representatives of employing capital. Speaking for capital, Marcus A. Hanna, United States senator from Ohio, and Charles M. Schwab, president of the United States Steel Corporation, struck keynotes for a harmony of interests between capital and labor, essential for the assurance of permanent prosperity. Senator Hanna's was a pledge to do all in his power to abolish strikes, and create industrial peace through arbitration. Mr. Schwab's was a declaration, having natural law for its basis, that "no labor organization can succeed that undertakes to reduce the output of labor, any more than any trust can succeed that undertakes to curtail the output of its manufacture." Samuel Gompers, president of the American Federation of Labor, voiced the ambitions of organized labor to improve the condition of all who, through necessity, must work, and pledged himself to do all in his power to further any plan agreed upon to bring about industrial harmony. Bishop Henry C. Potter and Archbishop John Ireland spoke for a closer fellowship between employers and workers, Bishop Potter emphasizing the idea of getting the human element into business, and establishing what he termed the "nerve of contact" between capital and labor. The action taken by the conference was the selection of a committee of thirty-six members, classified in three groups of twelve each, representing, respectively, capital, labor, and the public. The *personnel* of these groups is generally conceded to be admirable in fitness, and they are respectively headed by Senator Hanna, Samuel Gompers, and Grover Cleveland. Upon this joint committee devolves the task of formulating a plan for prompt and effective arbitration in all future labor disputes.

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THE MAKING OF AN ORATOR

I.—INDISPENSABLE WEAPONS

James Lincoln Brooks



THE first thing to remember in training for oratorical power is that the reason why one man is a successful orator is the same as why another is a successful author; not alone because he has something to say, but because it is something that he must say, something that bears so hard upon his soul that he cannot keep from saying it,—cannot suppress it. What he has to say should be something which interests the public, which concerns the welfare of the people, and which they wish to hear and want to discuss.

One of the greatest qualities of a successful orator is earnestness. No speaker can interest his audience unless he be in earnest. He must believe thoroughly in what he says, and he must so impress his hearers with his belief that he will carry them along with him.

Whatever else the orator lacks, he must have enthusiasm. He must be possessed by his subject. Every nerve and fiber of his being must vibrate in unison with it, must be in sympathy with his purpose. Enthusiasm is contagious, and it is one of the most effective weapons of a public speaker. It enables him to stir the people to the depths of their being, and to arouse them so that they will rise to their feet, forgetful of everything but the theme. No oratorical effort is thoroughly effective so long as the audience is conscious of the personality of the speaker. In the inspiration of his words, the man must be forgotten.

The true orator must be every inch a man, or he never can make a strong or manly impression. If he has a moral weakness, if he lives one way and talks another, if he leads a double life, if he is unfaithful and insincere, if he is a fickle or uncertain friend, if he has a slipshod mind, if he lacks method or logical acumen, or business sagacity,—all these defects will weaken his position, and affect his personal equation.

The Weight of Words Gives their Greatest Effectiveness

There is nothing else in the world which carries so great weight, which means so much, in every walk of life, as character. It carries its own recommendation wherever it goes. It doubles and quadruples the power of an orator, or the value of a book. It carries conviction to a human heart as nothing else can. No smallness of manhood, no imitation, no matter how skillfully wrought, can take its place. Without character, everything is hollow and superficial, like sounding brass or tinkling cymbals. Without it, an author, no matter how brilliant, or cultivated, or naturally gifted he may be, is a failure.

Every voluntary word or act of a man's life takes on the character of the man himself. That is why one man's words carry so much more weight than those of another; why the words of one will bring conviction to a nation, while those of another, though he use the selfsame language, will convince nobody, because the hollowness and insincerity of his life are in some subtle way photographed in his speech. In other words, manhood must stand behind every effective utterance

Tact is one of the indispensable requisites of a successful speaker. Emergencies arise in his life on the platform which must be met instantly and wisely, if he would save himself from disaster and defeat. Henry Ward Beecher's tact quelled mobs, time and again. In England, when an audience was hissing and apparently ready to tear him to pieces, his marvelous tact saved the day. The same invaluable quality also saved Wendell Phillips and William Lloyd Garrison from personal violence on many critical occasions.

An orator without tact often finds himself in an unfortunate position, from which he is unable to extricate himself without loss of prestige or dignity. A tactful orator studies his audience, and adapts his speech to it. If his subject is prepared beforehand, and he is confronted by an entirely different sort of audience from what he expected, he must change his theme accordingly, or his remarks will have no effect.

If You Think Twice Before You Speak, You will Speak Twice *the* Better for it

It requires as much skill, though perhaps of a different nature, to address a great audience tactfully and successfully, as to conduct a great business, or to command an army.

Common sense is, perhaps, the most indispensable requirement of an orator. A man may be able to speak and write a dozen languages fluently; he may be an expert mathematician and profound scholar; yet, if he lacks common sense, if he does not know how to handle his knowledge, how to hurl it with effect upon a certain point, he will never be a successful public speaker.

We often see a farmer, who can scarcely write his own name, a power in his community, simply because of his fund of plain common sense. He never says foolish things. Every word of his means something. He always strikes the bull's-eye. He knows human nature, and has not been spoiled by superficial education. His knowledge is at hand, and it is practical. What he knows has not come from books or schools, but from hard facts, stern experience, and contact with nature and the realities of life. He has little to do with artificial society. What he says comes from his heart. He says it with simplicity and sincerity, without any of the artifices of the schools. His words carry conviction, because of his straightforwardness and honesty of purpose.

It has been claimed that the gift of oratory is the greatest power that can be given to human beings. Be that as it may, the ability to express oneself forcefully and with ease, the power to think clearly and concisely upon one's feet before a large audience, is of priceless value to a young man who would get on in the world, especially in a career which is more or less public in its nature.

Expression is *the* Garment *of* All Thought

The mere effort to express oneself in lucid and convincing language before an audience is, perhaps, the greatest self-developer he can use. It brings into play almost all his mental and moral qualities. The power of combination, of analysis, of synthesis, of magnetism, of personality, of mentality; all these are put to the test, and are called upon to contribute their best. To an earnest student, training for oratory, which, in its broadest sense, should include a close study of language, literature, old and new, history, ancient and modern, men, women, and conditions of the past and present, must, of necessity, prove a moral, spiritual, and intellectual awakener. The function of the orator has been thus described:—

"To give to the noblest thoughts the noblest expression; to penetrate the souls of men, and make them feel as if they were new creatures conscious of new powers and loftier purposes; to cause truth and justice, wisdom and virtue, patriotism and religion to appear holier and more majestic things than men had ever dreamed of before; to delight as well as convince; to charm, to win, to arouse, to calm, to warn, to enlighten, to persuade,—this is the function of the orator."

Surely, this is a noble mission. A youth who undertakes to develop his powers with a view to fulfilling its requirements, even if he never attain eminence as a public speaker, cannot fail to have a broader mentality, wider culture, higher ideals, a more vigorous, well-rounded character than if he had never aspired to be an orator.

Like everything that is worth having, the power of effective speaking can only be developed by continual effort, by reading with a purpose, with constant study, by independent thought, and by frequent practice in debate or speaking to audiences. Association with the great thinkers of the past and present through their writing, and with the eloquent orators of to-day through their spoken words, whether on public platform or in the pulpit, are powerful aids to the youth who is ambitious to become a ready and eloquent speaker. Patrick Henry, while he failed as a storekeeper, used his store as a means of studying people, and, perhaps unconsciously, oratory. He would start arguments among his customers, and then devote himself to a study of the debaters, their manners, and their expressions.

His Broad Knowledge *of* Human Nature Made Webster a Great Master

Of Henry Clay, a recent writer says: "Of narrow education, bred in no very polished society, and not given to reading, Henry Clay's culture was gathered chiefly from the society of the people with whom he came in contact, and from the enterprises in which he was engaged. We shall look in vain in his reported speeches for scholastic beauties or literary gems, in vain for affluent imagery or polished periods. No; his eloquence was fed from another fountain. His words were picked up from a few books and many men; some of them good, some bad, like the variety of human nature which he had fallen in with. He shook hands with the hunters of the West and the scholars of the East; with wagon boys from Ohio and presidents from Virginia; and from them all he had gathered and garnered up his common but copious vocabulary."

Of Webster, on the other hand, Robert Waters says: "It was his large literary culture that enabled him to give such noble expression to those patriotic sentiments which have rendered his speeches the admiration of every citizen and the favorite declamation of every student of oratory wherever English is spoken." The inference is plain. The orator who would excel, not in one but in every direction, must have a liberal education, a wide acquaintance with general literature, and a broad and sympathetic knowledge of human nature.

Life Is Expression

WHATEVER you do, or think, or say, you are constantly revealing your true self. Without intending to, you are spreading a knowledge of your character and of your past among those with whom you mingle. You are each day unrolling a page of your life for the world to read. All that you do makes its mark upon you, physically and mentally. You cannot, if you would, hide the story of your thoughts and acts. Life is expression, and we can only express what we are. Even though the tongue should lie, and the heart seek to deceive, the eye cannot be trained to falsify. Try as we will to wear masks, to pass for that which we are not, the truth within is perpetually struggling to express itself and will shine through every disguise.

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TALKS WITH YOUNG WOMEN

DON'T MAKE YOUR MIND A GARRET

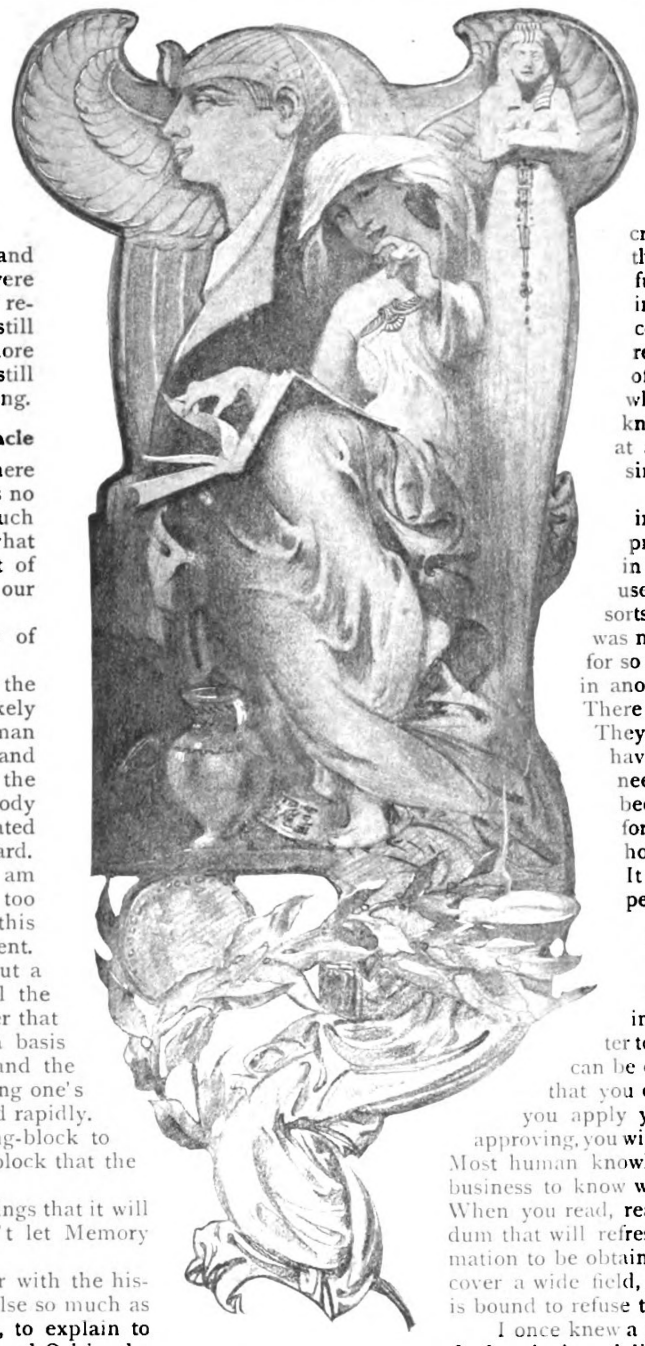
Cynthia Westover Alden

THE best advice a young woman who is still studying can get from a friend is this: "Don't make a garret of your mind!"

Your ambition should not be to know everything, to remember everything, to discuss everything. That is a fault of youth. Then,—

> "When I was younger'n wut you see me now,
> Nothing from Adam's Fall to Huldy's bonnet,
> But I was full-cocked with my jedgment on it."

If your life were to last a thousand years, and you were to sleeplessly acquire facts, and were to be mysteriously endowed with the power of retaining all you might acquire, you would still be "like a child picking up pebbles on the shore of the Ocean of Knowledge." You would still be a million years away from knowing everything.



The Vanity of Memory Is often a great Obstacle

But, as men and women are constituted, there is no such long existence guaranteed, there is no such capacity for sleepless work, there is no such immunity from lapses of memory. We are what we are. The problem is to make the most of ourselves. To do that we must study, first, our absolute limitations.

Therefore, throw away the trumpery of knowledge.

First of all, never remember anything for the vain glory of remembering it. You are not likely to seek employment in a museum as a human cyclopedia. Nobody is going to fall down and worship you because you know the date of the battle of Thermopylæ and he doesn't. Nobody will be pleasantly affected by your demonstrated ability to repeat "Paradise Lost" backward. These things make serious persons smile. I am sorry, but I think it must be confessed that too much of our organized education neglects this proposition, which seems to me very self-evident.

Memory is like fire,—a good servant, but a bad master. It is, in a sense, the basis of all the faculties of the mind; the carpet, if you prefer that figure, on which we walk to success. But a basis must be of something besides filigree work, and the carpet must be neutral in tone, never distracting one's attention, if one is to walk across it surely and rapidly. The vanity of memory is a chief stumbling-block to youth of both sexes, too often a stumbling-block that the merciful hands of time fail to remove.

There are a thousand, aye, a million things that it will never do you any good to remember. Don't let Memory become your master.

I know a woman who is really familiar with the history of Ancient Egypt. She likes nothing else so much as to dissert on the dynasties of the Pharaohs, to explain to weary, wondering minds the worship of Isis and Osiris, the reasons why the cat was a sacred animal, and to describe the glories of the Egyptian priesthood. She has so many facts at her tongue's end, on this subject, that she is a sort of social leper, and people walk blocks rather than meet her where there can be the slightest chance of her breaking loose.

There Are Memories that Make their Owners Seem Ridiculous

I know another woman who has made a specialty of the history of vocal and instrumental music. She cannot sing, and cannot play any instrument. She can give pleasure to no one through her knowledge. She is a deadly bore without knowing it.

A third woman of my acquaintance is equally daft on architecture. If you call on her, she will show you as fine a collection of photographs of the best cathedrals in all Europe as you can find in any private house in America. She will spend two hours, if you will let her, telling what she has seen, what she has learned, and, incidentally, what you have neither seen nor learned. That is where the offensive element of a disordered memory is most apparent. There is no man, woman, or child who likes to have his own inferiority too strongly brought out. Few of us ever forgive it. None of us ever courts a second interview with one who has been guilty of this lapse of good breeding.

It has been said that one ought to know something of everything, and everything of something. But, like every other rule, this needs explanation before it can convey any definite meaning to the mind. The something of which you should know everything should be related to your vocation in life. It should give you an advantage as a worker in your own field. It should be useful, not ornamental. It should not be a matter of vanity, but a matter of calculated utility. The something that you should know of everything is in the nature of things limited.

I think I may have told the story of the man who bought the "Encyclopedia Britannica" by sections. He had a wonderful memory, and set out to memorize all the articles, and make himself the best equipped person in the world on matters of general information. He was remarkably successful. He got down to the end of "C" before his patience gave out. Ever after that he manifested marvelous knowledge on any subject of which the catchword begins with "A," "B," or "C," but was ignorant on all other subjects. He had tried to do too much. But the knowledge he had was, in a measure, systematized, and to that extent he had the advantage over many of the rest of us, of which he was justly very proud.

I remember a dear old garret, the mecca of childhood, where all manner of things that had passed their days of usefulness were stowed away. There was a rocking-chair with two broken arms, an old sewing machine that would sew no longer, a pile of volumes of the United States census, a shotgun with a hammer missing, a half-dozen worn-out umbrellas, a wooden home-made cradle that had done duty for two generations, three cracked looking-glasses, and two trunks full of—oh! I can't begin to tell you what was in the trunks. But everything was always in confusion. Too many minds are like that garret. Nothing is in order; and, though the list of what is there might fill a book, nobody cares what becomes of it all. Such a hodgepodge of knowledge is almost worse than no knowledge at all. There is a certain virtue in substituting simple ignorance for the more complex kind.

On the other hand, I remember a study in which every book on the shelves was in its proper place at all times when not in service; in which every drawer in the desk had its definite use, and the pigeonholes above were full of all sorts of references which the owner of the study was never at a loss to use when there was occasion for so doing. His pens were in one place, his paper in another, his envelopes and stamps always ready. There are some minds for which this study is a figure. They do not attempt to hold everything. They have within instant reach what is likely to be needed. Their owners work rapidly and logically, because their material does not have to be searched for. But in the pigeonholes there is a storehouse, not of facts, but of ways to get at facts. It is the pigeonholes to which I want to call especial attention.

Know, First, Where Knowledge Is Recorded

Never take trouble to remember what can be easily searched out in a reference library or in reference books of your own. It is much better to know where information on a hundred points can be obtained than to know all about five points so that you can give your knowledge as if from a book. If you apply yourself to the sort of memorizing that I am approving, you will be astounded at the range of your possibilities. Most human knowledge is recorded somewhere. Make it your business to know where whatever you want to know is recorded. When you read, read with that end in view. Keep a memorandum that will refresh your memory as to the exact sort of information to be obtained from a particular book. Let your reading cover a wide field, but don't load down your mind with what it is bound to refuse to carry.

I once knew a man who had followed this plan. He was suddenly asked to deliver a lecture on the history of French literature. He never had paid any particular attention to the subject. In fact, I believe he never paid any particular attention to any subject. He accepted the invitation promptly. I went to listen to him, for I wondered what on earth he could do with it. His address lasted for forty minutes, and everybody was sorry when it was finished. It was vivid, instructive, and seemed the result of the ripest knowledge. He was not talking to ignorant people, and any blunder would have been instantly detected. When he was through, and had received general congratulations, I asked, wonderingly: "How did you do it? Did you crib it all from somebody else's lecture without giving credit? I can't understand it?" And he answered: "You might hunt from now till the end of the century, and you never could tell where I 'cribbed' that matter. I didn't crib it. I merely spent an hour in the Astor Library, digested the facts I needed, picked from each of half a dozen books, and then wrote my own lecture. My memory system always stands me in good stead." He was telling the truth. I never knew him to be at a loss for the treatment of any topic, and yet he never tried to remember more than where certain information could be had,—the pigeonhole in which the recorded knowledge was stowed away.

If You Would Memorize, Store Up Wisdom, Not Facts

In practice, the pigeonhole is everything. It does for a mental worker what an automatic piano player does for the person behind the keys. The drudgery of fingering is avoided, and one can give exclusive attention to the element of harmony. So, relieved of the drudgery of remembering, the mind is able to devote itself to synthetic work, to original work, to work that means something for oneself and for the world.

Therefore, I end as I began: Throw away the trumpery of knowledge. Seek for wisdom, not dead facts. Don't make a garret of your God-given mind. And remember that, for the mind, as for the stomach, indigestion is always the introduction to dyspepsia! Wisdom and philosophy are never amiss, for they enlarge the mind, but when the brain is made a storehouse for facts and figures, it becomes inactive. I knew a girl who had a desire for learning the population of cities. She even wrote to the Census Bureau in Washington to secure exact data. This knowledge never helped her, and it never failed to disturb the peace of mind of her friends, for she could talk of nothing else. She bored them completely. One by one they deserted her, and she grew to be considered a narrow-minded, uninteresting, good-for-nothing person.

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Preparation Is the Key that Unlocks Opportunity's Gate : : HERBERT HUNGERFORD

A TIRED youth, brawny as Hercules, met, in the shadow of a great wall, another young man, who, although much smaller, seemed determined and resolute. The big fellow stopped and stared at the smaller one as contemptuously as did the ox at the ambitious frog that burst himself trying to swell to the ox's size.

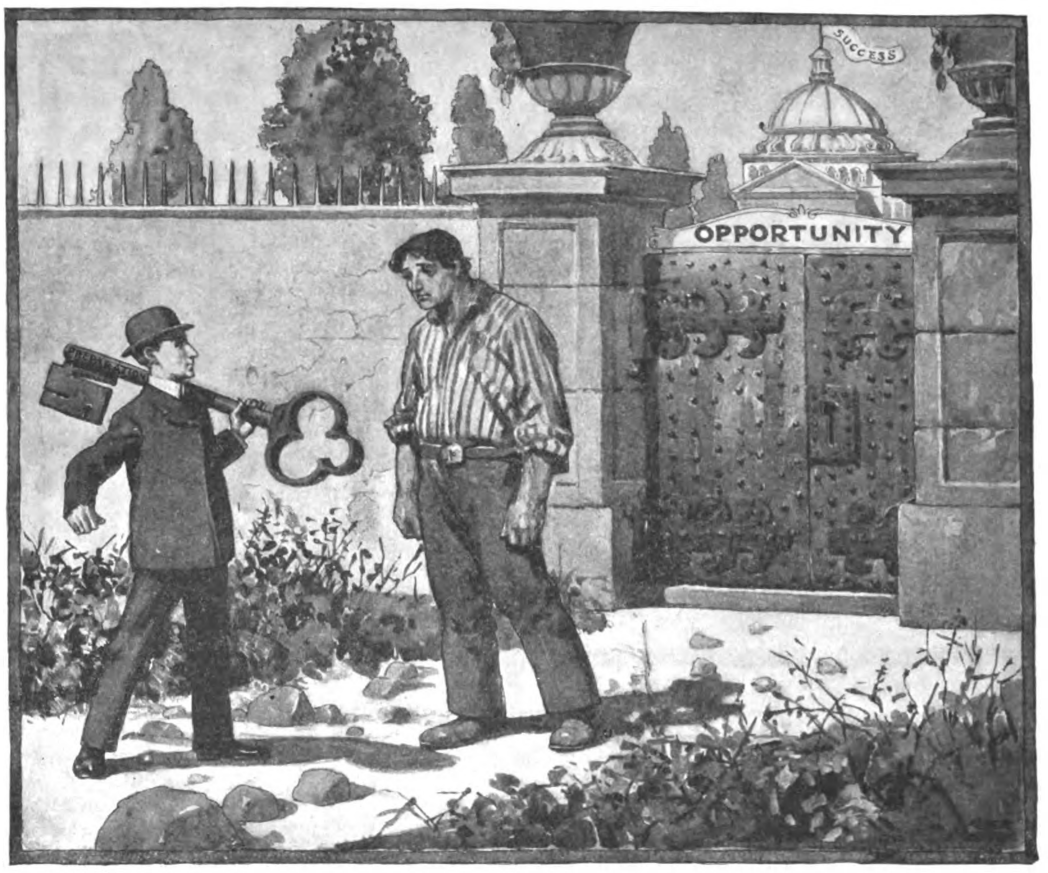
"Whither are you bound?" asked the strong youth.

"To the Temple of Success," replied the other.

"You bound for the Temple of Success!" exclaimed the big fellow, scornfully.

"Why not?"

"Can you do what I, with my strength, have failed to accomplish? Can you tear down a mountain with your hands? The Temple of Success, you know, is surrounded by the Wall of Difficulty; the Gate of Opportunity is barred, and the Lock Invincible no more opens to the hand of man. I have struggled with all my strength. I have waited many long hours, hoping that some one would open the gate for me; yet all has been in vain." So saying, he took the other by the arm to lead him away.



"You bound for the Temple of Success!" said the big fellow; "can you do what I could not accomplish?"

The smaller youth smiled, but resisted the effort made to turn him back. "Go tell your tale elsewhere," said he. "Shall not the house open to the master? I have a key which fits perfectly the Lock Invincible, and will open the Gate of Opportunity."

"A key!" cried the big fellow; "where did you get it? Give it to me, for I am more fit to use it."

"Hold," said the other, "I made the key."

"You made it for me," the big fellow said, with a loud laugh, "because I can take it. My strength is going to win success, after all."

"You may try to take it, I know," rejoined the other; "but let me tell you that this is the Key of Preparation, and all your strength is powerless to wrest it from me."

The big fellow sprang forward and tried to take the key, but could not even lay his hands on it. Every time he grasped, although the other did not move it, the key was still outside of his hands. Convinced at last that the Key of Preparation would serve only its owner, he went away dejectedly, without turning his head to see the other spring up to the gate, unlock it, and disappear between the quickly closing portals.

This is the Forge for the Key of Preparation

THE Success Club Bureau hopes that no one will inquire how a key of preparation is to be forged. The idea should suggest itself immediately that the Success Club is the smithy, and its activities and purposes furnish the means by which each member can, with patience, shape and temper a key. Beginning with the rough material as it first comes under the influence of the club, we see how it takes shape. The members absorb the good qualities of one another. They study literature, history, and the science of achievement. Taking part in literary programmes gives them individuality. The tempering process is going on continually, until good keys of reliable metal are completed.

Everybody can forge his own key for opportunity. It is never too late to begin. It must be borne in mind that merely a fine appearance and the gloss of freshness are not the only requisites of such a key. A casting will not do; nor will a potmetal key serve the purpose. The appearance of a molded key may, at first, deceive; but, when the strain comes, it will bend, and not turn the lock.

Forging is a long process, but every stroke pays. Besides the stimulus which the Success Club aims to give to education, the activities of the club are educationally valuable. Good taste, common sense, social attainments, are cultivated in the work. The debates train the mind in logic and quickness of thought, and give capability for much besides oratory. They develop tact, adroitness, self-reliance, perseverance, and ability to bear defeat.

These Representative Youths Are Skillfully Forging Their Keys

Young Blood Vivifies an Old Business

THE business of cleaning and pressing clothes has been such a humdrum occupation that it does not seem to appeal to bright, ambitious youths. Yet everybody wears clothes, and it is becoming more and more customary to have them kept in spick and span order. When there is demand for anything, a person who can supply that demand in the best possible way, and with the least possible expense, is sure to make a commercial success. This is what Kelsey Burr Gould started out to do.



MAXWELL KENNEDY WON SUCCESS BY SONG

In Morristown, New Jersey, there are a good many people who have plenty of money and like to have things done in good style. There was a cleaning and dyeing firm there which managed to make a living by working according to old-fashioned methods. Young Gould had managed to save a little money, which he invested by buying out one of the partners in this firm. Then he began to introduce modern ideas to enlarge the business, for he saw expansiveness in it.

He circulated very attractive printed matter, and arranged to serve his customers on yearly contracts, they having the privilege of sending as many suits of clothes to be taken care of as they might desire. Dress-suit cases are supplied and uniformed messenger boys call for and deliver the clothes. The calls are made regularly every week, and, by the use of a telephone and mailing cards, extra calls can be made without delay. So perfect is the system that clothes sometimes come in, are cleaned and put in good condition, and are delivered the same day.

A business like this does not require a great deal of capital, and any boy with push and industry can accomplish just as much as did the young man whose picture is shown here.

▲ ▲

He Sang His Way to Success

A MELODIOUS voice cannot be possessed by every boy, and the lucky lad who has such a gift is usually the envy of all his friends; for most boys like to sing, even though they are backward about disclosing the fact. I do n't think that any boy envies Maxwell Kennedy, although anyone would be glad to have a voice like his. He is not the sort of boy to be envied; he is too much of a good fellow. Boys who know him well say "he is all right," which is about the highest praise one boy can give another.

Maxwell is a western lad. He was born in Kansas City, Missouri, about thirteen years ago. In musical matters, he is far beyond his years. He also has dramatic talent, and has written two or three amateur plays. He has, ever since he was very little, appeared in character sketches. This training has given him plenty of self-possession, and his knees never shake when he faces an audience.

He came to New York City, recently, as the soprano soloist in Grace Episcopal Church. His voice is clear, full, and rich; and if, as he reaches maturity, it develops into a good tenor or baritone, this, combined with his dramatic talent, will assure a successful career in concert or opera.

KELSEY B. GOULD MAKES OLD COATS NEW AND LEADS ALL RIVALS





HARRY J. COLEMAN ROSE BY THE ART-PATH

▲ ▲

He Manages an Art Department, at Nineteen

HARRY J. COLEMAN is the manager of the art department of the "Evening Journal," New York City. He joined the "Journal" staff as a sketch artist, three years ago, when he was sixteen years of age, and his executive ability was quickly recognized. The remarkable aptitude he has since shown has proved the wisdom of the selection of so young a man for such a responsible position. He was born in Poughkeepsie, New York, and his work promises greater success.

▲ ▲

He Sets a Good Example that Explodes Excuses

RUTH EVERETT

IT is a serious handicap to be deaf, dumb, or blind; but, when one is all three, it would seem almost an impossibility for him to win success; yet Thomas Stringer, a fifteen-year-old lad, who is being educated at the Perkins Institute, Boston, Massachusetts, is probably destined to be known as the deaf-blind inventor.

THOMAS STRINGER SEES WITHOUT EYES AND IS AN INVENTOR



An attack of spinal meningitis left him without sight or hearing. Then his mother died, and, until he was five years old, he had no more knowledge than a puppy or a kitten. He could not even walk, but used to crawl around backward like a crab, having learned, doubtless, that, when he went forward, he was liable to bump himself. The only sounds he uttered were fretful groans, unless exci-

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ted, and then he would scream and tear his clothes.

When Tom entered the institute, he was five years old. It seemed a hopeless task to try to make a man of him. It was a long time before he was taught to stand or walk. It was many months before a ray of light seemed to find its way to his little, imprisoned intellect. At length, however, the miraculous was achieved, and from that time on his mind expanded very rapidly. To-day, he is as bright and intelligent as most boys of his age. In fact, in some things he is even more so, as, for instance, in inventiveness.

While in the kindergarten, his favorite amusement was to talk about electricity, and his questions frequently puzzled his teachers. He never rested until he understood.

While spending a vacation on the farm of a minister, near Wrentham, Massachusetts, he put a complete set of electric bells in the house, and constructed an elevator in which he could lift himself to the loft of a barn. He put weights on the barn windows, replaced a button on the smokehouse with an ingeniously contrived latch, and made repairs in various ways.

In 1899, Tom was entered at the Lowell Grammar School, Boston, in the sixth grade. With the aid of such appliances as are used in the education of the deaf and blind and with his tutor as interpreter, Tom was able to keep up with the class. He was the center of a loving solicitude, and the teachers agreed that the spirit of chivalry his condition aroused among the other boys more than compensated them for the slight inattention his presence occasioned. Wherever Tom goes, or wherever he is heard of, his patience and bravery awaken love. In the institute he is known as "Tommy the beloved."

Tom can swim, row, and ride a wheel. He knows as much about the streets of Boston as does the average person who sees. He has traveled considerably. Once he visited the United States mint at Philadelphia, and on another occasion he was received by the late William McKinley at the White House. In the late President's presence, he was told not to sit down. At first he demurred, saying that he was tired, and that there were enough chairs for the President to sit down also; but, when it was explained to him that he would not be showing proper respect for the President if he sat, he was glad to stand.

Tom's contribution to the school exercises of 1899, held in the Boston Theater, was an essay, entitled "Two Boston Boys," in which he set forth the difference between a Puritan boy of 1690 and a Boston boy of 1899. He designed an ingenious set of pictures representing an old stage coach and horses of 1690, and a trolley-car of to-day, the sailing vessel in which the Puritans came over, the beacon on Beacon Hill, and the windmill on Copp's Hill, which he held up at the proper moment. With his right hand he read his composition, and with his left spelled it out to one who repeated it to the audience.

Yet some boys, with bright eyes and acute hearing, complain that there is no chance for them nowadays!

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A Thirteen-Year-Old Salesman Draws a Thousand Dollar Salary



CARL GUSTAFSON

CARL GUSTAFSON, thirteen years old, a son of a fireman in a steel mill in New Castle, Pennsylvania, earns a salary of one thousand dollars a year, as a typewriter salesman. He is very small for his age, being only four feet, four inches in height, and weighing but sixty-five pounds. He travels alone over a wide area of the United States.

He has helped to support his family ever since he was nine years of age. Among his various occupations were lamp-lighting, running elevators, driving horses, selling papers, working in a paper-box factory, and cleaning boilers. He is never happier than when making money to help his mother. He has a bank account, and makes regular deposits.

He secured his present work by showing how well he understood typewriters, one of which he took to pieces and put together again in ten minutes. He started out to canvass, and sold two typewriters in an hour. This brought him an immediate offer of a position as a traveling salesman, and he started out on a trip through Baltimore, New York, Philadelphia, Boston, and other places.

Ostermoor Patent Elastic Felt Mattress, $15.

Express Charges Prepaid to Your Door.

Brooklyn, N.Y., 314 Clinton St., Feb. 7, 1900.
DEAR SIRS:—I have used your Patent Elastic Felt Mattresses in my house *for 26 years*, and have seen them for that length of time in St. Mary's Hospital, and I *do not hesitate to state that they are superior* to those made *from the best curled horse hair*.
JOHN BYRNE, M. D.

U. S. BATTLE SHIP OREGON,
Manila, Phillippine Islands, Jan. 5, 1900.
DEAR SIRS:—The Ostermoor Patent Elastic Felt Mattress I purchased more than nineteen years ago is still in use, and is perfect in elasticity, freedom from knotting, and fully as satisfactory as the day I purchased it.
I would use no other than the Patent Elastic Felt if they cost double that of any other Mattress made.
GEORGE F. F. WILDE, Captain.

St. Louis, Mo., 3525 Lucus Ave., Feb. 10, 1900.
DEAR SIRS:—Your Patent Elastic Felt Mattresses have been in use in my house since 1877. *During these twenty-three years, they have constantly grown in favor, remaining always the same, requiring no remaking. They are superior to hair in every way.* I think them far able, the cleanest, and the most wholesome beds.
F. H. GREGORY, M. D.



New Rochelle, N. Y., April 24, 1900.
DEAR SIRS:—The Patent Elastic Felt Mattresses, etc., you furnished for my Yacht "Titania" in 1887 *give entire satisfaction*; should I build another yacht *I would certainly give you another order.*
C. OLIVER ISELIN.

CALVARY BAPTIST CHURCH,
New York City, Sept. 20, 1900.
DEAR SIRS:—The Patent Elastic Felt Cushions put into the Calvary Baptist Church in 1853, forty-seven years ago, are still in excellent condition, and I can most heartily recommend them.
R. S. MACARTHUR, D. D., Pastor.

Phila., Pa., 1338 Spring Garden St., Jan. 10, 1900.
SIRS:—I have had one of your Patent Elastic Felt Mattresses *in constant use for twenty-eight years past. It is not in the least matted down, but is just as soft, clean and elastic as when new. I certainly would not have a mattress for personal use except the Ostermoor Patent Elastic Felt.*
REV. JOS. A. SEISS, D. D.

METHODIST BOOK CONCERN,
New York, 150 Fifth Ave., Jan. 2, 1900.
GENTLEMEN:—The Patent Elastic Felt Mattresses I purchased from you eighteen years ago have given the *very fullest satisfaction* in their use. No reason has arisen for complaint in any form.
Yours very truly, WM. BALDWIN.

NEW YORK CENTRAL & HUDSON R. R. Co.,
New York, April 8, 1900.
GENTLEMEN:—The Patent Elastic Felt Mattresses that I bought of you in 1893, have proven perfectly satisfactory in every regard, and we think them excellent. Very truly yours,
GEORGE H. DANIELS, G. P. A.

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and if it is not even all you have *hoped for*, if you don't believe it to be the equal in cleanliness, durability and comfort of any $50 hair mattress ever made, you can get your money back by return mail—"no questions asked." Made in all sizes at proportionate prices. We simply urge you to

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Selling machines seemed to be as easy to him as riding a wheel.

On his arrival at Baltimore, he telegraphed to President Roosevelt, Admiral Dewey, and Rear Admiral Schley, asking for interviews with them, which were promptly granted. He then went to Washington. Mr. Schley asked the little fellow to stay at his house, and Mr. Dewey invited him to go to sea with him on his next trip. Mr. Roosevelt, also, was very cordial to him. He addressed the President as the "Hero of San Juan," and informed him that he thought he was the greatest man in the country, that he had taken him for his model and hoped some day to be as great himself and occupy his chair. He was given an audience of about fifteen minutes, while senators and congressmen were waiting in the outer office.

Carl asked the President for a position in Washington, for his father, whose poor health prevented him from doing the hard work in a mill, necessary to relieve his family.

Carl is very proud of the three friends he has made in Washington,—the heroes of Manila, Santiago, and San Juan. He will undoubtedly be heard from in the future, as he is made of the stuff that wins battles for heroes, and presidential chairs.

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DRAWN BY ED. MARSHALL

[The heading for the Pen and Ink Success Club was drawn by a very young amateur. We hope to announce some day that everything in this department was either drawn or written by the boys and girls for whom it is intended. We want to state that it is by youth, for youth, and to youth.—THE EDITOR.]

HERBERT HUNGERFORD, Chairman

WELL, boys and girls, how does this suit you? You have wanted the editor to set apart space for your special benefit, and here it is. You can use it just as you like. I shall act merely as chairman, to keep things in order. It is called the Pen and Ink Success Club, because it is really a Success Club that is conducted by pen and ink. Anyone can join the club who owns a pen and a bottle of ink, and knows how to use them. The only dues are the postage stamps which must be used in attending the regular meeting.

The Meeting Will Now Come to Order,—which means, "Get your pen and ink ready." As this is the organizing meeting, the first business will, naturally, be to prepare a constitution. A model is given herewith, and all members are invited to suggest corrections and amendments to be made therein. At the next meeting, it will be proposed for adoption, with the amendments as suggested.

A MODEL CONSTITUTION

PREAMBLE.—We, the young readers of SUCCESS, desiring to get the greatest possible benefit out of the magazine, and believing that this will be best accomplished by forming a society to look after our special interests, do hereby ordain and establish this constitution for the Pen and Ink Success Club:—

ARTICLE I.—Name:—

This society shall be called the Pen and Ink Success Club.

ARTICLE II.—Object:—

The object of this society shall be to develop the success-winning qualities of all its members.

ARTICLE III.—Membership:—

Any reader of SUCCESS may become a member by writing a letter to the chairman of the Pen and Ink Success Club.

ARTICLE IV.—Officers:—

Section 1.—The officers shall consist of a President, a Vice President, and a Chairman, who shall also act as Secretary.

Section 2.—The President and Vice President shall be elected as follows: Every four months the members shall vote for the one who has, during the preceding four months, contributed the best idea to the Pen and Ink Success Club. The member receiving the most votes shall be President of the club for the succeeding four months; and the one receiving the next highest shall be the Vice President for the next succeeding four months.

BY-LAWS

All communications shall be written on one side of the paper only, and shall be addressed to the Pen and Ink Success Club, University Building, Washington Square, New York City.

What the Future Citizens of Our Country Are Doing

The chief duty of the Pen and Ink Success Club shall be to keep track of what boys and girls are doing. Every boy or girl who does something

HANDY HUSBAND

Knew How to Get Part of the Breakfast Anyhow.

"'I know one dish I can prepare for breakfast as well as any cook on earth,' said my husband one day when the cook was ill and he had volunteered to help get breakfast. He appeared with his dish and I discovered it was Grape-Nuts which, of course, was easy to prepare for it was perfectly cooked at the factory, but it was a good illustration of the convenience of having Grape-Nuts about.

We just added a little cream and, of course, had a delicious bit of food. We took up Grape-Nuts immediately after returning from a five years' sojourn in a hot country and our stomachs were in bad condition and we were in bad health generally.

When we first tried it I confess we thought there were other and better things to eat and were told we must acquire a taste for this new food. Sure enough, in a day or two we liked Grape-Nuts better than any other kind of food on the table. We both gained steadily in health and strength, and this was caused by Grape-Nuts and Postum Food Coffee.

A friend of ours had a similar experience. She was seriously ill with indigestion and could find nothing to eat that would not give her heart burn and palpitation, especially at night.

She found that a small dish of Grape-Nuts with cream made her a satisfactory supper and gave her a comfortable night's rest. In a short time she has gained several pounds in weight." The writer lives in Topeka, Kan. Name given by Postum Co., Battle Creek, Mich.

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The light is steady and strong, without smell or smoke, and perfectly safe. **Average use costs 3c. per week.**

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worthy of recognition will be given a Certificate of Honorary Membership in our club, together with a gold or silver badge. We want to know about young people who are inventing things, or who have improved inventions. We want to publish the pictures of boys and girls who are earning their way through school, and of those who are making brave struggles against any kind of difficulty or handicap. We want to learn about the successful, bright boys in school and in every department of work. We desire to let our readers know about the boys and girls who do deeds of heroism, such as the boy who stops a runaway team, or the girl who saves a life. We want to hear from the everyday boys and girls, and of the things they are interested in; such as amateur photography, amateur printing and journalism, stamp collecting, games, camping, hunting, etc.

Every boy or girl who sends a helpful suggestion to this department will receive a reward of some kind,—a book, a badge, or a certificate of merit.

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A Success Club of Poor Boys



THE COLONIAL SUCCESS CLUB

OUR members will be glad to see the club which won the prize for the best suggestion. The suggestion is the club itself, which was organized by boys of the East Side, New York City. It has called attention to the wide field of work for Success Clubs among boys in large cities, and, as this club has given proof of the benefits to be derived from such work, our Bureau has awarded it the monthly prize, a set of five cloth-bound books.

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Our Wastebasket Has an Easy Time



SO MANY "bugaboo" stories have been told about editorial wastebaskets that our Bureau desires to reassure its readers on this matter. There may be some who do not write to us because they fear that their letters will be thrown into the wastebasket. This is a mistake; our basket has scarcely anything to do, and, except for the envelopes that we throw into it, it would be an unnecessary piece of furniture.

We are even more glad to receive letters which point out faults than those which praise our work. Naturally, the readers of SUCCESS and members of Success Clubs can see faults in the Success Club work, and the only way we can correct these faults is by having them pointed out to us.

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The League of Success Clubs

Motto: Don't Wait For Your Opportunity. Make It!

IF YOU want to learn how best to make an opportunity, you should join the League. Branch clubs may be originated wherever five or more people may determine to meet together regularly to consider the ways and means of improving their own and one another's prospects and positions in life, resolving to rise above the common level, and to reach future influence in the world. Literary and self-culture societies already organized may join our League without materially changing their plans or purposes, or even their names. Full information in regard to the best means of organizing a branch club, or an explanation of the plan by which literary societies may join our League, will be sent for a two-cent stamp.

THE SUCCESS CLUB BUREAU,
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New York City.



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Every household in America should have a copy of our valuable and interesting illustrated booklet, "The Friend of Health." We will send a copy free to any address if you mention "Success." A postal will do.

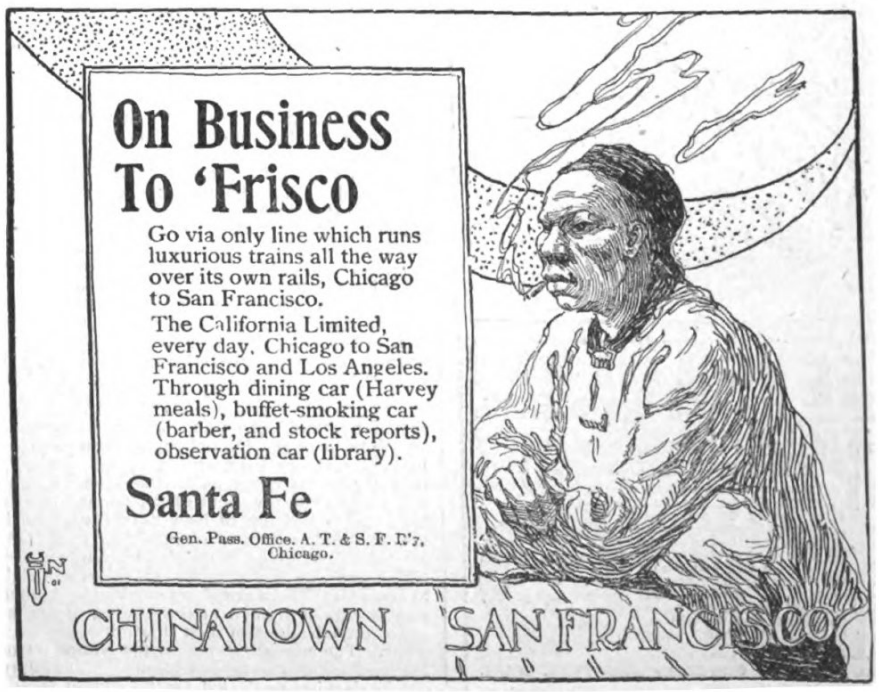
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WHAT WOMEN ARE DOING

THE Lend-a-Hand Book Mission has distributed thousands of books and periodicals, that have been read and laid aside by their owners, to schools and churches and in mining and factory towns of the South. The mission was founded by Miss Sarah P. Brigham.

▲ ▲

THE thirty-fourth annual convention of the National American Woman Suffrage Association is to be held at Washington, D. C., in the First Presbyterian Church, February 12 to 18, inclusive. In connection with the convention, there is to be an international woman suffrage conference, to which associations of fourteen countries have been invited to send delegates.

▲ ▲

AS A MODELER of children's portrait-statuettes, Mrs. Sarah Greene Wright has earned an enviable reputation. Mrs. Wright received her first inspiration while watching some children who were playing in the Luxembourg gardens. She has a studio in New York City, and has the distinction of being the only woman who makes children's portrait-statuettes from life.

▲ ▲

A BRONZE statue, to be placed in the center of a large fountain in the park at Winona, Minnesota, has been modeled by Miss Elizabeth M. Kimball, an instructor at the Pratt Institute. Three pelicans and three turtles, also the work of Miss Kimball, are to decorate the basin of the fountain. The statue is six feet two inches high, and is the gift of a resident of Winona.

▲ ▲

THE highest mark reached in many years by a pupil of the Girls' High School, in Brooklyn, New York City, was attained by Miss Augusta R. Accooe, a young colored girl of eighteen years. Miss Accooe's ancestors, two generations back, were slaves. She has given much attention to the racial problem in the United States, and expects to devote her life to teaching Afro-Americans.

▲ ▲

A VALUABLE, early painting of Martha Washington has recently been identified. The picture is the property of Mrs. James L. Marshall, of Fort Wayne, Indiana, who purchased it for one dollar. The former owner, not knowing its value, classified it as "trash" when selling a home in which he had lived for years. Mrs. Marshall had no idea of the value of the portrait, but bought it because it was a picture of Martha Washington. She has already received an offer of one thousand dollars for it.

▲ ▲

THE Public Education Association, of which Mrs. Schuyler Van Rensselaer is president, is an organization of women that has done much to help the schools of New York City. Jacob A. Cantor, the recently elected president of Manhattan Borough, has expressed his willingness to cooperate with the association, and expects, by women's assistance, to make perfect schools. Mr. Cantor believes that women, by nature and temperament, are better fitted than men to be inspectors.

▲ ▲

MISS ADA WELLS, of New Zealand, reports that, with the granting of the full franchise to women of that country, in 1893, their equality of rights in all matters was by no means secured. At a meeting of the National Council at Wanganui, on invitation of the Women's Political League of that city, many papers were read by women, urging that their sex be allowed to sit as members of both houses of the legislature, and to fill public offices. They claim that there are many competent women whose services as jurors are needed by the community.

▲ ▲

MRS. ANNE MCELROY BRETT has the distinction of being the first woman to invade the telephone field. Her late husband was the organizer of the first independent company to fight the telephone trust, and, after his death, Mrs. Brett became prominently identified with the business. She is now president of the Southern Independent Telephone and Telegraph Company of El Paso, Texas, and president and general manager of the Brett Construction Telephone and Telegraph Company. Mrs. Brett has been indorsed by the Chamber of Commerce of El Paso, and has three-year contracts for twelve hundred telephones in and about that city.

▲ ▲

THE International Sunshine Society is doing a great work for humanity. It has branches all over the world, which converge to one center, having its headquarters at 96 Fifth avenue, New York City, under the command of its originator and president-general, Mrs. Cynthia Westover Alden. The aim of the society is to cheer and bless those who come within its influence, and many desolate hearts, not only among the poor and destitute, but also among those in every other condition in life, have been made glad by its loving sympathy. One commendable feature of the society is that, while it is thoroughly systematized and does a marvelous work for good, it is not retarded in its operations by official formality. Over twenty thousand stockings were filled by the society at Christmas.

▲ ▲

THE triennial convention of the National Council of Women of the United States is to be held in Washington, D. C., on February 19, 20, 21, and 22, with continued business meetings on the Monday and Tuesday following. The president of the council is Mrs. Fannie Humphreys Gaffney, of New York City. As the constitution forbids a second term, a new president must be elected. The office is unsalaried, and requires considerable work, so that it is difficult to get the right woman to accept it. There are about one hundred other national associations of women in the United States, and many active organizations of men that admit women on equal terms. The annual meeting of the National Congress of Mothers will also be held in Washington in February, that city having been selected for the annual meeting of the congress every alternate year.

BLACK AND RICH
Is the Way Postum Coffee Should Be.

A liquid food that will help a person break a bad habit is worth knowing of. The president of one of the state associations of the W. C. T. U., who naturally does not want her name given, writes as follows: "Whenever I was obliged to go without coffee for breakfast a dull, distracting headache would come on before noon. I discovered that, in reality, the nerves were crying out for their accustomed stimulant.

At evening dinner I had been taught by experience that I must refrain from coffee or pass a sleepless night. In the summer of 1900, while visiting a physician and his wife I was served with a most excellent coffee at their dainty and elegant table and, upon inquiry, discovered that this charming beverage was Postum Food Coffee, and that the family had been greatly benefited by leaving off coffee and using Postum.

I was so in love with it, and so pleased with the glimpse of freedom from my one bondage of habit and so thoroughly convinced that I ought to break with my captor, that upon my return home I at once began the use of Postum Food Coffee and have continued it ever since, now more than a year.

I don't know what sick headache is now, and my nerves are steady and I sleep sound generally eight hours regularly. I used to become bilious frequently and require physic, now seldom ever have that experience.

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	Publishers' Price	My Club Price
Success, Cosmopolitan	$2.00	$1.50
Success, Cosmopolitan, Pearson's, Harper's Bazar	4.00	2.95
Success, Pearson's, Harper's Bazar	3.00	2.45
Success, Pearson's, Cosmopolitan, Woman's Home Companion	4.00	2.45
Success, Review of Reviews (renewal)	3.50	3.00
Review of Reviews (renewal), Bookman (new), Cosmopolitan, Woman's Home Companion	6.50	4.00
Pearson's, Woman's Home Companion, Cosmopolitan, Success	4.00	2.50
American Boy, Cosmopolitan, Vick's Magazine, Success	3.50	2.00
Pearson's, Review of Reviews (new), Success, Woman's Home Companion	5.50	3.15
Success, Cosmopolitan, Woman's Home Companion	3.00	2.00
Harper's Bazar, Cosmopolitan, Success	3.00	2.30
Harper's Bazar, Cosmopolitan, Woman's Home Companion	3.00	2.10
American Boy, Cosmopolitan, Woman's Home Companion	3.00	1.75
Designer, Cosmopolitan, Woman's Home Companion	3.00	2.10
Cosmopolitan, Household, Woman's Home Companion	3.00	1.75
St. Nicholas, Success, Cosmopolitan, Woman's Home Companion	6.00	4.80
St. Nicholas, Success, Woman's Home Companion	5.00	4.00
St. Nicholas, Cosmopolitan, Woman's Home Companion	5.00	3.80
Scribner's, Cosmopolitan, Woman's Home Companion	5.00	4.00
Scribner's, Harper's Bazar, Cosmopolitan	5.00	4.50
Harper's Magazine, Success, Cosmopolitan	6.00	4.70
St. Nicholas, Review of Reviews (new), Success	6.50	4.50
Harper's Magazine, Review of Reviews (new), Success	7.50	5.90
Century Magazine, Review of Reviews (new), Success	7.50	5.50
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Harper's Magazine, Cosmopolitan, Review of Reviews (new), Frank Leslie's Popular Monthly, Success, Woman's Home Companion	10.50	6.50
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Harper's Magazine, Review of Reviews (new), Cosmopolitan, Woman's Home Companion, Success	9.50	6.00
Harper's Magazine, Review of Reviews (new), Bookman (new), Success	9.50	5.95
Great Round World, Review of Reviews (new), Frank Leslie's Popular Monthly, Success	7.00	3.75
Toilettes, Review of Reviews (new), Frank Leslie's Popular Monthly (14 months and Art Calendar), Success	7.00	3.95
Review of Rev. (new), Christian Herald, Cosmopolitan, Woman's Home Companion, Success	7.00	3.80
Atlanta Constitution, Review of Reviews (new), Cosmopolitan, Success, Woman's Home Companion	6.50	3.75
Popular Science News (new), Review of Reviews (new), Bookman (new), Success	7.10	3.95
Pearson's Magazine, Review of Reviews (new), Cosmopolitan, Woman's Home Companion, Success	6.50	3.50
Current Literature (new), Review of Reviews (new), Success, Popular Science News (new)	8.10	3.50
St. Nicholas, Review of Reviews (new), Bookman (new), Success	8.50	5.25
Century Magazine, Review of Reviews (new), Bookman (new), Success	9.50	6.25
St. Nicholas, Review of Reviews (new), Woman's Home Companion, Cosmopolitan, Success	8.50	5.30
Leslie's Weekly, Review of Reviews (new), Success, Truth	8.50	4.50
Harper's Magazine, Review of Reviews (new), Cosmopolitan, Woman's Home Companion, Campbell's Illustrated Journal, Success	10.50	6.25

Additional offers may be made up from the following tables, which for convenience are marked Class G and Class H.

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Success and any two magazines in Class G	3.00	2.00
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CLASS G.

	Reg. Price
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Frank Leslie's Popular Monthly	1.00
Woman's Home Companion	1.00
The Designer	1.00
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The Household	1.00

	Regular Price	My Club Price
Success and any two magazines in Class H	$7.00	$3.00
Success and any three magazines in Class H	9.50	4.00

CLASS H.

	Reg. Price
The Review of Reviews (new)	$2.50
Current Literature (new)	3.00
New England Magazine	3.00
Bookman (new)	2.00
Arena	2.50
Mind	2.00
Critic	2.00

	Reg. Price	Club Price
SUCCESS, { Review of Reviews (new) or Current Literature (new) } and any two in Class G	$6.00	$3.00
SUCCESS, { Review of Reviews (new) or Current Literature (new) } and Leslie's Weekly	8.00	3.75
SUCCESS and any one in Class G and any one in Class H	5.00	2.50
SUCCESS and any one in Class G and any two in Class H	8.00	3.50
SUCCESS and any one in Class H and any two in Class G	6.00	3.00
SUCCESS and any one in Class G and Leslie's Weekly	6.00	3.25
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SUCCESS and any two in Class H and Leslie's Weekly	11.00	4.75
SUCCESS and any two in Class H and North American Review (new)	12.00	5.00
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Scribner's with any two in Offer No. 3	5.50
Century with any one in Offer No. 1	4.50
Century with any two in Offer No. 1	5.00
Century with any one in Offer No. 2	4.75
Century with any two in Offer No. 2	5.50
Century with any one in Offer No. 3	5.25
Century with any two in Offer No. 3	6.25
St. Nicholas with any one in Offer No. 1	3.20
St. Nicholas, Woman's Home Companion, and Cosmopolitan	3.75
St. Nicholas with any two in Offer No. 1	4.00
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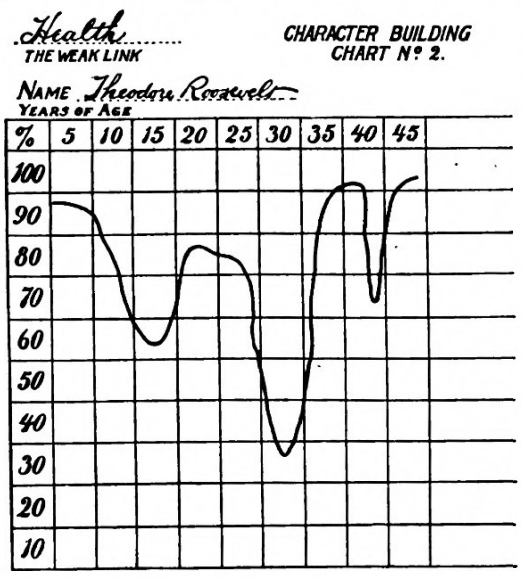
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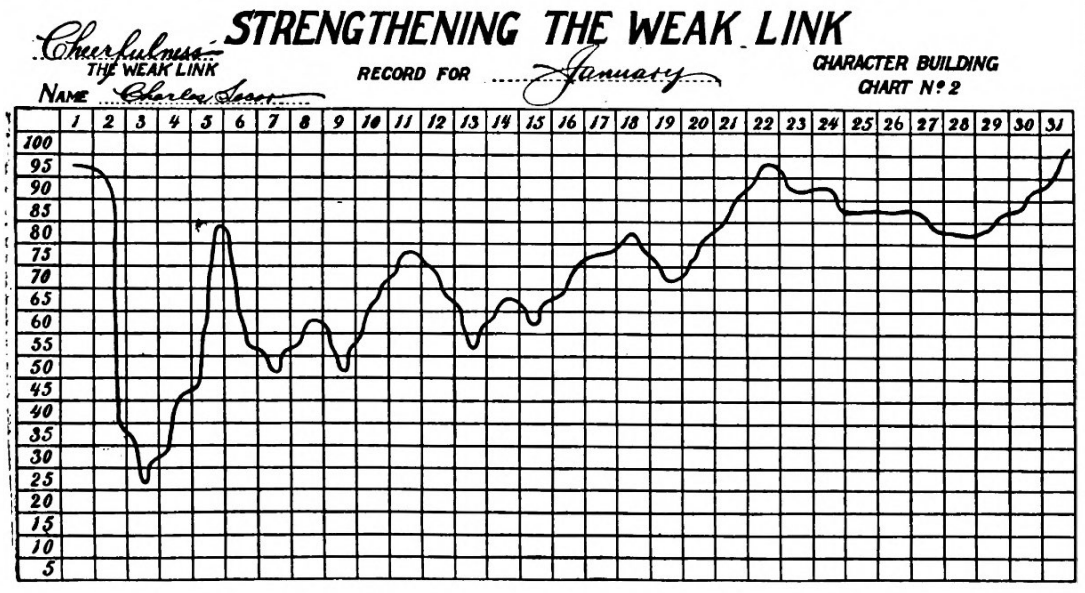
PERFECTLY balanced people are rare. In the self-analysis system suggested in the January SUCCESS, everyone will find one or more weak links in the chain of human qualities. Perhaps, if you will take an inventory of your characteristics, you will find that you are weak in some qualities that it would be desirable to have strong. What is to be done about it? You certainly will not rest content with the knowledge that you are deficient. If you have the right material in you, you will set to work to build up these faulty members. If you have filled out a chart, such as was indicated in the New Year's SUCCESS, you have work laid out. There's promptness, perhaps, in which you could not conscientiously give yourself over forty-five per cent. You must pay special attention to promptness, and note each improvement for encouragement, each failure for warning. We publish below a little chart which should enable you to keep a record of your progress, so you can look back over the days, or the weeks, that have gone, and see wherein you have succeeded, and when you have failed to keep on the upward march toward health and contentment.



In the sample chart, cheerfulness has been taken as a quality easily cultivated, and very important in its relation to all our life. It is not hard to determine during what part of the day you have been cheerful, and what part has been invaded by gloom, despondency, or doubt. The zigzag line shows that Charles Secor had no easy task to correct his fault, but determination kept the line headed upward after every failure. He was of a despondent nature, to begin with, but the evidence of the chart shows that he kept resolutely to his task of being more cheerful day after day. The first two days, he progressed well. He was happy, and thought that, by being cheerful, he could get through life easily. On the second evening, a thaw came and spoiled a skating party. He sulked nearly all the next day. Then he realized how foolish he was, and managed to get into a better frame of mind, though not rising to the buoyancy of the preceding day. He had a few ups and downs, and then set himself to live up to his resolve so firmly that he could mark the line on his chart well toward the top again. After this, occasionally some disappointment sent his spirits down, but never to the depths of the preceding year.

One might easily imagine a chart marked out for the health-quality of President Roosevelt, and it would illustrate a way to overcome a handicap. Starting with ordinary health as a child, Mr. Roosevelt contracted illnesses. The line would have to drop, perhaps, from ninety to sixty. Exercise during college raised the average again, possibly to eighty; but, soon after, ill health came, and an alarming drop in the percentage line followed. Then he went West to regain health. As the free life and mountain air did their noble work, the line steadily mounted until it ranged near the top line of the chart. The strain of official life and the Cuban campaign occasionally caused a drop, but not for very long.

Hundreds of people have ordered a Stock-taking Chart similar to the one published in the January SUCCESS. "Weak Link" charts, printed on cardboard, will be sent for six cents in stamps. Address the Success Club Bureau, University Building, New York City.



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VERY few really successful men can give a satisfactory explanation as to why they pursued the course they are on. They seem to have been kept going by means of an unseen power. They simply acted in accordance with the best light they had.

No man can see the goal at the beginning. Even when he crosses the line in the race, he can see only a few steps ahead. He is not guided by a star in the distance which beckons him on, but rather by a lantern which he carries in his hand, and which illumines but a short way in advance, just enough to enable him to take the next step with certainty and without fear. Beyond that all is shrouded in mist. But, as he travels on, the lantern never fails him.

When we are sure that we are on the right road, there is no need for us to plan our journey too far ahead; no need to burden ourselves with doubts and fears as to the obstacles that may bar our progress. We cannot take more than one step at a time.

Carry Your Wealth with You

THE greatest riches—in fact, all the wealth that is of real value,—must center in yourself. You must be rich within, not outside of yourself; rich in the things that financial panics, fluctuations of trade, accidents by flood or fire, dishonesty of business associates, or errors of judgment cannot rob you of. Your greatest investment must be self-investment: investment in health, in courage, in kindliness, in nobility of manhood or womanhood.

Whoever you come in contact with should be conscious of your wealth; its influence should radiate from every pore; it should look out of your eyes; it should exhale fragrance in your speech; it should manifest itself in your deeds; it should shed warmth, light, and comfort within its radius; it should enrich your whole community. Real riches should be like the wealth of the rose, which flings out its beauty and fragrance to every passer-by. There is no stinting of its favors, no reserve of selfishness; all it has, it gives. This is true wealth.

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THE ON-TIMER'S TRIBE

WILLIAM G. CHAMBERLIN, JR.

ABOUT four years ago, Rev. W. G. Templeton, a minister preaching in Colorado, was greatly annoyed by the absence of some members of his congregation at services. He studied the problem, tried to find a remedy, and finally decided on the following plan. He designed a pledge similar to the following:—

ON-TIMER'S TRIBE BADGE

In signing this pledge, I hereby become an "On-Timer," agree to wear the O. T. badge, and to meet all my engagements, sacred and secular, "on time," unless unavoidably hindered.

*Date*_____ *Signed*_____

He secured a number of people to sign the pledge, and the result was a satisfactory increase in attendance. Thus the first On-Timer's Tribe was started.

Rev. Richard W. Lewis, a minister in another city, hearing of the association, started the work among his parishioners, and Tribe No. 2 came into existence. To-day, the organization has over twelve thousand members.

There is no official formality about the organization. "A pledge to bind, and a pin to remind," tell the whole story. Anyone can become a member by sending ten cents, for a silver pin and a pledge-card, to the headquarters of the On-Timer's Tribe, Room 77, Clayton Building, Denver, Colorado. Each pledge is numbered, and the members' names are registered at the headquarters. Success Clubs will find this a very helpful idea to introduce in their sphere.

The Will That Made a Way

L. REYNOLDS

"THERE'S more in the man than there is in the land," said Sidney Lanier. Could circumstances do more than orphan and absolutely cripple a boy of fourteen years of age to blight his prospects?

By a negro insurrection in South Carolina, just after the close of the Civil War, when the changed conditions made life hard for the strongest, these calamities befell Elisha Cureton. What could he do? Nothing but despair, for a year. Then he began to look about, and found work as a cobbler. In brighter days, he had enjoyed watching and helping a cobbler, and that experience of idle hours proved a providential thing. So he began by making the coarsest kind of shoes, but the only kind he could make. All the neighbors patronized him. The great teacher, Frederick Froebel, said, "Learn to do by doing," and also, "Go from the known to the unknown." This boy, Elisha Cureton, did both, though he had never heard of Froebel. From making the coarsest, he got to making the finest shoes; and whereas, at first, men went to him for shoes for their farm hands, they finally went to him for shoes for themselves.

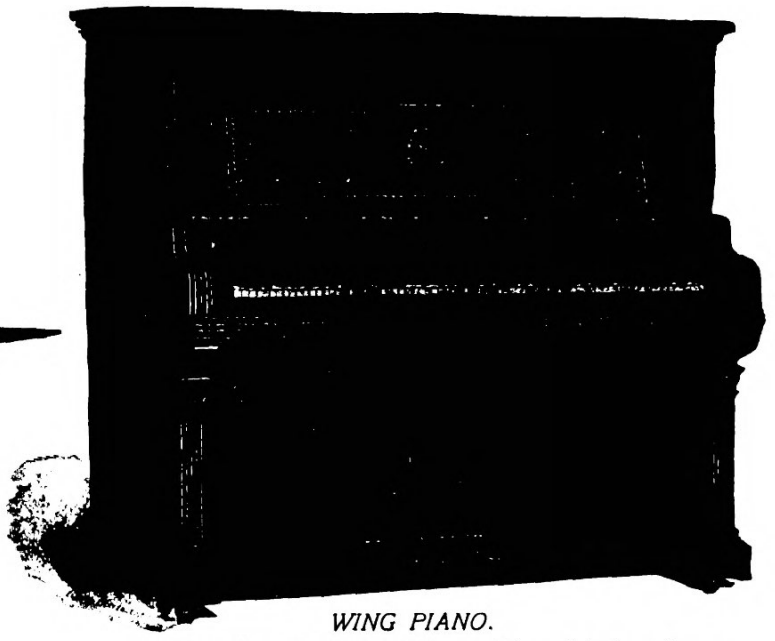
Those who cannot walk have more time than those who can. Young Cureton was not a genius, but attention and study are good substitutes for the "divine afflatus," and these enabled him to mend watches and clocks. In time he got a few months' training under a watchmaker.

Many young farmer boys want to go to the city. A cripple would have many more opportunities in the city,—so, of course, he would go! No, this boy stayed in the country,—to make shoes and mend watches, and,—what else would you guess? Well, he improved a farm. That is, he directed the work, riding about on a woman's saddle. He invented a capital rolling chair for himself, for convenience in getting about, and had an inclined platform from the house. He was an expert croquet player in the years when croquet was the popular game.

He was so cheery and merry that he was welcomed everywhere, and such a patient, helpful Christian that a visit from him was as good as a sermon. He is somewhat over forty now. He has amassed ten thousand dollars or more; has two beautiful homes,—one a farm, the other one of the neatest in the village. Several years ago he married.

Let him take a place in the front rank of success-winners.

"The mind, when united with the soul and fully conversant with knowledge, embraces all objects."



WING PIANO.

No other piano made equals this in style and design of case.

STYLE 29, CONCERT GRAND UPRIGHT

23 OTHER STYLES TO SELECT FROM

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Save from $75 to $200 The usual way to buy a piano is from a retail dealer or agent. We do not employ agents to sell the WING PIANO. It is sold direct from our factory. To the actual cost of manufacture we add our small wholesale profit. The purchaser saves the retail profit. This means a saving of from $75 to $200. No matter how far away you live, our improved system of doing business makes it actually more convenient and more satisfactory to buy a piano from us than to buy from a local dealer in your own town or city. Write us and receive full particulars.

Sent on Trial; Freight Prepaid We will send the above piano, or your choice of 23 other WING PIANOS, on trial, to any part of the United States, with freight prepaid in advance by us, and without asking for any advance payment or deposit. We will allow you to try it in your home for 20 days; you can compare it carefully and critically with the highest-priced pianos sold in retail stores, and if it is not entirely satisfactory in every respect we will take it back and pay the return freight also. We do this to show our confidence in the WING PIANO. All expense and risk is ours. There is no money to be paid in advance. We pay all freights.

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"The piano I bought of you in December is giving us the very best satisfaction. In tone, touch and workmanship it is certainly extra fine. The strangest part of it seems to be that you can sell such an instrument for such a low price."—F. D. GREEN, *Perry, Lake County, Ohio.*

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WILLIAM TRAVERS JEROME

J. HERBERT WELCH



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WILLIAM TRAVERS JEROME

SELDOM has a candidate for public office aroused the enthusiasm of voters to such a pitch as did William Travers Jerome in the recent municipal campaign in New York City. Before his nomination for the district attorneyship, Mr. Jerome had, as justice of the Court of Special Sessions, and as a reformer, a reputation that was merely local. At present, there are few newspaper readers in the United States who are not familiar with the story of his successful fight against the political incubus that had fastened itself upon the metropolis. He has given the country a striking example of a man seizing his opportunity. When the right moment came, he threw into action all the powers of his mind and character, and won a victory worth achieving.

"To what do you think your success on election day is chiefly due?" I recently asked Judge Jerome.

"If you mean my personal success, I suppose it was due to the fact that I felt so strongly that political conditions ought to be changed in New York City that I was enabled to communicate this feeling to others. No, I make no claim to being an orator, but it seems to me that a man can dispense with ordinary oratory, in fact may be better off without it, if he tells his audience, simply, without pose or affectation, what he feels to be the truth.

"One of the reasons why I have felt so strongly about the pernicious conditions that have existed in New York City is because that city is my home, and was the home of my father and of his father. Many of my boyhood recollections center in New York City; I have great affection for the town, and, naturally, want to be proud of it in all respects. This is, perhaps, the chief reason why I have helped to throttle the demon that New York has been carrying.

"While I don't pretend to be an authority on political success, I think that, if a young man who enters a political career has strong convictions of the right kind, and holds to them through thick and thin, through all kinds of adverse criticism; if he is willing to accept defeat smilingly, and begin his work all over again, and stick to it, he will, doubtless, have his victories. But no man should depend on a political office alone for his income. If he does, he is very apt to be confronted, when the vicissitudes of politics have left him without office, by great difficulty in earning an adequate living. Law seems to be the profession ordinarily adopted by young men ambitious for political honors, and it is probably the one that can best be combined with political activity.

"Speaking personally, I would never have held office, probably, had I followed my early bent for mechanics. One of my greatest pleasures, ever since I can remember, has been to get a tool in my hands and work in a machine shop. I was in delicate health until I reached my twenty-eighth year, and this seemed to bar me from a mechanical career, so, after having received my early education from tutors, my health being such as to prevent me from attending the public schools, I took the classical course at Amherst College, and then studied at the Columbia University Law School."

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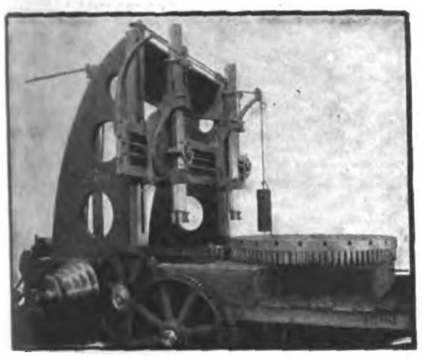


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Machine Tools That Seem to Have Human Instinct

[*Concluded from page 70*]



THIS MACHINE TURNS MAMMOTH FLY WHEELS

presses one, the most remarkable feature of it is the accuracy with which it is done. In boring out and rifling a thirteen-inch gun tube, the cutting tools must work to the fineness of a fraction of a thousandth of an inch. A projectile traveling at the rate of a third of a mile a second must not be hindered by the slighest variations in the bore. Gun lathe work is, therefore, just as fine as watch-making. The extra heavy American forge lathe, now used in the great gun shops of Europe, is built for the severest duty which cutting tools can be made to stand. It will bore with a flat-lip drill, twenty-two inches in diameter, two inches an hour into a solid steel ingot of fifty tons tensile strength to the square inch. Two of these great lathes, built in Ohio, are now turning guns for the czar, in the Russian government's Obouhoff Works, at St. Petersburg.

The English admiralty wants the best armor for its warships, and it is deaf to the complaints of the home machine-makers that Yankee machines should not make British armor. In the Vickers-Maxim armor-plate plant at Sheffield are mammoth planing mills of American make that will work on armor ten or twelve feet wide and of any length. The "pull" on the table is forty tons, ten tons for each cutting tool. Each of these mills is driven by an independent forty-horse-power electric motor. For turning barbettes for English warships, American makers supply extra heavy boring and turning mills, which will turn barbettes up to twenty-six feet in diameter, and more than six feet high. The pulling power on the tools is enormous,—nearly twenty tons.

Ship and engine building establishments use some of the most massive tools. Boring machines of the horizontal type, with drilling and milling tools, are built to work on great engine castings of such massive proportions that they need not be secured to the table. The operator of the tool guides it by levers and wheels, he riding up and down on the tool itself as it attacks different parts of the casting. In great electrical works, like those of the Westinghouse Company, at Pittsburg, Pennsylvania, or of the General Electric Company, at Schenectady, New York, there are huge boring mills to turn the heavy wheels of powerful alternators. In the monster alternators just built for the Manhattan Elevated Railway, New York City, the revolving part has a diameter of thirty-two feet. These are the largest electric generators ever built. For bending ships' keels, garboard streaks, (or strakes, familiar to all readers of Rudyard Kipling,) and deck plates, to conform to the outlines of a vessel, there are employed great bending rolls of forged steel, twenty inches in diameter. Steel plates of as much as three inches in thickness are bent cold under the enormous pressure of these rolls. Engine fly wheels are turned in vertical boring and turning mills, the largest of which weigh one hundred and sixty tons, and will turn the rim on the eighteen-inch face and side of a twenty-four-foot fly wheel in forty-eight hours. The most expensive machine tool ever built is an engine lathe for turning propeller shafts. It cost thirty-five thousand dollars.

Locomotive works and railway repair shops need very heavy tools. Car wheels and locomotive driving wheels, after running several thousand miles, become "square," and the flanges wear away. They are then sent to the repair shops to be trued up in car-wheel, axle, and driving-wheel lathes. Wheels are forced on axles in powerful hydrostatic wheel-and-axle presses. There are boring machines for boring crank-pin holes in driving-wheels, car-wheel and connecting-rod boring machines, and journal-box boring machines.



When you stop at the half-way house see that the oysters are accompanied with

Kennedy's Oysterettes

The oyster cracker with a taste to it. Sold only in In-er-seal packages, with the In-er-seal trademark design in red and white on each end of each package.

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Cost no more than Plain ones in . . . **WHITE BRONZE**

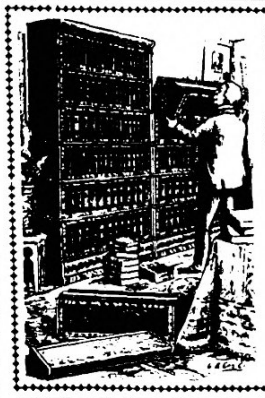




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IN FIVE STYLES—Black Enameled, $4.25; White Enameled, $4.75. Nickel Plated, $6.75; Brass Plated, $7.00; Antique Copper Plated (very handsome), $7.25. *FREIGHT PREPAID* east of Colorado. By express prepaid fifty cents extra. Prompt shipment and safe delivery guaranteed. Money back if not satisfied. *DESCRIPTIVE BOOKLET FREE. SEND FOR IT.*

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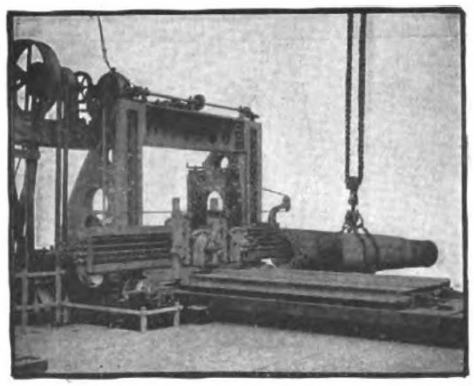
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Torchon Co-Operative Lace Co., Dept. G, 40 Dearborn St., Chicago, Ill.



SHAPING AN ARMOR PLATE FOR A BATTLE SHIP

One of the most interesting American tools is a machine for drilling twenty-seven holes at one time in a car wheel,—eighteen holes for the tire bolts and nine for the hub bolts. Tires are shrunk on in tire mills. Cylinder boring machines bore an engine cylinder, face the ends, and bore two valve ports at one time. A few weeks ago, an agent of the Russian government gave an American company an order for eighteen car-wheel lathes, the capacity of each being seven pairs of wheels a day.

"Eighteen!" exclaimed the tool maker, "you surely don't mean eighteen? Why, we haven't as many lathes set up in America in all the shops east of the Alleghany Mountains. You don't want eighteen for one shop, do you?"

The agent of the czar explained that Russia is quite a large country, with a good many miles of railway between St. Petersburg and Vladivostok, and that car wheels are needed, just as they are in America.

"You see," said the Russian official, "our railways are so new and so extensive that we haven't had time to construct fine roadbeds. The car wheels wear out rapidly, in consequence, and we need the lathes to keep our wheels from getting 'square.' I understand that a locomotive in America will run twice as many thousand miles as one in Russia before it needs to be sent to the shops."

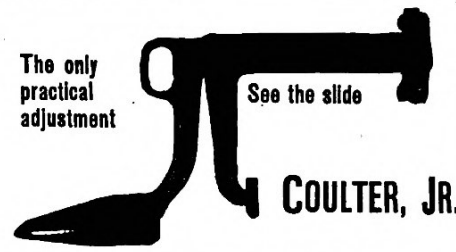
The American manufacturer was convinced of the need of the eighteen big lathes, and, in Ohio, the order for the czar's railways is now being filled. Among massive machine tools must also be named steam hammers, which exert a crushing force of many foot-tons; and punching, shearing, and riveting machines. The latter are built up to a hundred tons pressure, and stand about thirty feet in height. Punching machines are built to punch holes as large as two inches in diameter through steel plates one and one-half inches thick.

When Andrew Carnegie was an ironmaster, he taught one great lesson to American manufacturers. It is that a machine or process inferior to the best is worthless. He was never afraid to throw yesterday's tools into the junk heap. He would dismantle an entire mill if he discovered a better way of doing the work in that mill. He taught that improved machinery is economical. This is now the American idea, as opposed to the English idea that what was good enough for our grandfathers is good enough for us.

American machine tools rank among the great achievements of the age. They are the inanimate basis of our industrial supremacy. Rapidly they are taking the places of men; and, in our great factories, where formerly stood long lines of men at the lathes, now are seen only rows of whirring automatons, with here and there a stray attendant. The day of the manless factory seems to be near. In America, we have learned that labor-saving machinery, while it may work temporary hardship for a time, in the long run helps to raise the standard of living, and makes all men richer instead of poorer.

Socialists have found a new danger, more serious than the social revolution they once feared. The modern American machine, they say, performs its work so quickly and so accurately that the workman does not have to think. The machine becomes more expert; he, less so. The editor of a leading machinery journal says that there is a dearth of foremanship talent, because the automatons are doing the work the men once did. He calls attention to the fact that nearly all of the machine tool companies in this country were founded by men who began life at the bench, the anvil, or the lathe. He fears that the backbone of our industrial supremacy—the intelligence of our workmen,—is weakening. But it takes men to make and improve the tools.

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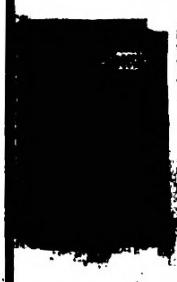
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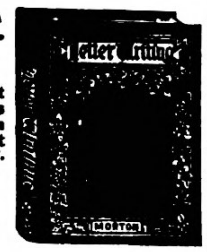
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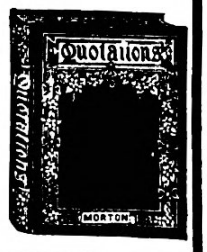


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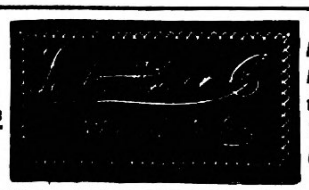
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American Rule is Giving Cuba New Life

[*Concluded from page 71*]

striking result of the campaign against dirt was apparent this past summer in the absolute freedom of the city from that dread scourge of former years, yellow fever.

But Cuba's advance may be illustrated from a still more vital view-point. When the Spanish yielded control, there was practically nothing left of its school system. In the palmiest days before the war, the investment in school property was between four hundred thousand and four hundred and fifty thousand dollars. To-day, two million five hundred thousand dollars are spent for schools, and the cause of education is making such headway that it will be only a short time before everyone in Cuba, or nearly everyone, will be able to read and write. Spanish is the language taught, although many of the schools provide a course in English. Indeed, if relations with the United States attain the growth hoped for, a knowledge of English will be a necessary adjunct to the progressive Cuban's education; for, as relations with the United States become more intimate, those with Spain will become more distant.

While the country has experienced the benefits I have outlined, it is now facing a grave financial crisis. Spain, largely as a matter of spite, has withdrawn from Cuba most of its trade. In former times, it took annually, on an average, forty thousand bales of tobacco. Of last year's crop, not a single bale went to Spain, which now buys most of its tobacco from Germany, Holland, and the United States. It pays a trifle more for it, but does not seem to care for that, so long as Cuba suffers. Meantime, trade with the United States, while it has made some advances, has not expanded to anything like the extent necessary to counteract the shrinkage elsewhere.

Germany and England formerly had considerable commerce with the island, but now most of the imports are from the United States. As no steamer will come to Cuba to carry away a cargo of sugar or tobacco, unless it can bring some kind of cargo into Cuba, there is not a free outlet for the natural products. Germany still carries on some trade with the country, selling bright trinkets, German silverware, and cutlery, and taking away tobacco; and some well-informed people think that, before long, Spain will resume trade with its former colony; but the great hope lies in the expansion of trade with the United States.

Aside from the direct result of making a brisk market and giving Cuba the proper outlet for its products, the reduction in tariff will have another beneficial effect. It will encourage the influx of capital. There are few, if any, manufacturing industries on the island to-day, and nearly all the first necessaries of life must be imported. This makes the cost of living in the cities very high. Indeed, Havana, in this respect, is one of the most expensive cities in the world. A house, the rent of which would be forty dollars, say, in Philadelphia, commands one hundred dollars in Havana. The cheapest board is ten dollars a week. Two or three families live in one house, and the middle classes live in what Americans would call shanties. Yet an individual who would earn fifty dollars per week in America cannot make more than thirty in Havana. Lack of manufacturing and similar enterprises is largely responsible for these conditions.

Increased exports and new capital would open up a wide field. A young man who can go, with a few thousand dollars, into the country districts of the island, and grow fruit and vegetables for the American winter markets, or tobacco or sugar, can double his money in a year. This has already been done, notwithstanding the tariff.

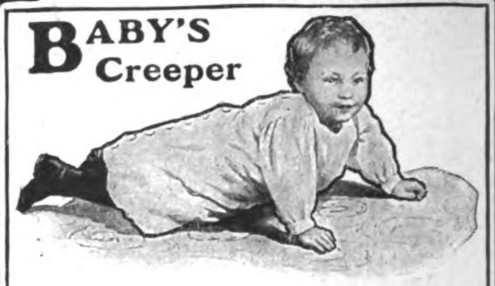
An American builder with capital and good references, who would erect modern dwellings and business places in the large Cuban cities, would make a fortune speedily. A golden harvest, too, awaits the capitalist who will establish factories. The manufacture of shoes offers an exceptionally good field. Building associations, and similar financial institutions for savings, are needed in Cuba.

It must be remembered that, while Cuba has made many advances, they may be compared with those which a youth would attain from babyhood. It has not reached its prime by many years; it is growing rapidly, and it needs much sustenance to insure its full growth.

When others overlook my faults, I am always more keen-sighted to them myself, and more anxious to become what they, in their kind partiality, believe me.—GROVER CLEVELAND.

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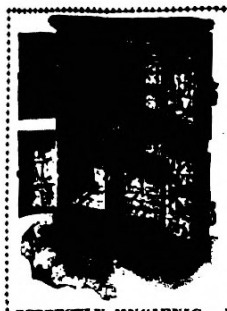
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WILLIAM PITNEY FLINT

COLLEGE students often make great mistakes in trying to economize in their food, especially those who board themselves, by eating those things which do not increase brain-power, nervous force, or physical energy. In fact, it is well known that the worst tragedies of college life come from the starved students who are trying to pay their way.

In fact, many of them take a certain pride in trying to see how little they can live on. There are hundreds of the most lamentable cases in this country of men who were extremely promising in college, but had so completely stunted their mental and physical growth by starving themselves when there that their careers have been dwarfed.

What a tragedy it is to think that, while in college, the very institution which exists in order to help a student to make himself more successful, he should find his powers dwarfed, simply from ignorance, overwork, under-feeding, and under-exercising.

Many students take pride in seeing how many hours a day they can devote to their books, and upon how small an amount they can go through college.

There are thousands of men in this country to-day who are cramped, whose careers have been dwarfed, in many cases to utter failure, because of starving themselves and disobeying other laws of health while in college. Nature will not be thus cheated. If you make a draft upon her bank, it will be honored, even though the drawer be bankrupted thereby.

Many a student has not only used up every particle of energy he generated while in college, but has absolutely wrecked the reserve power which it is the business of youth to build up, by attempting to live on the very verge of the safety line of nutriment, clothing, and exercise.

The majority of us learn, too late, that anything which will add to brain-power, to physical energy, to mental power, is the greatest economy, no matter what it costs. We should never deprive ourselves of nourishment, of exercise, or of anything which will add to our personal power. Many people go through college at great expense, and yet they afterwards starve their minds by lack of proper books, by not taking the proper periodicals or other reading matter.

We learn, many of us at great cost, that man does not live by bread alone, but that it takes a very large bill of fare to satisfy all the requirements of a human being, if he would reach large and wide culture.

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SARAH E. GRAVES

"I mark no hours but sunny ones"

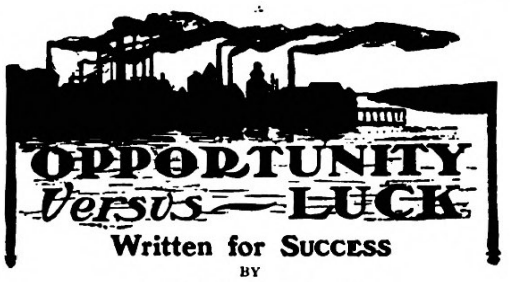
OH, toiling one, it is the dawn
Comes crimson, gold, and amethyst,
And silver cloud and purple mist
Across the deeps of blue are drawn.
The shadow-haunted night is gone,
For sweet Aurora's lips have kissed
The eyelids of the waking morn,
And all the darkness is dismissed.

Sunrise is on the hills; and now
The world is full of golden light,
The flowers in field and wood are bright,
And birds sing on the apple bough.
When Labor whistles at his plow,
And naught but beauty greets the sight,
When gladness blooms on life and brow,
Then, joyous, mark Time's happy flight.

But, toiling one, the radiant day
May darken ere the noon be nigh;
Clouds may across the blue deeps fly,
Wild storm-winds sweep the blooms away,
And drive the song-bird from the spray;
Or rainy eve may give the lie
To the sweet promises that lay
At morn upon the earth and sky.

O soul, record not now the hour;
Wait thou,—the sun will shine again;
Life shall not always walk with pain,
Nor poverty be all thy dower.
Toil on for truth and right, nor cower
To evil and the mighty train;
Thy work shall win the victor's power,
And thou shalt reap the golden grain.

Whatever your occupation may be, and however crowded your hours with affairs, do not fail to secure at least a few minutes every day for the refreshment of your inner life with a bit of poetry.—CHARLES ELIOT NORTON.



Written for SUCCESS

BY

ALFRED E. ZAPP, S. B.

THERE are comparatively few young men who have the luck to be born of rich parents; but to every young man, rich or poor, will come sooner or later an opportunity to make of himself something more than an ordinary worker, and to secure a position and influence above the average. The secret of success in this direction hinges on the ability to recognize and seize the opportunity when it comes.

With many a young man this ability has been due to the good advice of parent, employer or friend. Yet it is usually a most difficult problem for parents, ministers, professional men and others to know just what to suggest to young men who come to them for advice. Much of the difficulty is removed, however, if one reflects that "he who helps another to help himself, helps him best." To put in a young man's way the chance to acquire a technical education along the line of his own tastes, is to give him the opportunity to secure a capital of skill, which will assure rapid advancement. The American School of Correspondence is in a position to offer to young men just such an opportunity. Through the generosity of the founders of the School and several prominent manufacturers, the Trustees are able to offer each year a few Free Scholarships in Engineering courses to deserving and energetic young men.

The scholarships for 1902 are now available and applications will be considered from among the readers of SUCCESS. To the young man who has lacked the time and money to fit himself to be a master in his trade, or the one who finds himself misplaced—a square peg in a round hole—this opportunity opens wide the door to advancement and success. Though he may live hundreds of miles from an educational centre, he nevertheless enjoys many of the advantages of the more fortunate but perhaps less deserving young man who is enrolled in one of the great resident technical schools. The superiority of the American School is largely due to the fact that it is situated so near to the famous technical schools of Boston. The school is thus enabled to engage exceptionally qualified instructors to supervise the work of its students. In fact, much of the instruction is in the immediate charge of regular teachers in these technical schools. The opportunity here presented should appeal to the ambition and enterprise of every discouraged young man who has found the avenues to success closed to him by reason of deficient education, for it gives him what he most desires—a chance for himself.

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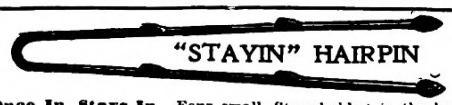
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These are admirable books for boys, by John Habberton. The scene of "SOME BOYS' DOINGS" is laid in a western pioneer settlement, and old folks, as well as young, will laugh heartily over the many adventures and escapades of the Prairieton boys. Inspiration and entertainment are skillfully blended in its pages.

No more helpful book for dull or for bright youths than "POOR BOYS' CHANCES" has been published in many years. After perusing the fascinating stories of the lives of twenty of the most eminent and successful Americans, including Washington, Franklin, Lincoln, Peter Cooper, Horace Mann, Grant, Garfield, Peabody, Girard, Hamilton, and Edison, he must be a poor-spirited lad, indeed, who is not inspired to carve out a place for himself in the world.

▲ ▲

SCHOOL, COLLEGE, AND CHARACTER, by Le Baron Russell Briggs. Cloth. Price, $1.00. HOUGHTON, MIFFLIN & CO., Boston.

By virtue of his position as professor of English and dean of Harvard University, Dr. Briggs speaks as one having authority. The five essays collected in this volume will appeal to parents, students, and educators.

▲ ▲

TOURING ALASKA AND THE YELLOWSTONE, by Charles M. Taylor, Jr. Handsomely bound and profusely illustrated. 388 pp. Price, $1.60. GEORGE W. JACOBS & CO., Philadelphia.

Valuable alike to the intending traveler and to the stay-at-home is this interesting volume. By the aid of a graphic pen, a graceful imagination, and a never-failing camera, Mr. Taylor brings the scenes through which he has passed the marvels of nature on which he has gazed,—cascades, immense glaciers, towering mountain summits, dangerous passes grand canons, volcanoes, lakes, rivers, and forests,—so vividly before the mind of the reader that he sees more, unless he is a very keen observer, than he would if he made the journey himself. The book abounds with practical information and gives valuable hints to those who contemplate making this trip.

▲ ▲

A BOY IN EARLY VIRGINIA, by Edward Robbins. Illustrated. Cloth, 285 pp. Price, $1.00. GEORGE W. JACOBS & CO., Philadelphia.

This is a story of the primitive settlement of Jamestown, of historical interest to old and young. The trials and hardships of the settlers; the adventures and triumphs of the two heroes,—the redoubtable Captain John Smith and his ward, the fifteen-year-old Walter Beverly,—and their final return to England are told in a way that should hold the attention and captivate the imagination of a boy.

▲ ▲

MAKING A LIFE, by Rev. Cortland Myers; handsomely bound in blue and gold. Price, $1.25. THE BAKER & TAYLOR CO., New York.

This is a helpful book for all classes of readers. An idea of the inspiring character of its contents may be gained from these headings under which the author treats his subject: "Life's Ideal," "Purpose," "Progress," "Mystery," "Influence," "Waste," "Law," "Pain," "Environment," "Memory," "Conscience," and "Destiny." The style is terse and vigorous, and the points made are emphasized with telling illustrations.

▲ ▲

PUSSY MEOW, by S. Louise Patteson. Illustrated. Cloth. Price, 60 cents. GEORGE W. JACOBS & CO., Philadelphia.

This true story of a cat is as much needed to arouse sympathy for the sufferings so needlessly, and often so thoughtlessly, inflicted on poor "Pussy" as were "Black Beauty" and "Beautiful Joe" to awaken the consciences of men and women to the rights and wrongs of horses and dogs. The author a lover of, and doer of kind deeds to animals, mingles with the story valuable suggestions for the comfort and care of domestic pets.

▲ ▲

OLE MARS' AN' OLE MISS, by Edmund K. Goldborough, M.D. Handsomely bound and illustrated. Price, $1.50. NATIONAL PUBLISHING CO., Washington, D. C.

This is an intensely interesting and amusing volume of negro stories, vividly portraying the character and habits of the "Eastern Sho' Darkey."

▲ ▲

TOMMY FOSTER'S ADVENTURES, by Fred. A. Ober. Cloth. Illustrated. Price, $1.00. THE HENRY ALTEMUS CO., Philadelphia.

Tommy Foster is a healthy, high-spirited American boy of fourteen whose adventures and escapades in New Mexico while living with the Pueblo Indians, will excite the liveliest interest in the minds of boy readers. As well as being entertaining the book contains much valuable information about the Indian tribes of the Southwest and the region in which they live.

▲ ▲

DEBORAH; A Tale of the Times of Judas Maccabæus, by J. M. Ludlow, D.D., L.H.D.; handsomely bound and illustrated. 406 pp. Price, $1.50.

Whether viewed as a work of fiction or as a careful study of the character of Judas Maccabæus, and the history of the Jewish people in the second century before Christ, "DEBORAH" must take high rank in the world of letters. It is interesting alike to the lover of fiction and the student of history.

▲ ▲

Books Received

From the press of GEORGE W. JACOBS & CO., Philadelphia:—

ROOK'S NEST; A novel, by Izola L. Forrester. Cloth. Illustrated. Price, $1.00.

MISS MARJORIE OF SILVERMEAD, by Evelyn Everett-Green. Cloth. 382 pp.

SPORT INDEED, by Thomas Martindale. Cloth. Illustrated. Price, $1.60.

OLD JED PROUTY; a Narrative of the Penobscot, by Richard Golden and Mary C. Francis. Cloth. 340 pp. Price, $1.50. THE G. W. DILLINGHAM CO., New York.

365 BREAKFAST DISHES, selected from the recipes of "Mrs. Lincoln," "Mrs. Lemcke," "Table Talk," "The Boston Cooking School Magazine," etc. Cloth. Price, 40 cents.

FOLLY IN FAIRYLAND, by Carolyn Wells; beautifully bound and illustrated. Price, $1.50.

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Prominent purchasing agents explain the system used in their own offices for purchase orders, quotations, stock records and general data.

Collecting
The work of all collectors, from the retailer to the manufacturer is covered fully.

Financial Concerns
Indexing signatures, depositors' names, safe deposit vaults, customers' accounts and other similar matters are taken up.

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No part of the detail work of an insurance or real estate office is neglected.

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A goodly portion of each issue will be devoted to simple and workable systems for handling the records and details of the various professions.

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Bookkeeping without books seems almost impossible until you have read this splendid group of articles.

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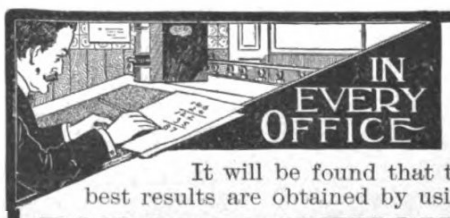


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Going Into Business For Yourself

IT is not because of greater opportunities to amass a fortune that we advise young men to go into business for themselves, but because such a course develops a man more. Have you never noticed how a clerk, or some one who has been working for years for others, improves and expands—how his powers unfold, *how he grows*,—when he goes into business for himself?

If, as is usually the case, he has little or no capital to begin with, a young man who starts on his own account is constantly being called upon to exercise his judgment, his executive ability, his power to forecast events. Every faculty is on the alert. Every resource is taxed to its utmost to bring about the best results.

As a rule, the young man who manages his own business is obliged to make every dollar do the greatest possible execution. As a soldier in battle, when reduced to his last few cartridges, must be doubly careful in his aim, must be sure to make every shot tell, so such a young man must make every dollar count.

When a man works for others, unless he is very remarkably constituted, only a part of his powers are brought into action. He is not obliged to study and think and plan how to keep his business going. When he leaves the office or store in the evening, his cares and responsibilities cease until he returns next day. The financing of the institution does not trouble him. His planning faculties are not called into action; he does not learn the art of seizing opportunities by being obliged to be on the watch for them; he does not develop originality or executive power; he does not grow.

Business is a great educator. It develops forethought and self-sufficiency. A young man cannot lean upon others when he is conducting his own business. There must be no more walking on crutches. He must stand upright, be self-sustaining, self-dependent, or sink back into his former subordinate position.

Continued employment in the service of others, in many instances, tends to cripple native capacity. Men and women do not reach their highest development under restraint. There must be freedom before one's life blossoms out into its greatest power and beauty. Freedom of action, freedom of thought, freedom of expression, are essential to the largest growth.

Some people, however, are natural dependents. They do not chafe under restraint. They feel lost if thrown upon their own resources. They have no self-reliance. They must lean upon others, must have others do their thinking and planning. They have not developed self-assertion, or individuality. Indeed, many of them have a talent for self-effacement. They shrink from responsibility, and crave the advice, direction, and protection of others.

What Credit Is Based On

MANY young men beginning a business career for themselves make the mistake of supposing that financial credit is based wholly upon property or capital. They do not understand that character and reliability, combined with aptitude for one's business and a disposition to work hard, are far more important assets to have in business, than millions of dollars without them. The young fellow who begins by sweeping out the store, and finally becomes a clerk, manager, or superintendent by his energy and reliability of character, does not usually find it difficult to secure credit to start in business for himself.

On the other hand, jobbing houses are not inclined to advance credit to the man who, though he may have inherited a fortune, has shown no capacity for business, and is of doubtful character. Young men who start in for themselves on a small scale are more energetic, work harder, are more alert, and quicker to appreciate the chances of the market, and are more polite and willing than those with a large capital.

The credit man in jobbing houses is very quick, as a rule, to see the success qualities in his prospective buyer, and seldom makes a mistake in his estimate of what credit it is safe to extend him.

The young man who starts out with the idea that his character is his capital, and that his whole manhood is pledged for every dollar of indebtedness, will usually succeed.

The worst injury any one of you can do to the cause of labor is to counsel violence. It will also be worse for yourself.—THEODORE ROOSEVELT.

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Every Faculty Should Have Full Play

ADAM S. DESMOND

MANY people start in life greatly handicapped. They do not fit into their surroundings, or else they have not taken into account their hereditary tendencies and the effect of their occupation upon some one of their constitutional weaknesses. They are in some way placed at great disadvantage in the race for success.

A youth, for instance, who has a naturally weak heart, engages in an occupation which necessitates severe muscular exertion, or great mental strain, and, of course, he fails.

Men who have a tendency to consumption enter occupations where the air is hot and close, and nearly always impure, or where they are exposed to a constantly wet or damp atmosphere, and are shut off from the light-giving sunlight. Such people should avoid, as much as possible, working in cellars.

Those who have a strong rheumatic tendency engage in business where they are exposed to the wet and damp, as in the army, or else they follow the occupation of a policeman, or postman, etc. People of very delicate physiques often expose themselves to great extremes of heat and cold; as, for instance, in marine engineering, or in manufacturing which requires exposure to a high temperature.

Statistics show that printers, shoemakers, tailors, chemists, druggists, railway employees, coachmen, etc., have high mortality, especially when they have inherited weaknesses which are aggravated by these occupations. It is said that the death rate from circulatory diseases is especially high among grocers and shoemakers of low vitality and weak heart-action.

A young man with a delicate, consumptive constitution, who studies medicine, takes a great risk, because of the irregular hours, the exposure and exhaustive duties of a physician. Clerkships are dangerous also for their tendencies to stooping and lack of exercise. The occupation of a printer, a cutler, a tile-maker, or a bargeman, is said to be especially dangerous for those who have a consumptive tendency.

Those who have weak digestions should avoid occupations where irregularity of meals is unavoidable, and where loss of sleep and coarse food are necessary, or cannot be avoided.

Young men with weak wills, who have very little self-control, should avoid occupations which involve great temptation, as in selling spirituous liquors or working in hotels, etc. Commercial travelers are especially open to very great temptations, as they have no homes, and stop here and there in places along their routes.

The clergy are the longest-lived persons, even longer than farmers. This is due largely to their healthy occupation, good food, and, as a rule, the absence of all the wearing and grinding and annoying things which whittle away a business man's life. Furthermore, high ideals and good moral living are conducive to longevity.

Dr. Ogle, a great English authority, says that the lowest mortality is not only experienced by the clergy, but also that this mortality is still tending to decrease. It is noticeable, however, he says, that the mortality of Catholic priests is very high; perhaps celibacy affects the proportion.

No parent would think of advising a son who has lost one arm to engage in an occupation which requires the use of two; he would think it ridiculous to advise him to work on a railroad or as a civil engineer. No one would think of advising a son who has lost one eye, or who has defective eyesight, to become an engraver or undertake any work which requires especially good eyes. But these same parents do not hesitate to recommend a son who has not the slightest idea of logical distinctions, or of legal accumen, to choose the profession of law, or to advise a weak and delicate son to take a clerkship behind a counter, or else to work at some occupation where he would be obliged to be out of the sunlight.

A barber told me, recently, that his ambition and taste pointed toward music, but that his father had taken from him his violin, which he had bought only after great self-denial. His father would not allow him to study or practice the art which haunted his dreams, and which spoke in every fiber of his being.

We are too apt to forget our actual dependence on Providence, for the circumstances of every instant. The most trivial events may determine our state in the world. Turning up one street instead of another may bring us into company with a person whom we should not otherwise have met; and this may lead to a train of other events, which may determine the happiness or misery of our lives.—REV. RICHARD CECIL.

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NEW YORK'S NEW MAYOR

[An interview with Henry Ward Beecher Howard, who was a schoolmate of Mr. Low]



Copyright by Rockwood, New York
SETH LOW

SETH LOW, the new mayor of the city of New York, is a striking example of a man who has succeeded in spite of the handicap of a wealthy father. The latter was A. A. Low, a prominent merchant, active in the trade with China and other countries of the East. He maintained a luxurious house in Brooklyn, and provided his son with every possible advantage. The thing which distinguished young Seth from a great many other boys of wealthy families was the fact that he improved his advantages.

Seth Low attended the Polytechnic Institute, Brooklyn, New York, for several years, and I remember him there very well. He usually stood at the head of his classes, though in no sense a "grind" or a "dig." He was just an all-round boy, successful in his studies because he applied himself to them with diligence, and equally successful with games. In football, baseball, and other sports, he showed the same zeal and spirit that he has since shown as president of Columbia University and in public office. He could skate as well as he could demonstrate a theorem in geometry. Latin translations were as smooth sailing for him as that which he enjoyed in his catboat on Long Island Sound, off the shores of his Connecticut home.

I retain a vivid mental picture of Low as commander of one of the battalions of the cadet corps in the school. He had, for a boy, a very soldierly bearing, and was an alert, precise, and particular captain. Every boy in his battalion absorbed the military spirit of his leader, with the result that Seth Low's command nearly always won in drilling competitions between the battalions.

When a youth, as now, Seth Low was remarkably well balanced, and had strong social qualities which made him extremely popular with his fellows. In these qualities, and in his habit of giving labor and ability to the utmost degree to whatever task he had in hand, his boyhood days foreshadowed his character as a man.

I, in some degree, lost sight of him when he went from the preparatory department of the Polytechnic Institute to Columbia College, but I know that his institute career was a duplicate, on a larger scale, of that at old "Polly." While relinquishing none of his wide sympathies, and retaining all his popularity, he took many scholastic prizes.

Mr. Low has never been a specialist in the present-day acceptation of the term; but when, after graduation from Columbia, he took a place in his father's office, he devoted himself specially to the study of the science of municipal and general government.

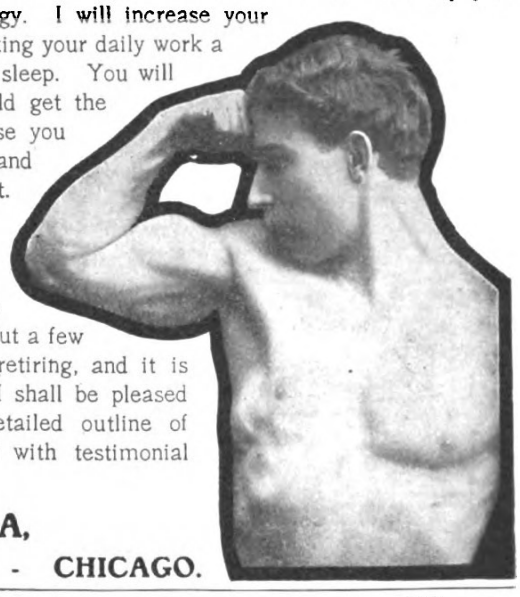
Mr. Low owes his success primarily, I think, to his poise and balance. He is strict and precise in business, and stern in duty, but is also one of the most approachable and genial of men. His scholastic attainments are unusual, yet nobody has a clearer grasp and understanding of the practical facts and conditions of everyday life. Though he devotes much of his time to study and to the reading of books, he is extremely fond of active out-of-door life.



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Mr. J. Logan Jones, Vice-Pres. and Secy. of Jones Dry Goods Co., of Kansas City, Mo., after years of gradual but certain decline physically and mentally, had a complete collapse. It was impossible for him to sleep without medicine and he went without natural sleep for the period of about ten months. He tried the best physicians to be had, traveled almost constantly, being unable to remain long in one place; took hunting trips in Colorado and a sea-coast trip to Northern Maine, with no appreciable results. He had been constipated for sixteen or seventeen years and had to take physic constantly, never having a natural action. The following is an extract from a recent letter to me: "A little over ten months ago I took my first exercise from you, and under the circumstances consider the transformation a positive miracle. Will say that I am getting to be quite a giant. I weigh more than I have ever weighed in my life, and my muscular development is something wonderful. I sleep soundly, my digestion is good, constipation a matter of ancient history, and do more work than I ever did in my life and enjoy it all the time." What could be more convincing, and do you wonder that he is enthusiastic? I could name hundreds of others who have received similar results but it would not make the system any better. But if you will follow my instructions for a few weeks I promise you such a superb muscular development and such a degree of vigorous health as to forever convince you that intelligent direction of muscular effort is just as essential to success in life as intelligent mental effort. No pupil of mine will need to digest his food with pepsin nor assist nature with a dose of physic. I will give you an appetite and a strong stomach to take care of it; a digestive system that will fill your veins with rich blood; a strong heart that will regulate circulation and improve assimilation; a pair of lungs that will purify your blood; a liver that will work as nature designed it should; a set of nerves that will keep you up to the standard of physical and mental energy. I will increase your nervous force and capacity for mental labor making your daily work a pleasure. You will sleep as a man ought to sleep. You will start the day as a mental worker must who would get the best of which his brain is capable. I can promise you all of this because it is common sense, rational and just as logical as that study improves the intellect.



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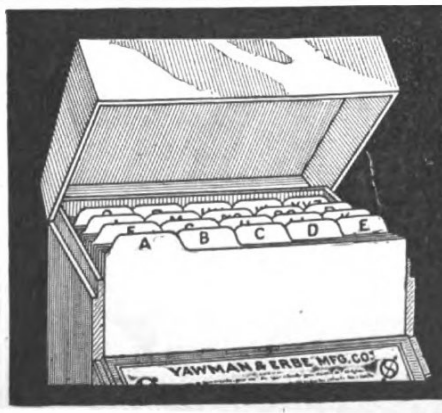
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A STEEL barge, built to carry grain on the Great Lakes, will hold seventy-two thousand bushels.

▲ ▲

HERR KRUPP, the German gun manufacturer, has a fortune of nearly fifty million dollars, and eighty thousand employees.

▲ ▲

ACCORDING to a census bulletin just issued, there are, in the United States, 26,110,788 persons of school age, or from five to twenty years old.

▲ ▲

PRESIDENT ROOSEVELT has refused to ride or drive horses whose tails and manes have been docked. He considers docking as cruelty.

▲ ▲

A NEW telephone company in Indianapolis, Indiana, has decided that the girls in its employ must learn elocution in order to avoid mistakes in pronunciation.

▲ ▲

PORTSMOUTH, New Hampshire, will have the largest paper mill in the world. It will be built by the White Mountain Paper Company, and will employ between three thousand and four thousand men.

▲ ▲

THE sale of American stoves in Germany has been unusually large of late. The best fuel for such stoves is anthracite, and, with the hope of finding a market for anthracite coal in Germany, a cargo of thirty-six hundred tons will be shipped to Stettin.

▲ ▲

THE only steel-wagon factory in the world is to be built at Pueblo, Colorado, before March 1. The general contract for building the big plant has been awarded to a New York firm. The new company is called the Steel Wheel and Wagon Company.

▲ ▲

THE use of American-made gas and gasoline engines as auxiliaries in sailing vessels has passed the experimental stage, and a San Francisco, California, firm has the honor of having equipped an entire fleet of foreign-owned vessels engaged in the South Sea Island trade.

▲ ▲

E. F. STEPHENS, a prominent horticulturist of Nebraska, has distributed free, to farmers of his state, forty-five thousand apple trees, on condition that they will be cultivated according to his directions. Mr. Stephens will receive one-half the yield for a certain number of years.

▲ ▲

DR. C. H. ROBERTS, a retired millionaire dentist of Poughkeepsie, New York, had this maxim, during the rearing of a family of several sons and daughters: "No one, be he rich or poor, has a right to consume more than he produces." Living up to that principle, he educated his children's hands as well as their heads, and, when they left school, he required each to learn a trade.

▲ ▲

MANUFACTURING jewelers in New England protest against the ratification of so much of the reciprocity treaty with France as necessitates a reduction of the protective tariff on jewelry. One hundred and twenty-five of these manufacturing concerns are within a radius of five miles of Attleboro, Massachusetts, and employ twenty-five thousand operatives. There are more than three hundred manufacturing jewelry concerns in New England.

▲ ▲

THE buildings of the Louisiana Purchase Exposition at St. Louis will be the largest ever built for exhibition purposes. One will cover thirty-three acres, and will be devoted to agriculture and allied industries. Seven other buildings will cover about seventeen acres each, and four others about nine acres apiece. The total space now planned for will amount to about one hundred and eighty-seven acres, and the estimated cost is seven million dollars.

▲ ▲

THE Baltimore and Ohio Railroad Company has awarded contracts for fifty-five thousand tons of steel rails, to be delivered this year. The United States Steel Corporation will furnish thirty thousand tons of rails, weighing eighty-five pounds to the yard; the Maryland Steel Company, eleven thousand tons of one-hundred-pound, and four thousand tons of eighty-five-pound rails; and the Cambria Steel Company, ten thousand tons of eighty-five-pound rails.

▲ ▲

AT the recent annual session of the council of New York University, Miss Helen Miller Gould was elected president of the Woman's Advisory Board to succeed Mrs. Henry Draper, who had been president for several years. Upon recommendation of Chancellor Henry M. McCracken, the council decided to celebrate, in October, 1905, the seventy-fifth anniversary of the founding of the university, in the University Building, Washington Square, New York City. One of the duties assigned to the committee on celebration is to confer with friends of the university in New York, with a view to obtaining two million dollars between now and the date of the celebration. The idea is to use one million dollars for grounds and buildings, and to add the other million dollars to the permanent endowment fund of the university.

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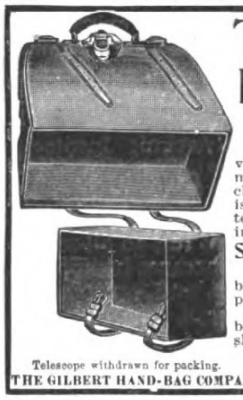
The gratitude of tourists who appreciate the acme of luxury in railroad travel is due in no small measure to this system. Their line of operation is the great highway that leads to and through the Southern States. Year by year they have adopted every improvement that could add in any way to the comfort of that army of visitors who make their Winter home in the vast territory covered by its network of lines.

An example of the superb trains operated by the company is the "Southern's Palm Limited," which runs between New York and St. Augustine every day, except Sunday, during the Winter months. This magnificent train, the most luxurious in the world, runs through solid from New York to St. Augustine, excepting one drawing-room sleeping-car, which is detached at Blackville, S. C., and runs to Augusta, for the accommodation of travellers to this popular resort, and Aiken, S. C. The train is composed of Pullman compartment cars, drawing-room sleeping-cars, library, observation and dining cars. Other fast daily limited trains are operated, carrying through Pullman drawing-room sleeping-cars to New York, Savannah, Jacksonville, Tampa, Charleston, Augusta, Asheville, Chattanooga, Nashville, Atlanta, Birmingham, Memphis, New Orleans, affording excellent service to Florida, Mexico, and the Pacific Coast. Dining-car service on all through trains. For further information call or address New York Offices, 271 and 1185 Broadway. Alex. S. Thweatt, E. P. A., 1185 Broadway, New York.

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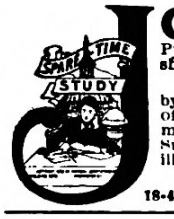


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The President's Right-Hand Man

WALDON FAWCETT



WILLIAM LOEB, JR.

THE position of assistant secretary to the president of the United States has always been unique, both in the qualifications essential for the successful administration of its duties and in the opportunities for development and advancement which it affords the occupant. That the foremost public men of the nation recognize the advantages offered by the post, particularly to young men, is evidenced by the strong desire of John Hay, the secretary of state, that his late son, Adelbert Hay, should serve in this capacity under the late William McKinley. Mr. Hay was assistant secretary to Abraham Lincoln, and he counted that experience among the most valuable of his career. It was natural that he should wish that a son in whom his hopes were centered should bear the same relations to a "war president." When Adelbert Hay returned from Pretoria, South Africa, where he had made a creditable record as consul, arrangements were made for him to be William McKinley's assistant secretary.

President Roosevelt is a man of energy and determination, with an inborn love for hard work. This, and his policy of selecting men on the basis of merit rather than of political influence, augurs well for the kind of man necessary to conduct his confidential business affairs. He must be a man with considerable of the Roosevelt make-up.

This man is William Loeb, Jr. He has made his own way in the world. He is thirty-five years old, and was born in Albany, New York. Reverses compelled him to become a breadwinner when only twelve years of age. After two years of hard, manual work, he eagerly seized an opportunity to resume his studies in the public schools, despite the fact that all of his young friends had advanced far beyond him. While in the Albany high school, he learned shorthand.

After leaving school, Mr. Loeb held several positions in business houses before he entered the law office of the late Eugene Burlingame, once the district attorney of Albany County. There he began the practice of general law reporting, and, under the tuition of Mr. Burlingame, became actively interested in practical politics, serving as a member of the county and city committees.

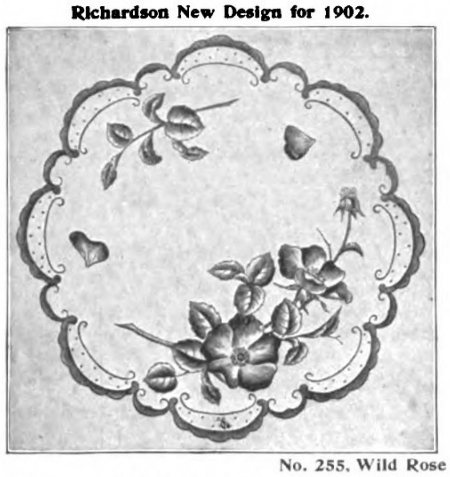
He first came into public notice in 1888, when, battling against great opposition, he succeeded in cleverly handling his political forces, and was elected stenographer of the lower house of the New York legislature. He was a member of the stenographic corps that reported the debates of the New York Constitutional Convention of 1894, of which Joseph H. Choate was the president, and Elihu Root the leader of the Republican majority. From 1895 until 1898, he was stenographer at Albany to the grand jury and district attorney, and held that position for one year, when he was appointed one of the stenographers in the executive chamber at Albany, Theodore Roosevelt being governor of New York.

Mr. Loeb was one among a number of stenographers, but he soon attracted the attention of Mr. Roosevelt by his industry as well as by his knowledge of public men and his ability to perform duties without waiting for specific instructions on every point. He demonstrated that he possessed what seemed to be an instinctive knowledge of the matters which the executive would want brought to his personal attention, and a thorough appreciation of their smallest details. He knew just what the governor wanted to know, and just what would be a waste of time to tell him about.

Mr. Loeb began his relations with Mr. Roosevelt as he had done with every other man whom he had served. He gained an intimate knowledge of his employer's interests, and the manner in which he wished his affairs conducted, so that he would be indispensable. The result was that, when Mr. Roosevelt was elected vice president, he found that he needed Mr. Loeb. The position of private secretary to the vice president of the United States was more than the young man had anticipated, but he had made himself indispensable, although without political influence.

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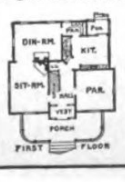
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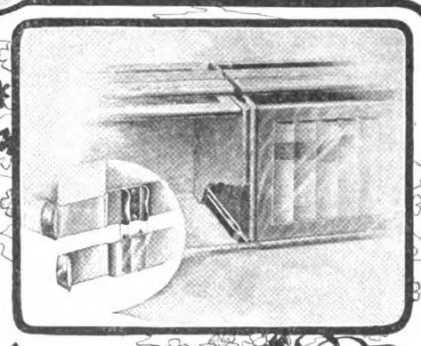
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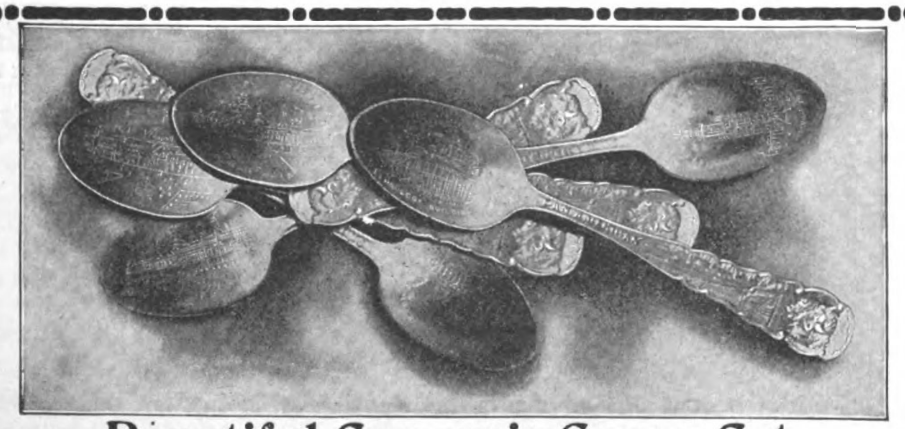
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THE CREDIT MAN'S STORY

FRANK H. SPEARMAN

[*Concluded from page 63*]

check,—an ominous check, a slow-down, a stop. We jumped to our feet and ran out on the platform to investigate. The conductor yelled, the brakeman ran forward, and the engineer's temper was manifested in the tooting of the locomotive whistle. But there we were at Thirty-ninth Street, with a crossing blocked ahead of us. The fireman eased his drafts. The conductor ran to the tower and the engineer pulled the whistle cord. It was all useless. We remained on that Thirty-ninth Street crossing for forty-three minutes, a mile from a telegraph office, a telephone, or any means of communication with the uptown station. When we did start, we ran grade crossings, slow signals, everything but red lights, like country tangents, and, at twenty minutes before three, we jumped from the car steps at the main station, sang good-bys to our loyal crew, and, while "Whispering" Smith distributed a roll of bills among them, I hurried to the dispatcher's office and asked for our special train. The dispatcher looked at me as if I was crazy.

"We've got no special train for anybody," he said, resentfully. "What do you mean?" I stood thunderstruck. I asked questions at random. No answering word of understanding could I get. No one about the office knew of any request for a special train. "Whispering" Smith ran in. I told him. A puzzled expression on his face gave way almost at once to a bright smile.

"What does it mean?" he echoed, in a ragged whisper. "It means your Uncle Jesse has beaten us slick and clean. That agent at Todd's Hill is a Hogue, my dear boy. Your dispatch has been held up, that's all," and "Whispering" Smith laughed: but it was a dangerous laugh. "So Uncle Jesse has set out to fight us, ha, ha!" He whirled to the chief dispatcher. "How soon can you get a special ready for us, for this run?"

"In about forty minutes after we get the order, which has to come from the general superintendent, you know."

"Is there nothing out before that? No through freights, extras,—nothing?"

"Not a wheel; line's spiked now tighter than a drum for the fast mail at three o'clock."

"Whispering" Smith started. "The fast mail?" He looked at the clock. It was ten minutes of three. "The fast mail? We'll go on that."

The dispatcher sneered. "I guess not!" he said.

"Whispering" Smith replied with fury: "You guess not, do you? Give me your general superintendent on the telephone as quick as you can! It'll pay you to work fast now, young man. We're going on that train and no other."

The dispatcher didn't like it. "The fast mail doesn't stop at Warrenville."

"Will you give me Ashley?" demanded "Whispering" Smith, angrily, naming the general superintendent. The dispatcher weakened. "Whispering" Smith was behind the counter and at the transmitter in two minutes.

"Is that you, Harry?" I heard him say, insinuatingly. "Sorry to get you up so early. Yes. This is 'Whispering' Smith. Yes. Well, I'm in a hurry to get to Warrenville, and I want a permit to ride on the fast mail. Can't? Oh, yes, you can. Must have it. I want to make Warrenville ahead of everybody on earth this morning. —Well, but this is an affair of Storm, Wordsworth and Company, and it means twenty thousand dollars to them, my boy. They're big shippers, and if they,—hardly. Well, I guess so. That isn't all. It's a personal matter now with me, old fellow, and you and I will have to take this up with the president if you don't favor me. I'm going on that train, Harry.—Here, you,—" he suddenly added, turning to the chief dispatcher. "Get your orders here, will you?" he snapped, holding the receiver for him. "By the way, Harry," he continued, turning to the transmitter, "you'll have to make that for two. Oh, yes, you can. All right. We'll ride in the cab. We'll ride on the cow-catcher, Harry, if that'll please you. There!"

The dispatcher cut into the talk. Ashley—I had never heard of him before, but "Whispering" Smith's acquaintance was wide,—gave the orders. At three minutes before three o'clock, grabbing the permit, we spurted down the train sheds for the engine of the fast mail. What breath I had left, when I climbed into the cab, wouldn't

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have flecked a hand-glass. We made new friends in the cab before we got away. It was well we did, for friendship ceased the moment we got out of the yards and the big locomotive gave tongue to the chase. It was different riding, that, from any I had ever done before. They called it a smooth track and easy swinging; said we would soon get used to it; but, in less than ten minutes, I was seasick and barely able to hang to the braces above the fireman's seat. I earnestly wished Dave Hogue and old Uncle Jesse and the judgment note and the whole of Razor County at the bottom of the sea. "Whispering" Smith, grim and wiry, sat coiled up behind the engineer, mute as a throttle valve, looking neither to the right nor to the left. One idea, only, had seized him after we reached Chicago,—to punish the audacity of the Razor County conspirators, by beating them at their own game.

As we flew beyond the network of tracks and towns that thicken around Chicago, and reached the long, level stretches of track that span the prairies, I gave up all hope, not only of seeing Warrenville, but also of life and friends. The utter darkness, the infernal roar of the engine, the pounding of the drivers, the glare of the furnace, and the terrific lurching of the cab benumbed my senses. Our speed was like the hiss and roar of a rocket, and we split the blind night with a steady sheet of flame and cinders and smoke; it was no longer running; it was an escape, an explosion, a flight, with calculation, caution and safety flung to the winds. Once we stopped at a lonely siding for water and to inventory our condition. Then we were off with the same infernal din and noise, mile after mile, mile after mile, until, blinded, hoarse, and deaf, I felt the locomotive slowing and perceived a streak of gray in the eastern sky that dimly silhouetted the lines of a town. When they told me that it was the town of Warrenville, I could hardly believe my senses, and, as I crawled out of the cab and we waved a farewell to the grinning fireman, I looked at my watch and it was nearly seven o'clock.

"There is n't a minute to lose now," declared "Whispering" Smith, grimy and alert, as we hurried up a street. It was an Illinois county seat town; with streets a sea of mud, a big block for the courthouse, and the square about it built up with country stores. "Whispering" Smith, true to his traditions, headed for the nearest livery stable and had two sleepy hostlers on the run before he had been inside the barn a minute. With utmost speed we got behind an unwilling team, to hunt for the clerk of the court. When "Whispering" Smith rapped at the door of his house, he looked carefully at the frost on the doorstep for footprints. The family was at breakfast; the clerk came to the door.

"I've a judgment to enter, Mr. Clerk," said "Whispering" Smith, briskly; "and I'm in a hurry, as you may see. Will you get your hat on and go right over with us?"

The clerk, fat and prosperous, laughed. "I reckon you're from Todd's Hill." My heart sunk to my boots.

"We are," answered "Whispering" Smith, promptly.

"I've been getting telephone messages all night to be on the outlook for you," he said, donning his hat, as we started to walk over to the courthouse together.

"Good enough," assented Gordon, cordially.

"Something Jesse Hogue wanted fixed, ain't it?"

"Sure," laughed "Whispering" Smith.

"But I understood it was a chattel mortgage."

"No." "Whispering" Smith's kindly benevolent tone would have won a heart of stone. "It's a judgment note first."

"Oh."

"Then the chattel mortgage will follow," explained Mr. Smith, as he cast a hurried look up and down street while the clerk unlocked the office door.

"Is there anything here on record yet against David Hogue?" I asked, quaveringly, as I passed the big note into the officer's hand.

"Not a thing on earth, yet."

I dropped, exhausted, into a chair.

"Clerk, is the judgment entered?" asked "Whispering" Smith, softly, when the record was made.

"You bet it is, and I'm glad to be able to oblige Uncle Jesse."

"Don't mention it," said "Whispering" Smith, modestly. "Issue an execution as quickly as you can."

There were hurried footsteps in the hall. I turned pale. The door opened, a strapping big man walked hastily in.



Moderato.



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"Are you the sheriff?" asked "Whispering" Smith, pleasantly. "That's right. Glad my man found you so quick. Here's an execution for you on David Hogue, of Todd's Hill, for nineteen thousand, three hundred and twelve dollars, but never mind the twelve dollars. The note's worth par now. An hour ago I was n't sure it was worth a cent. Mr. Briggs," he added, turning to me, "I congratulate you."

"Gordon," I replied, "congratulate me only on having you to help win out."

"When Uncle Jesse's man gets here, congratulate him upon his game ride," added Gordon Smith to the befuddled clerk. "His chattel mortgage will be good when Storm, Wordsworth and Company are paid. Gentlemen, you must be hungry. We'll go to breakfast."

An hour later, scrubbed and brushed, we stood on the porch of a little hotel.

"Look!" exclaimed "Whispering" Smith, pointing suddenly to the south, as he seized my arm. A horseman galloping furiously down the street loomed through the fog before our eyes. Rider and steed were covered from head to foot with mud; great white patches of foam flecked the sides of the straining horse, and steam rose from the two like a pillar of white smoke. Urging his beast to the limit, through the lake of mud, the man rode past us, his horse's hoofs throwing mud to the sidewalk. We watched him swing in toward the courthouse, throw his lines, painfully leave his saddle, and stagger up the steps.

"There's old Jesse's chattel mortgage," murmured "Whispering" Smith. "That fellow made a game ride. Mud *versus* steam. It's dramatic," he continued, as the messenger disappeared inside the courthouse. "It's dramatic; but no good."

Old Jesse Hogue recorded his chattel mortgage, but he paid our judgment ahead of it. Hill Brothers and the other creditors took four cents on the dollar. Bill Dunham was in Chicago, with a car of horses, a while ago. He always calls, but he says Uncle Jesse does n't quite understand yet how we actually did it.

When the Store is Empty and the Bills are Falling Due

WHEN customers do not come and the shelves are creaking under the weight of unsold goods, when clerks are standing around idle, while rents and heavy bills are falling due, a merchant's soul is tried, and temper and business capacity are tested to the utmost. Then we can see what kind of man he is, and of what mettle he is made. If he is cross and disagreeable and loses his temper over trifles which he would not ordinarily notice; if he finds fault with everybody and everything, and intimates by every act and word that he blames his employees for the hard times, we may know that he has not learned the supreme lesson of life,—self-control under fire.

It is easy to be pleasant and agreeable when the sun shines, when business is prosperous, and everything goes our way; but, when business is dull, when bills are maturing and nothing coming in to meet them, it takes courage and sterling character to be buoyant, to look cheerful, and to have a smile for everybody when difficulties, perhaps disaster and ruin, are staring one in the face. When everything you have in the business world seems slipping from you, and you are losing the financial and commercial standing it has taken you years to build up,—in spite of all your efforts to stem the tide,—it taxes your philosophy, and even your spiritual nature, to be serene and cheerful even in your home.

But it is in such an extremity as this that a business man should, if ever, be calm and collected. A cheerful face, a hopeful, confident air, and a determination to make the best possible out of the situation, have often tided a man over a crisis in his business when the least exhibition of moroseness, anxiety, or doubt would have precipitated the ruin he was so anxious to avert. Employees are quick to detect doubt, anxiety, or fear in their employer. If he is downhearted and discouraged, his mood will communicate itself to everyone who works for him. The customer, in turn, will be affected by the gloomy atmosphere of the store, and will go elsewhere. Thousands of concerns have gone down during panics or periods of business depression simply because the owners did not know how to control themselves or to conceal their doubts and fears in regard to the condition of their affairs. Discouragement is the great destroyer of ambition. It must be crushed and eliminated as if it were a plague.

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THE largest sugar plantation in the world has been surveyed in Cuba. It is fully equipped with modern American machinery. There is now over fifteen million dollars American capital invested in Cuban sugar.

* * *

CARRYING laundry machinery to Shanghai may sound like carrying coals to Newcastle, but a successful American steam laundry is now in operation in the Chinese city. One has also been established in Vladivostock, Russia.

* * *

THE contract for building the largest cantilever bridge in the world has been awarded by the Wabash Railroad Company. The new structure will span the Monongahela River, and permit the Wabash Railroad to enter Pittsburg, Pennsylvania.

* * *

A DOVER, New Hampshire, man has invented a cotton gin which is likely to supplant the Whitney roller gin now in general use. It is claimed for the new gin that there is little or no breaking or cutting of the fiber, which means from one to one and a half cents per pound more for the long-stapled varieties of cotton.

* * *

THE first cargo of trolley cars ever shipped from America to Portugal were recently consigned by a Philadelphia firm to the Lisbon Tramway Company. They were open cars of unusually large pattern, and were taken apart and boxed, to be fitted together at their destination by workmen from the factory where they were built.

* * *

THE award of the Nobel Science Prizes has just been announced, as follows: Physics, Professor Roentgen, of Munich; chemistry, Professor Vanthoff, of Berlin; medicine, Dr. Behring, of Marburg; and literature, M. Sully-Prudhomme, of Paris. The recipients will each receive two hundred and eight thousand francs, (about forty thousand dollars.)

* * *

UNABLE to fill the orders that it is receiving from all parts of the world, the New York Air-Brake Company has established a manufacturing plant in Russia, ten miles from Moscow. The site comprises forty acres. Five buildings, of brick and steel, are finished, each being two hundred feet long by one hundred feet wide. It is the intention of the company to fill all its European orders at this plant.

* * *

RECENT figures prove the almost sensational statement that there is a scarcity of locomotives in this country to meet the business demand. The condition as to cars has been bad enough, though freight-service cars did increase thirteen per cent. in the six years following 1894; but freight locomotives have increased barely eight per cent. It is not to be presumed that American railway enterprise will long be subjected to the present inadequate facilities.

* * *

FROM the Falls of the Convery, one of the sacred rivers of India, to Kolar, in Mysore, American electrical engineers have recently set up an American transmission plant against an invasion of elephants and white ants. The wooden poles were sunk into sockets seven feet high to prevent the ants from devouring them, and the wires were strung just beyond reach of the largest elephant standing on his hind legs and groping with his trunk.

* * *

THE success attending the use of compressed air in floating a big steel schooner wrecked on the shore of Lake Superior predicts a revolution in the wrecking business. The schooner is valued at two hundred thousand dollars, and the corporation owning it offered Captain James Reid forty per cent. of its net value to save the vessel, or nothing in the event of failure. For three days he kept air compressors at work forcing air into the compartments to drive out the water. After fifteen hundred tons of water had been forced out, the schooner floated clear of the reef, and was towed into deep water.

* * *

IT is reported that remarkable results have been accomplished in the use of wireless telegraphy by the United States Weather Bureau, details of which are withheld from the public at present. Other nations are also alive to probabilities, and several have installed systems of wireless telegraphy on war vessels: Thirty-six ships of the British navy are equipped with the Marconi apparatus, and ten or more are demonstrating the Jackson system. The Poppoff-Ducretet apparatus has been used on French ships. The German navy has adopted the Slaby-Arco system, said to be less expensive than that of Marconi. The Russian government has adopted the system of M. Poppoff, which has been successful in the development of the coherer, and satisfactory results have been obtained in field maneuvers. Spain is experimenting with a system invented by Colonel M. E. Cervera, an army officer; the Italian government is investigating the feasibility of substituting the Marconi system for cable service with its outlying islands; and Japan has ordered outfits for some of her men-of-war, and is experimenting with it in her army. The Swedish admiralty has contracted for four outfits of the Slaby-Arco system for shore stations, and for apparatus for several vessels. Chile, it is understood, has contracted for the equipment of its naval stations with the Marconi system. It is now said that Mr. Marconi has succeeded in tuning his receiving instruments so that they will respond only to tuned transmitters, thus securing privacy of messages, which has heretofore been impossible.

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What Musician Will Win Success?

JAN KUBELIK



JAN KUBELIK

SINCE I have been in America, many ambitious boys have been writing to me, asking me to advise them how to become great musicians. I do not wish to discourage them, but I will say, first of all, that in my opinion no boy who is destined to become a great musician really needs advice. He may become faint-hearted, and need encouragement, which probably most of the writers of advice-seeking letters do need. Encouragement is very easy to get, in a cheap way, from all our friends, who say:—

"But you are bound to succeed, you know!"

Now, you know very well you are not bound to succeed; and, if you are wise, while your heart is warmed by this belief in yourself, you will not be misled by it. In all probability you are not bound to succeed without hard work, of which your hopeful friends can know nothing.

Encouragement, then, I say, is very easy to get, but good advice is quite another matter. For this reason, I have replied to none of these letters by saying: "Work on, and success will come." That is mere encouragement, and may or may not be true, but it is not advice. As I have said, advice to one who is born with genius is not often profitably given, and is still less frequently followed by the genius.

Each nature must work out its own way, itself, and a great *impresario* cannot do this for another. There is just one way in which an *impresario*, or one who has studied with some success, can become a help to a beginner. I do not believe that I am qualified to do more than point out that way. I will try to do that, and thus, perhaps, help some ambitious student of music to avoid some of the mistakes which I see everywhere made.

For instance, a musician has only to go to a concert, no matter how well conducted or what famous men take part in it, to detect the results of numerous errors in the training of the performers on the platform. Many of these errors may be traced back to the youth of the men at the instruments, and could easily have been avoided, at one time. I can, perhaps, hint at one of these, as a warning. This may constitute that advice for which the many letters I have received ask.

Obviously, the most essential part of musical study is a teacher. Money and valuable time are saved by obtaining, before entering on a course of training, the advice of some qualified person, who is not a teacher, to assist one in his selection of a master. In my case, I had the valuable and sincere assistance of my father. Therefore, I speak absolutely of the experience of others who are not so fortunate. With the help of a good teacher, talent may be fully developed. A thorough instructor will keep one a long time learning the rudiments of the art,—scales, harmony, etc. To hear you play a piece soon after you learn to finger the correct notes is the ambition of your relatives, but this ability counts against you eventually. Stick to scales as long as you can. Some years ago, a violinist of great reputation was asked to examine the violin pupils of a great *conservatoire*.

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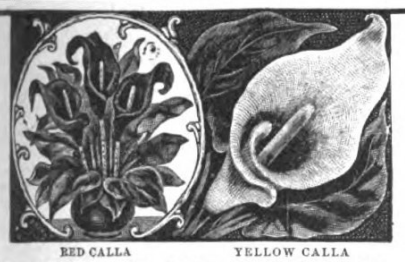
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I saw him after hours of patient listening, and he was perfectly horrified with his experience. Not one in ten could play a scale correctly, but all played difficult pieces.

I mention this that a beginner may see on what commonplace details his success will finally hang. No matter how full of fire or enthusiasm is his heart, no matter how wild with longing he is to express all the feeling for beauty that lives in his soul, no matter how deep his devotion to his art, he may not reach the people if he does not pay heed to special details.

That is why so many clever young men and women, filled with ambition, and possessing real talent, have made fatal mistakes. They believe that, because they are above the people about them in their feelings for beauty, their appreciations, their perceptions, and their understanding of the place of art in life and of life in art, they therefore are bound to succeed. Not at all! Some of the most exquisite mental musicians, with souls keyed to the invisible, and filled with harmonies, have been most miserable performers! Some of the least sensitive mortals, who grasp only certain phases of beauty, have been able to move mountains and men because they were faithful to the minor requirements inevitable to him who is to succeed. Therefore, the youth who dreams beautiful dreams, and feels certain that the ability so to dream means that success is designed for him by heaven itself, would better remember quickly that dreams, after all, are the heritage of ten where ability to master homely details is the talent of one.

But this talent for detail, about which we hear so much, is one of the few "talents" that may be acquired. I have no patience with one who fails because he has not this talent. He is like an actor who breaks down, not because he lacks dramatic instinct, but because he forgets his lines. I have heard boys say, not in America, as it happens, though I have no doubt they say it in this country as well:—

"But an artist cannot so bind himself down. It is against every instinct of temperament that makes him an artist."

Of such a one you very often hear his friends and his family say:—

"He certainly has the artistic temperament. He cannot settle down to anything."

A boy or girl, or especially a musician, whose temperament is so artistic that he cannot settle down to anything, will probably go to his grave with an artistic temperament and nothing more; for, if he have the true temperament of the artist, he will be able to adapt himself to anything,—even detail,—and will be able to settle down to carrying coal, if necessary, to enable him to reach his final goal. How much more easily, then, will he be able to bring himself to give attention to any of the details of preparation for the practice of the special art which he professes to love!

BE ALIVE

IF you expect to accomplish anything in the world, you must be alive,—very much alive,—alive all over. Some people seem half dormant. They impress you as partial possibilities,—as people who have discovered only a small part of the continent within themselves. Most of it remains undeveloped territory.

A man who does things is one who is alive to the very tips of his fingers. He is alert, always on the watch for opportunities. He does not give idleness time to dissipate him. He fights against that common malady known as a "tired-feeling," and conquers it.

Many a man is wondering why he does not succeed, while his desk, at which he sits, tells the story of his life, and shows the limitations of his capability. The scattered papers, the unfiled letters, the disorderly drawers, the dust in the pigeonholes, the layers of newspapers, of letters, of manuscripts, of pamphlets, of empty envelopes, of slips of paper, are all telltales.

If I were to hire a clerk, I would ask no better recommendation than would be afforded by the condition of his desk, or table, or room, or workbench, or counter, or books. We are all surrounded by telltales which are constantly proclaiming the stories of our lives, cover them up as we will. Our manner, our gait, our conversation, the glance of the eye, the carriage of the body, every garment we wear, our collars, neckties and cuffs, are all telling our life-stories to the world.

We wonder why we do not get on faster, but these tiny biographers often tell the secret of our poverty, our limitations, our inferior positions.

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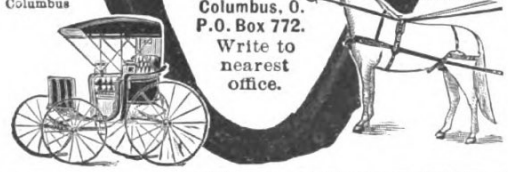
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Hints for Character-Building

"Not myself, but the truth that in life I have spoken;
Not myself, but the seed that in life I have sown,
Shall pass on to ages; all about me forgotten,
Save the truths I have spoken, the things I have done."

* * *

"WELL, you have a very good case in technical law, but a pretty bad one in equity and justice," said Abraham Lincoln, one day, to a would-be client, after he had listened patiently to a statement of his case. "You'll have to get some other fellow to win this case for you. I could n't do it. All the time, while standing talking to the jury, I'd be thinking, 'Lincoln, you're a liar,' and I believe I should forget myself and say it out loud."

* * *

ONE of the most common forms of lying, and the most destructive to right character-building, is trying to appear what we are not, to be accounted more learned, more virtuous, more noble, better in every sense than we are, without any effort to be what we would seem to be. This adds the vice of hypocrisy to the sin of lying, and effectually prevents growth in any direction, while it absolutely fails in its purpose, for no one is deceived by pretense except the pretender.

* * *

THE corner stone of character, that on which the whole edifice is to rest, must be truth. Be truthful in word and deed and act, faithful to your conception of right, and you can no more help building a noble character than the earth can help moving in its orbit. A boy who has the courage to tell the truth under all circumstances, even when it may appear to be to his own disadvantage, will never do a mean, unmanly, or dishonest thing. He will not stoop to do anything questionable, no matter what material gain it may promise.

* * *

IT would be an utter impossibility for a truthful person to be other than honest; for, if he were capable of stealing or being dishonest in his dealings with men, he would be false both in deed and word. A truthful man cannot, in the nature of things, be a slanderer, nor envious, for he will be honest with himself, and give merit, wherever it exists, its due. He will be true to what he conceives to be just and right, though his own interests suffer thereby. He will be a man to be depended upon in great crises, when the battle between Right and Might seems to be going to the strong.

* * *

TAKE any great man you will, in ancient or modern history, or in our own times, as your model, and you will find the love and practice of truth the salient feature of his character. Not to go outside of our own country, notice this list of men whose honesty of purpose, and truthfulness of word and deed and thought have made their names famous and endeared their memory to posterity: Washington, Franklin, Lincoln, Grant, Beecher, Brooks, Whittier, Phillips, Sumner, Garrison,—all the noble host whose lives and deeds shine in a steady glow from the background of humanity as the fixed stars shine in heaven. Truth was the lamp that guided their feet; it was the bulwark that strengthened them against every assault from the outside; it was the mistress to whom they had sworn allegiance, and to whom they were loyal unto death.

* * *

IT is a tendency of the day to make light of lying; the commercial spirit insists upon it as a necessity, and the half-truth, the ambiguous statement, which may be interpreted in various ways, and the downright lie, are regarded as a part of the working capital of a business man. "Mr. Dooley," in his "Dissertation on Lying," gives this ingenious list of the various forms of prevarication prevalent in every department of life: "Th' earnest youth in sarch iv a career in life 'll be taught lyin' individjally an' in classes, lyin' be ear an' be note, lyin' in th' home an' lyin' to th' public, lyin' autymatically, th' lie di-rect, th' lie injanyous, th' lie with th' hand, th' lie with th' eye, th' r-ready fake, th' bouncer, th' stiff, th' con, th' bunk, th' poetic lie, th' bizness lie, th' lie imaginative, th' brassy lie, th' timid lie, th' white lie, th' pathriotic or red-white-an'-blue lie, th' lovin' lie, th' over-th'-left, th' cross-me-heart, th' hope-to-die, histhry, political economy, and mathematics."

* * *

THE reporter who lied to the Chinese minister at Washington, Wu Ting-fang, about his salary, no doubt deluded himself with the thought—if he gave the matter a thought at all,—that it was a "white lie" that would hurt nobody. But let us see the sequel:—

On the first occasion, when he called to interview the minister, he was asked what salary he received. "One hundred and fifty dollars a week," glibly replied the youth. "It is too much. It is altogether too much," said the more candid than polite Wu Ting-fang. "You are not worth more than twenty-five dollars a week."

The Chinese minister, it is said, learned later, through other newspaper men, that the reporter had not spoken the truth, and that, instead of one hundred and fifty dollars a week, he received but sixty. Consequently, when he again presented himself at the Chinese legation for information for his paper, he was curtly dismissed by Wu Ting-fang with these words: "You lied to me about your salary. If you will lie about such a thing as that, you will lie about anything. I do not trust you. I have nothing to say to you. I want to revise my former estimate of your value. Instead of being worth twenty-five dollars a week, you are not worth anything, sir."

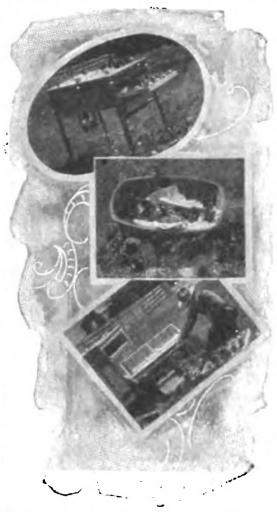
EACH SHOULD LIVE FOR SOMETHING

ROBERT WHITAKER

LIVE for something, have a purpose,
And that purpose keep in view;
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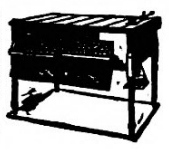
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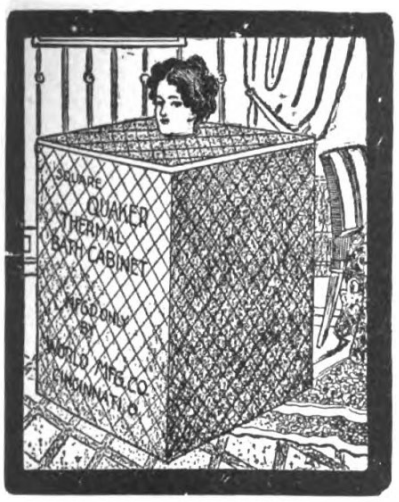
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Thousands of remarkable letters have been written the makers from users, some referring to various diseases. Will be interesting to those who suffer from them. W. L. Brown, Oxford, O., writes: "My father was down in bed for months with rheumatism; this Cabinet did him more good than $50 worth of drugs. It cured my brother of sleeplessness, of which he had long suffered, and his wife of lagrippe in one night." G. M. Lafferty, Covington, Ky., writes: "Was compelled to quit business a year ago, being prostrated with rheumatism and kidney troubles, when your Cabinet came. Two weeks use cured me; have never had a twinge since." Rev. Geo. H. Hudson of Mich., says: "I gave up my pastorate on account of nervous prostration and lung troubles; my editor so highly recommended your Cabinet, I tried it: I commenced growing better at once; am now well; nervousness gone; lungs strong; am a new man." Mr. Simon Tompkins, a retired capitalist of Columbus, O., says: "I am satisfied it saved my life. Was taken down with a hard cold which developed into a dangerous case of pneumonia. The first Bath relieved me, and I quickly recovered. It is far superior to drugs for relieving lagrippe, colds, inflammation and rheumatism." Hon. A. B. Strickland, of Bloomington, writes: that the Cabinet did him more good than two years' doctoring, relieved him of catarrh, gravel, kidney trouble and dropsy, with which he had long suffered.

Hundreds of Ministers

write, praising this Cabinet. Rev. Baker Smith, D. D., Fairmount, N. J., says: "Your Cabinet rids the body of aches and pains, and as "Cleanliness is next to Godliness" it merits high recommendation." Rev. J. C. Richardson, Roxbury, Mass., was greatly benefited by its use, and recommends it highly, as also does Hon. V. C. Hay, who writes: "Physicians gave me up to die, was persuaded by friends to try this Cabinet, and it cured me. Cannot praise it enough." U. S. Senator Hon. Chauncey M. Depew, Congressman John J. Lentz, John T. Brown, Editor "Christian Guide;" Rev. C. M. Keith, Editor "Holiness Advocate," as well as hundreds of clergymen, bankers, governors, physicians, and influential people recommend it highly.

Physicians are unanimous in claiming that colds, lagrippe, fevers, kidney troubles, Bright's disease, cancer; in fact such

Marvelous Eliminative Power

has this Cabinet that no disease can gain a foothold in your body if you take these hot Thermal Baths weekly. Scientific reasons are brought out in a very instructive little book issued by the makers.

To Benefit Blood and Skin Diseases

this Cabinet has marvelous power. Dr. Shepard, of Brooklyn, states that he has never failed to draw out the deadly poison of snake bites, hydrophobia, blood poison, etc., by this Vapor Bath, proving that it is the most wonderful blood purifier known. If people, instead of filling their system with more poisons by taking drugs and nostrums, would get into a Vapor Bath Cabinet and steam out these poisons, and assist Nature to act, they would have pure blood, and a skin as clear and smooth as the most fastidious could desire.

Another Important Feature

is the astonishing benefit in diseases of women and children. It removes the inflammation and congestion which causes much of the pain to which women are slaves. Heat is the greatest known relief and cure for these ailments, if rightly applied. Dr. Williams, one of New York's most celebrated physicians says: "The best remedy for the prevention and cure of all troubles peculiar to the female sex is Hot Air Baths. Your cabinet is truly a God-send to women." Thousands of children's lives have been saved, as it is invaluable for breaking up colds, fevers, croup, congestion, etc.

With the Cabinet if desired, is a

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O. C. Smith, Mt. Healthy, Ohio, says: "Since using this Cabinet my catarrh, asthma and hay fever, with which I have been afflicted since childhood, has not returned. Worth $1,000 to me. Have sold hundreds of these Cabinets. Everyone was delighted. My wife finds it excellent for her ills and our children."

[*From the New York World.*]

Whatever Will Hasten Profuse Perspiration

everyone knows is beneficial, but other methods of resorting to stimulants and poisonous drugs are dangerous to health. Nature's own method is provided by the convenient, safe and marvelous power of this Quaker Cabinet.

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After investigation, we can say this Quaker Cabinet, made by the Cincinnati firm, is the only practical article of its kind. Will last for years. Seems to satisfy and delight every user, and the

Makers Guarantee Results

They assert positively, and their statements are backed by thousands of letters from persons of influence, that this Cabinet will cure nervous troubles, debility, purify the blood, beautify the skin, and cure rheumatism—(they offer $50.00 reward for a case not relieved.) Cures the most obstinate cases of women's ailments, lagrippe, sleeplessness, neuralgia, malaria, headaches, gout, sciatica, eczema, scrofula, piles, dropsy, blood and skin diseases, liver and kidney troubles. Reduces obesity.

It Will Cure a Hard Cold

with one bath, and for breaking up symptoms of lagrippe, fevers, pneumonia, congestion, etc., it is invaluable—really a household necessity. Gives the most

Cleansing and Refreshing Bath Known

and even those enjoying the best of health should use it at least once or twice a week, for its great value lies in its marvelous power to draw out of the system impurities that cause disease, and it is truly proving a God-send to humanity.

How to Get One

All our readers who want to enjoy perfect health, prevent disease, or are afflicted, should have one of these remarkable Cabinets. Space prevents a detailed description, but it will bear out the most exacting demand for durability and curative properties.

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GOOD TEMPER IN MARRIED LIFE

ANGELA BEDFORD

WITHOUT good temper, you can neither enjoy a pleasing situation nor support an inconvenient one. Without good nature, there may be many valuable qualities, but they would be all gladly exchanged (if it were possible to make the transfer,) for that sweetness of disposition which compensates for a thousand defects. With this engaging quality, the mutual attentions which have been so often recommended will be so far from being impracticable that they will be, as it were, spontaneously given; or, if there be an occasional failure, the omission will be kindly interpreted. It will be attributed to want of thought, rather than to anything of a more reprehensible nature.

The improvement of our temper is a thing not so much out of our power as is commonly supposed. The general idea is that good temper is a certain gift of nature, like beauty, which a man cannot have unless he is born with it. It must be confessed that some seem formed, from their very birth, to be the delight of humankind in this respect, and that others seem to have brought into the world with them want of harmony of temper, which seems incapable of amelioration. Most people, however, are not found in these extremes. Their tempers are made up of a mixture of good and bad, and it is frequently seen that, while these were once in an equal proportion, in course of time one of these qualities predominates. The character of the person, in point of temper, is denominated accordingly: namely, from that quality which has the ascendency.

The predominance of condemnable tempers is not to be charged wholly to the circumstances that excite them, but in part to the failure to impose on ourselves that discipline which has a tendency to counteract the influence of things which tend to deprave the disposition. That the good in our minds may prevail is, unquestionably, a most desirable thing, and this excellent thing is attainable.

Endeavor to ascertain what is that particular defect of temper into which you are the most liable to fall, and make a point of setting a strong guard over yourself in that particular. Let this idea be kept ever present in your mind: "At some weak part of my nature all the miseries of life may enter." This will probably be found a hard service, but the necessity of the case obliges you to render it. You have the choice of but two things: you must be incessantly vigilant and self-denying here, or suffer every delight to be torn from you.

But I have another piece of advice to give, which is easier to practice, and by attending to it you may save yourself some of the severities to which the preceding admonition calls you. Avoid the occasions which excite any unruly temper to which you may be particularly liable. This is a piece of advice given to young people, just married, with respect to each other. Having ascertained each other's particular imperfection, you have likewise learned what things call it forth; that which provokes your partner must, as far as possible, be shunned.

Little things become objects deserving attention, and must not be passed over because they are little. Little things are felt to have great power, when they act upon a tender part. An insect could have blinded Samson when in his full strength. No small portion of the uneasiness that has embittered married life has arisen out of the insect occurrences which every day produces; and, contemptible as they are in themselves, they must be watched on account of the mischief of which they are capable.

There is no evil which petty occurrences more frequently generate than disputes, nor are there many things which it is more to the interest of a married pair to guard against. "The contentions of a wife," said Solomon, "are a continual dropping." Drop after drop wears a deeper impression than a thousand storms. What, therefore, is that unthinking woman about who indulges an argumentative spirit on every occasion; who will debate every point, and have the last word about straws? She is forcing her husband into a society to which, perhaps, he has had many objections, all of which, however, are at length overcome, by the refuge it affords him from the misery of incessant debate. It is not, perhaps, so much to the commission of the more alarming crimes, as to the frequency of frivolous disputes, that the alienation of married people from each other is to

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be generally ascribed. I may add that, in these irritating encounters, deeds of the worst kind have often had their beginning. Whatever, therefore, you forget, let me warn you to be careful to avoid the mischiefs of frivolous disputation.

After all your care, perhaps, some occasional effects of your respective weaknesses will occur. Yet a few irruptions of this sort will not throw you back in the cultivation of good nature, if you can learn to make due allowance for constitutional infirmities in each other. Attend, therefore, to this lesson. It will have its advantages in suppressing an unhappy temper in many instances. Where there is a readiness to make this wise and humane allowance, the heart will be no more alienated by a little sally of temper than by a fit of epilepsy. The paroxysm, in either case, will call forth the compassion of the spectator.

Be it remembered here, however, that we must not be called upon too frequently for this allowance, and that it will hardly ever be granted, unless the tenor of life be such as forbids a severe construction of an occasional failure. It is, indeed, the tenor of life that preserves or destroys affection. It is not a few brilliant expressions of love, in the midst of a vast heap of unkindness, that will make us enjoy the marriage union, nor is it a few deviations from the line of duty that will render it unpleasant, while the general course of life is expressive of native goodness and unquestionable affection. Make a point, therefore, of disciplining your temper, and be assured that, by so doing, the connection which you have formed will be more than tolerable,—it will be pleasing. The recollection of it at some period distant from its commencement will be grateful, notwithstanding there may some things occur to you, in this retrospect, which you will wish had been otherwise.

Let me entreat you to bestow all the pains on this endeavor which it may require. What equivalent can be found for good nature? Let the husband be sober and industrious; let the wife be chaste and frugal; by these virtues you may be preserved from some of the miseries which wait on profligacy and extravagance; but, while you escape these, what will your house be without good nature? It will not be a home. By a home, we understand a place in which the mind can settle,—where it is too much at ease to be inclined to rove; a refuge, to which we flee in the expectation of finding those calm pleasures, those soothing kindnesses, which are the emollients and sweeteners of life.

You Are Always as Young as You Feel

PEOPLE grow old by thinking themselves old. When they reach the age of forty, fifty, or sixty, they imagine that they look like others of the same age, and that they soon will be useless, unfit for work, and unable to perform their wonted duties. As surely as they think this, it will come true, for thought is creative. How many of us can say, with Job, "The thing which I greatly feared is come upon me."

The time will come when children will not be allowed to celebrate their birthdays; when they will know that, by thinking themselves young, they will remain young, and that they will cease to grow old when they cease to believe in old age. The body is built up of beliefs, and our convictions are stamped upon every fiber of our beings. What we believe, what we think, that we are; so people who remain young in spirit never grow old.

Not one of a hundred students, of whom the writer was one, under Oliver Wendell Holmes, at Harvard, ever thought of him as an old man, although he had then passed his eightieth birthday. His spirit was so young, and he was so buoyant, so fresh and full of life, that we always thought of him as one of ourselves. His vivacity and joyousness were contagious. You could not be in his presence five minutes without feeling brighter and better for it. The genial doctor never practiced medicine, yet he did more to relieve human suffering than many practicing physicians. His presence was a tonic; it was a perpetual delight to be near him.

We believe it perfectly possible for people to remain young in thought, and so in large measure retain the physical appearance of youth. Remember the promise of the Good Book: "His flesh shall be fresher than a child's; he shall return to the days of his youth."

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Bargain-Counter Literature

H. C. CHATFIELD-TAYLOR

THIS is the bargain-counter age in literature. It has its spring styles and its fall styles, and authors, publishers, and even the critics, are striving to be in the fashion. To get a place on the bargain counter a book must be a "seller:" one hundred thousand copies, one hundred thousand words to a copy, and one hundred thousand thrills. Perhaps, in most instances, that number of thrills would be no more an exaggeration of the truth than the number of copies advertised as sold. The bargain-counter reader wants his ninety-eight cents' worth. He must have the book which is selling best, and he must have full weight for his money; hence publishers are forced to stretch their consciences and authors their ideas to fit the demand of the bargain-counter trade.

I am absolutely serious in believing that, since books have been placed on a level with corsets and kitchen utensils, a distinct, and, I fear, lasting harm has been done to American literature. A man's best work must come from his heart. He must believe in what he writes and have faith in himself. He must have ideals and try to live up to them. Once, in Spain, there were two writers who were contemporaries. One was a popular writer. He wrote some fourteen hundred plays; his pieces filled the theaters nightly; he was a favorite of the king; he received decorations and pensions and was the idol and autocrat of everything literary in Spain. His name was Lope de Vega, and to-day he is known—when he is known at all,—as the man who was able to write over a thousand plays. His contemporary was a poor soldier who was captured by Algerian pirates, after the battle of Lepanto, and carried as a slave to Algiers. After many years of misery and suffering, a friar purchased his freedom and he returned to Spain, a beggar. He obtained a small government position as a taxgatherer, and was accused of theft and imprisoned. At length he was exonerated, and he spent the remainder of his life in a garret, where he wrote two or three plays and perhaps as many books. Among those few books was one called "Don Quixote." The man's name was Cervantes, and he died unknown by his countrymen. Which was the successful man,—Lope de Vega, or Cervantes? Answer that question, and you will have the answer as to whether popularity and success are synonymous.

The Schley Controversy

THE result of the Schley Court of Inquiry did not end the unfortunate affair, and the minority report of Admiral Dewey, favoring Rear Admiral Schley, has been taken as a complete vindication by a majority of the American people. The one conclusion, from which there is neither official nor public dissent, is that the accusation of cowardice against Mr. Schley is false. Admiral Dewey claimed that he is entitled to the credit for the glorious victory of the Santiago engagement. The public reception of the majority report, as reflected in the newspapers, is anything but favorable, it being safe to say that ninety per cent. of the press approves the Dewey verdict. That the people have taken this matter to heart cannot be overlooked, and it is clearly evident that Mr. Schley has ten thousand friends who believe he has been wronged to every one who believes otherwise. The censure of Lieutenant General Nelson A. Miles, for commending the minority report of Admiral Dewey, is based on a mere technicality, and cannot lessen the esteem in which the American people hold this gallant officer. Mr. Miles uttered only the truth. It is a sad commentary, when the men who have faced death a thousand times for the sake of the United States cannot give utterance to an opinion that affects a brother officer's honor, and that they must be rebuked by those who have never known the shock of martial conflict. It is the old controversy between soldiers and civilians again; the hopeless warfare of red tape, which the people alone can and will settle.

Not what I have, but what I do, is my kingdom.
CARLYLE.

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Habits That Make Men *and* Women Boomerang Targets

ELLA WHEELER WILCOX

[*Concluded from page 74*]

ing upon their shortcomings and errors? Then, rest assured, the boomerang of adverse criticism will strike you, by and by, and you will be grieved and wounded by the comments of people on your own conduct.

The habit of restless discontent and unhappiness is the worst boomerang of all. There is a discontent which is wholesome and creative of better things. But the discontent I refer to is that which causes a man or woman to be forever despising to-day, regretting yesterday, and longing for an imaginary to-morrow, when dreams will come true. For such a person, there is no to-morrow. There are men who, as boys, hated school life, and longed to get into business; yet, once in business, they complain of its hardships, and sigh for the lost days of boyhood, but work on, doggedly, in the hope of being able to retire in time, and enjoy life in travel and social relaxation and domestic contentment. They do not realize the truth that happiness must be practical all along the journey of life, or it can never be put into exercise later.

Unless we find something every day to be happy over, we shall never be able to fully enjoy any blessing which may come to us. Continual discontent shapes the mind for unhappiness, and no amount of good luck can twist it back into harmonious proportions.

The man who has never learned the lesson of contentment and happiness in some degree in his hard days will never find it in his easy ones. When he undertakes to enjoy travel, society, or home, he will find the old demon of unrest is with him,—his relentless boomerang.

This special order of boomerang more frequently strikes women than men. Women are more restless and discontented than men, as a rule. A man's discontent is more frequently constructive, a woman's destructive. I have known many women who made a constant outcry against the cares of housekeeping, and who, as soon as they abandoned these cares, mourned for the lost comforts of the home; women who craved travel, and hated its discomforts the moment they set forth; women who craved the mountains when at the seashore, and the seashore when on the mountains. What pitiful targets for their own boomerangs they will be in their old age! for what is more dreadful than old age which has not learned repose or calm, or the contentment of patience?

There is another boomerang—of disloyal thought,—which many people, both men and women, suffer from. They blame fate instead of their own minds, for their bruises. The disloyal friend, or the faithless lover, sets currents in action which must inevitably bring disaster in time. I do not mean the friend who outgrows the other, the lover who finds it impossible to continue loving. Those sad experiences sometimes occur with the most loyal! But I refer to those who repay trust with trickery, confidence with deceit, yet who cry out against cruel destiny when they are forced to suffer from the same qualities in others.

It is in the nature of human events that every mortal must pass through trials and sufferings of various kinds during a lifetime; no one is exempt. Sorrow is the soul's gymnasium.

But, whatever forms the main features of our earthly lives—success or failure, usefulness or uselessness, health or sickness, peace or discord, comfort or misery,—can be traced back to our own mental emanations, which have persistently gone forth to create conditions and bring back natural results.

It may hurt one's self-love to acknowledge this, but it is true.

Our thoughts are shaping unmade spheres,
And, like a blessing, or a curse,
They thunder down the formless years,
And sing throughout the universe.

Selfish Love Is Not Love

MUCH of what goes by the name of love is only selfishness. Until love extends beyond the narrow circle of relatives and friends; until it stretches beyond the shores of one's own land, it is not real love. The Christ-love is not that which nourishes and cares with greatest solicitude for one's own child, and yet turns a deaf ear to the cry of the hungry and forsaken one in the street. Pure love is in the act, and does not take note of the object.

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THE MASTERY OF OUR MOODS

ANGELA MORGAN

HOW MANY people realize the imperative necessity of maintaining, above all else, a uniformly cheerful frame of mind? We have talked for years of the value of hope and faith,—of the necessity for "keeping up a brave heart" despite appearances,—yet how many of us are actually masters of our minds?

Few of us comprehend the enormous responsibility that rests upon every human being in the matter of thought-control. Think to what a great extent we are all affected by the most trivial occurrences. It is the little things that disturb us.

A woman tears her dress, or loses a glove, and is at once thrown into a fit of impatience and ill humor that is of greater harm to her than would be the loss of a dozen gloves or the damaging of a dozen dresses.

A man can start the whole current of a day wrong by losing his temper over a misplaced collar button, expatiating on the lukewarm condition of the coffee, or puffing about in impotent rage as he just misses a downtown car.

Incongruous though it may seem, it is often just such trifles as these that set our minds in the wrong channel, and sweep us on toward that mental gulf of gloom known as "the blues."

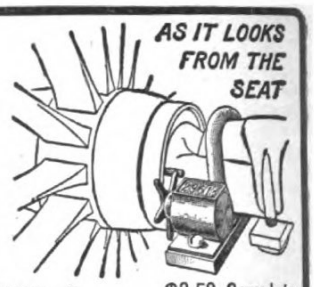
If you are a woman, sensitive and impressionable, some trifling annoyance may fret you, and cause you to feel out of sorts. Instead of cutting off at once from this undesirable current, you allow yourself to indulge a little in self-commiseration. Perhaps a friend calls and chats with you about her recent good fortune. She wants you to rejoice with her in her success. At any other time, you would have been glad in her gladness; but, in your present gloomy state of mind, her frank, impulsive words seem to take on the tones of boasting. To your distorted vision, she seems to be triumphing over you. The perfect lines of her new wrap, so faultless in its tailoring, are hateful in your sight. You smile and congratulate her, but in your heart her words rankle and burn. After she has gone, you abandon yourself to "the blues." A survey of your rooms convinces you that the furniture is unpardonably shabby; a glance through your wardrobe discloses glaring faults in the cut of even your latest gowns; your mirror tells you that you are looking jaded and worn. You feel suddenly hurt and ill-treated. You decide that fate is against you. As the day progresses, every little incident adds to your forlorn and hopeless view of life. A sight of your friends driving in their new trap accentuates the ill feeling you have against the fortunate in this world's goods. The recollection of how some one gained his wealth flares up vividly in your mind, and you smile bitterly. You decide that it is only the dishonest who can succeed in this world. By nighttime you have concluded that life is not worth living.

Many of us would receive a genuine shock of surprise were we to write a schedule of our moods and their accompanying causes. Try it sometime, and see if the revelation does not shame you!

On the other hand, there are the serious things,—the sorrows, the heavy trials of life,—how can we face these serenely?

Man, or woman, you must meet these. You are out of work. You have made effort after effort, and failed. You struggle against the onslaught of despair that attacks you anew after each repeated failure. It is so hard not to give up! Yes, but remember that it is at just such a time as this that you actually cannot afford to give up. Your thought-forces are your capital. You dare not waste them by drawing recklessly upon them in a mood of despondency. A hopeful, courageous state of mind is indispensable to you,—more important than money. You think money is what you want, but it is not. What you really want is perfect control of your thought-forces. That will bring money and every desirable thing. If you can so train your thought that each new rebuff only makes your determination stronger, you have gained a mighty force,—invisible, but none the less potent,—a magic quality, of greater value to you than millions. This force is something that cannot be gained for you: only by your own undaunted efforts can you acquire it. When you do possess it, you own something which neither loss nor disaster, misfortune nor accident, nor any other circumstance can ever take away from you. Not only that, but misfortune in your career will be reduced to a minimum.

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HINTS FOR SELF-IMPROVEMENT

ONE of the first essentials of success in home-study is continuity and perseverance. Spasmodic efforts are worse than useless, for they not merely fail in their object, but they weaken will power as well, and diminish instead of strengthen the force and grasp of the intellectual faculties.

* * *

"THE elect are whosoever will, and the non elect are whosoever won't," says Beecher. He who has mastered the alphabet may become an educated man if he so wills. If he does not so will, all the colleges in the world cannot make him one. "Mr. Dooley" has wisely said: "You may lead a boy to college, but you can't make him think."

* * *

"IT is interesting to notice how some minds seem almost to create themselves," says Washington Irving, "springing up under every disadvantage, and working their solitary but irresistible way through a thousand obstacles." It is such minds as these that cultivate the faculty of gathering to themselves every scrap of knowledge, of grasping every opportunity for study and improvement, within their reach."

* * *

BEFORE taking up any special line of study,—mathematics, for instance,—make up your mind, at the outset, that you will persevere until the subject is thoroughly mastered. Do not drop it because it proves so much more difficult than you thought it would be. Do not be discouraged because you have to spend so much more time in trying to solve your problem than you anticipated. Persevere and you will not only master a branch of knowledge that will prove invaluable to you in the affairs of life, but you will also have clarified and enlarged your mind and made it much better fitted to cope with other things.

* * *

BOYS and girls in the country may not have the facilities for self-improvement possessed by their brothers and sisters in the city. At first sight, this may seem to be to their disadvantage, but, in reality, it opens the doors more widely to the cultivating of individuality and the development of faculties which otherwise might never be brought into play. Being thrown on their own resources, they are obliged to be their own teachers, to arrange their own courses of study, to form reading and debating clubs among themselves, and to exercise and strengthen their reasoning powers by solving their own knotty problems, instead of having them solved for them.

* * *

WHAT limitless opportunities now present themselves, during the long winter evenings, to earnest boys and girls who are desirous of making the most of themselves, for culture and self-improvement. Those who live in large cities, who are ambitious to study chemistry, art, science, language, literature, astronomy, physiology, mathematics,—or almost any other subject within the range of human knowledge,—have their choice of evening schools, where text-books, notebooks, pencils and tuition are furnished gratuitously. Efficient, conscientious, painstaking teachers devote themselves each evening of the school week to the work of helping pupils to perfect themselves in the studies they have undertaken.

* * *

DO YOU wish to make a study of languages? Then take one at a time. Provide yourself with a good dictionary and grammar, and some stories written by a master, devoting an hour or two every evening, according to the time at your disposal, to study. Keep this up faithfully for a single winter, and you will be surprised and encouraged at the progress made. "But how can I study without a teacher?" one asks. For the sake of acquiring a correct pronunciation, it would be better for one to have a teacher, if possible; but, if Elihu Burritt, the poor blacksmith boy, acquired a thorough knowledge of almost every known tongue without a teacher, surely bright young people can master one or two, at least. "Power is given to him who exerts power."

* * *

NOW THAT the United States has become a world power in the sense of having colonial dependencies, peopled by other than those of our own race, a knowledge of foreign languages will soon be regarded as a necessary part of the education of an American citizen, instead of an accomplishment, as heretofore. An ambitious youth who wishes not only to improve his mind, but also to enlarge his opportunities for success and usefulness, should lose no further time in mastering at least two languages besides his own. He should not arm himself with a dozen text-books, Spanish and German, French and Italian dictionaries and grammars, and start out with the idea that he will get a "working" knowledge of these languages in the leisure hours or evenings of a single winter. Many students make this mistake of undertaking too much, and then, discouraged because they make no progress, drop all in disgust.

* * *

One's Worth Is On His Face

THE time is coming when it will not be necessary to take your friends to your homes to exhibit your costly furnishings, works of art, tapestries, and rich carpets, or to show them your broad acres, your mines, or your houses.

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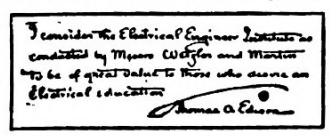
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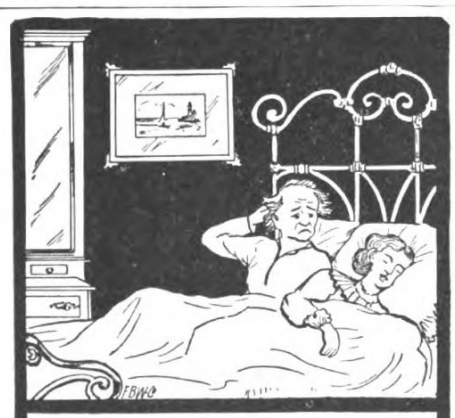
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GASTRONOMIC MORALITY

CHRISTINE TERHUNE HERRICK

LONG ago, Brillat-Savarin and his compeers sang in tuneful notes the art of gastronomy. Modern materialism, personified by dietetic reformers, has written reams on the science of gastronomy. But the great moralist who is to promulgate the ethics of gastronomy has not yet appeared. Many persons think that gastronomy, like necessity, knows no law. They believe that a bill of fare is but the programme of a fortuitous concourse of atoms, and that the result of their meeting, in the gastric processes of the consumer, is sure to be so agreeable that it should bring him to his knees in thankfulness to the gods for their favors. An average caterer has no sense of responsibility to anything beyond the palates of his patrons. A hostess who would not for a moment think of inviting to her house, at one time, two or three guests who are not on speaking terms, will, with no suspicion of guilt, assemble upon her *menu* a series of eatables so antagonistic that their first action in the stomach of the unfortunate diner will be to engage in a pitched contest,—a conflict working woe to the helpless possessor of the battle ground.

Anyone who has the faintest perception of the ethics of gastronomy must be moved, by the contemplation of an average dinner, to an anguish of soul only to be compared with the tortures of body which should, in justice, be the portion of the man who cheerfully partakes of all its courses. That every regular diner-out does not suffer internal torments all the time is due either to an overmerciful Providence or to a digestion that would put that of an ostrich to shame.

An ordinary formal dinner or banquet usually begins with soup hot with pepper or curry, which creates a false appetite, and encourages a man to eat more than he needs or ought to want. After that may follow some other highly seasoned appetizer to provoke thirst, and stimulate the stomach to a pitch where it says: "Come along, and let me see what you are going to show me next."

The next thing on the *menu* is the mild and self-obliterating oyster, which comes so near to digesting itself as to give the stomach practically nothing to do. But man, as if unwilling to accept the self-sacrifice, offsets the merits of the harmless guest by forcing upon it the companionship of horse-radish, cayenne pepper, Tobasco sauce, and other fiery condiments, which still further irritate the stomach. The fish which follows would be harmless, perhaps, were it not for its sauce, cleverly prepared to tempt the palate.

Now is the time for the *entrée* to make its appearance,—the *entrée*, usually a triumph of indigestibility, good to the taste in proportion as it is bad for the stomach! If the diner-out is in luck, there are two *entrées*, and these may check his appetite to an extent which will hinder his partaking freely of the *filet*,—the least harmful dish on the *menu*. His hunger cannot be permitted to be satisfied at this stage of the proceedings. Hence comes the sorbet. This puts a peremptory stop to the process of digestion, and, by chilling the mouth and throat as well as the stomach, braces the eater for the game and the salad, which follow. Then appears a heavy confection, to induce fermentation in the stomach, and another ice to check this and all other action. As a finish, the diner drinks a cup of black coffee,—for "there is nothing like coffee to settle a dinner,"—dallies with cheese and celery, and may wind up with hearty nuts, or something else good enough in its place, but worse than useless at the close of such a dinner.

It would be sweet to a woman could she at this juncture assume an attitude of impeccability, and say: "It takes a man to play fast and loose with his stomach." But alack! it takes a woman to do the same thing, and a ladies' luncheon, barring, perhaps, the wine, is the scene of as many gastronomic iniquities as any banquet for men only.

Far be it from a mere woman to make even a feeble suggestion of reform in connection with these great events. It is only a fool who would lift her thoughts so high. But in the interests of the race there may be advanced a plea for the consideration of gastronomic morals on behalf of those to whom one caters in private. There is no reason why even a humble housewife may not avoid such obvious crimes as a combination of crabs with cucumbers, and a dessert with whipped cream following close after them. She need not of necessity serve tea with lobsters, thereby insur-

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ing for the latter a hardening of the fibers in tannic acid to a condition that makes it tougher to digest than nature ever intended that it should be. A good caterer can readily plan not to have two indigestible dishes on the same biii of fare, so that the gastric powers may have at least a fighting chance, and she may abstain from serving an ice at the close of a meal of anarchistic tendencies, when the stomach needs encouragement to do its duty, instead of a frost that will blight its ambition.

All highly seasoned dishes are not directly indigestible, and the fact that they sometimes give no trouble to the eater is cited in support of their merits. But the condiments they contain have, upon the overtaxed stomach, the effect of spurs upon a jaded horse. They quicken his speed, but it is at the expense of his staying powers. He makes a spurt, and possibly wins, but he is more than likely to be broken down before his time. That food does not at once disagree with one, in the crass sense of the word, does not mean that it has done no harm. The stomach may have had sufficient strength to respond to the demand upon it, but there has been too heavy a draft made on its reserve,—a draft that means a future deficit. Many a fine digestion has been wrecked by youthful imprudence, and a man who, as a child, could eat anything, is likely, at thirty, to be able to eat nothing without discomfort.

It is because the gods are just, and, of our pleasant vices, make instruments to plague us, that a certain amount of gastric morality is desirable. We are not so far advanced in ethics as to have gone beyond the power of righteousness of a system of rewards and punishments. Probably it is the original sin born in us that makes us take more enjoyment in a Welsh rarebit at midnight, when the chances are that it will disturb our internal economy, than we could possibly feel at midday, when vigorous exercise might work off its effects. The fear of judgment to come will often make a man turn his back upon cakes and ale when no considerations of abstract virtue would move him.

Perhaps it is asking too much of poor humanity to be noble for the sake of those who will not take care of themselves. There is one man, a type of a class, who is always made very ill by soft-shell crabs. Yet every year, when they first appear in the market, he joyously immolates his digestion upon the altar of his appetite. He has one glorious debauch of soft-shell crabs, and then goes to bed for a week. He says it is worth it!

Of a slightly different stamp was the little French woman who so adored green almonds that she always ate them, even though she knew that tortures inevitably followed her first indulgence of the season. These pangs she cheerfully endured, knowing that she was inuring her stomach to the delicacy; and, when that point was reached, she could eat her beloved *amandes vertes* with impunity. To her, too, the game seemed worth the price of the candle.

Of course, one's stomach is his own, and, in a way, he has a right to do as he pleases with it. One cannot, as yet, legislate against gastronomic criminals. As in all other reforms, the wisest plan is to begin with those of the rising generation and endeavor to bring them up in the way they should go. The prophets of the new dietetic dispensation frequently render their faith unlovely by making wholesome food so unattractive that no one with a palate could eat it without pain.

There is no necessity for this. Food may be well cooked, appetizing, and yet digestible. One dish alone, even though rich and highly seasoned, seldom works woe. It is the combination of incompatible dishes that proves fatal. An agnostic dinner—one which has no hereafter,—may confer as much pleasure upon a consumer as a meal which insures future retribution.

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ONE OF LINCOLN'S PARDONS

F. R. GUERNSEY

EXECUTIVE MANSION,
WASHINGTON, D. C.,
December 17, 1863.

Major-General Hurlbut, Memphis, Tenn.

Dear Sir:—I understand that you have, under sentence of death, a tall old man by the name of Henry F. Luckett. I, personally, knew him, and did not think him a bad man. Please do not let him be executed, unless upon further order from me; and, in the meantime, send me a transcript of the record.—A. LINCOLN.

THIS telegram, now on file in the War Department at Washington, was Abraham Lincoln's response to an appeal made in behalf of a man under sentence of death with whom he had formerly been acquainted. Behind it lies a strange and unusual story, which shows how Mr. Lincoln's great heart went out spontaneously to all in distress.

Daniel W. Voorhees, during the Civil War, represented an Indiana district in Congress. Late on a December afternoon, in 1863, a page brought to Mr. Voorhees, in his seat in the house, the card of one of his constituents, Bullitt by name. Going to the door, he was greeted by Bullitt and the latter's wife. Both bore the marks of travel, and appeared to be in deep distress. Mr. Voorhees conducted them to a committee room, and the husband hastened to disclose the reason for their presence at the capitol. The wife's father was Rev. Henry F. Luckett, an aged Methodist minister, who at different times had held charges in most of the states of the Middle West. His small savings were so invested that the opening of the war had swept them away, and left him practically penniless. The old man's losses had weighed heavily upon him, and had produced in his mind a settled belief that he was to become a pauper and public charge.

His family, hoping that he would benefit by a change of scene, finally induced him to visit a niece who lived in Memphis. There his bitter and constant lamentations over his losses attracted the attention of the government detectives, anxious for advancement and not over-scrupulous as to how they secured it. These officials, learning that the old man's sympathies were with the South, told him that the Confederate forces stood in pressing need of quinine and percussion caps, that it was an easy matter to trade through the lines, [Memphis was then in the possession of the Federal troops.] and that, if he would undertake to supply these wants, he could speedily and safely repair his fortunes. The minister fell into the trap thus prepared for him. He was arrested with the contraband articles in his possession, tried by a military court, and condemned to death.

"He is to be shot day after to-morrow," said Mr. Bullitt. "Can you not help us to save him? I am sure you will, if it is in your power."

Mr. Voorhees, deeply moved by his visitor's distress, but knowing that an appeal to Secretary Stanton would be without avail, resolved upon the instant to carry the matter straight to Mr. Lincoln. Before the day was ended, he sought out Henry S. Lane and Thomas A. Hendricks, who then represented Indiana in the senate, and secured promises of their aid in the minister's behalf. A similar promise was obtained from William R. Morrison, a member of the house from Illinois and well acquainted with the President. The four drove next morning to the White House, accompanied by Mr. and Mrs. Bullitt, and were soon in Mr. Lincoln's presence. Senator Hendricks, acting as their spokesman, introduced Mrs. Bullitt as the daughter of Rev. Henry F. Luckett.

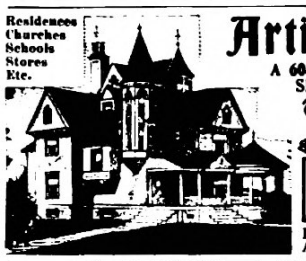
"You will, perhaps, remember him," added the senator; "he once preached in Springfield."

"Yes," answered the President, "I remember him well. A farmer came to my office, one day, and, taking me for Elder Luckett, said: 'You must come out and preach again next Sunday. Your last sermon did great good, and was thought the best we ever heard.' I rather liked being mistaken for a Methodist preacher, and did not break the delusion. Oh, yes, I remember him well, and have often heard him preach. There was some resemblance between us. He is tall and dark, like me, and I have been mistaken for him on the street."

"We bring you terrible news, to-day, from that man," said Senator Hendricks; "he is to be shot."

"To be shot?" queried the President, while a look of surprise and interest stole into his rugged face.





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"Yes. His daughter brings you a statement of the case."

Mr. Voorhees had written out a brief record of the facts; and this, with a few affidavits from people who knew the condemned man and were familiar with his condition, was handed to the President, who, settling back in his chair, proceeded to read the papers aloud, but to himself. For a time he seemed lost to his surroundings. Then he looked up, and his eyes rested for a moment on the white-faced woman before him. Soon he said:—

"There must be something wrong with your father, or he would not be in this trouble. He shall not be shot. I do not know what more I can do for him, but his life is safe. I will telegraph Hurlbut at once,"—and he proceeded to write the message which heads this paper. "I reckon that will do," he added, after he had read it aloud. A secretary appeared in response to a bell. "Take this message," said the President, "and send it quickly. Remain at the office till it gets through. See that it is answered, and that I am informed.".

Thus was this duty made obligatory upon the secretary, and the executive mind was at rest, but not that of the anxious daughter, who voiced the fear that some mistake might intervene to thwart the President's command.

"My child," said Lincoln, with a low laugh, "if your father lives to see that sentence executed, Methusaleh will be an infant compared with him."

RELY UPON YOUR GRIT

ERNEST NEAL LYON

HO, COMRADE! we gallop together,
We buffet the ice-needled air;
Our veins are a-crinkle this weather,
Our heels to the Goblin of Care!

What matters the weight we may carry!
Who reckons the Gaffer's grimace?
On, ever! My lad, never tarry!
Rely upon Grit for the race.

No gayly-caparisoned Favor,
No Genius of sunshiny grace,—
For stony hills, Grit is the staver,
Be sure he will hang to his place!

No Pegasus pinions are needed;
We follow no fanciful face.
The winners in life have succeeded
By riding old Grit to the chase.

A stirrup for Fortune's betiding!
God send we may win her to-day!
If not,—we've the rapture of riding.
The bugles are calling. Away!

Spend Upward

HOW MANY people ever learn to spend upward? Most of us spend downward, in the line of the lower tastes instead of the higher. It is a great art for those who have money, the art of knowing how to put it into that which will lead to mental expansion and the development of higher life.

Every dollar which is spent for the lower, when the higher is possible,—for that which appeals to the brute instead of the man, is worse than wasted, for it tends to drag our ideals down.

The man who gets the most out of life is the one who is always looking up, who is determined that everything he does, every investment he makes, shall leave him a little higher up, a little further on. To learn, therefore, how to spend for the higher faculties instead of the lower, so that the manly qualities, rather than the animal, may be developed, is a problem that confronts us.

"Gone to Seed"

WE see inefficient persons all along life's pathway who started out with a good education, and great promise, but they have gradually "gone to seed." Their early ambition oozed out, their ideals gradually dropped to lower standards. Many of them did not have enough determination to stick to their tasks until they succeeded. They finally subsided and became, in a sense, satisfied to fall to the rear. There is no more lamentable sight than that of a side-tracked man or woman who has lost his or her grip on life. Lost health, lost fortune, almost anything, may be evercome if one does not lose courage and ambition; but, when these are gone, there is no hope. When the struggle is given up, and a man voluntarily subsides into a semi-satisfied state, there is practically no chance of getting him started again.



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[*Author of "The Reign of Law"*]

I CANNOT tell you to what I attribute my success, for several reasons. In the first place, I do not think I have succeeded. I have only made a beginning in what I wish to attain. In the second place, in so far as I have succeeded, the success is due to various causes, some of which I may not myself understand, while the comparative value of others it would be impossible to state. In the third place, no general formula of success can be framed. The method by which one man succeeds would, if adopted by another, lead him straight to ruin, so that any discussion of my success, whether little or great, can possess no authority as a rule for others.

It is not as easy for a writer to tell how he succeeded as it is for a business man. In finance, for example, a man may think that he has succeeded when he has made a million dollars, or five million, or twenty-five million. In this case there was a definite aim, a definite attainment, and a definite measure of success. In the profession of law, a young man may look forward to a judgeship in the supreme court as the goal of his professional success. If he wins it, then, by his own calculations, he has succeeded. Illustrations could easily be multiplied when you are talking of success outside of art. As soon as you raise the question whether or not a painter, a sculptor, a musician, or a writer has succeeded, such an inquiry becomes indefinite and difficult or impossible to answer; because, to all such workers, there is no end to their work. No matter what they may have done, they do not stop there as at a goal definitely run toward and reached. In truth, to all such men, their goal retires from them as they advance toward it. Not until the cessation of their work, or until their death, should the question come up for settlement,—whether they failed or succeeded, and, if they succeeded, how great was their success. Furthermore, with a writer, life is always at the beginning. Each undertaking of his is a fresh problem to be solved, and the last problem may be the greatest. In other words, his success is cumulative, and the climax may be at the close of all his labor.

Business men, lawyers, doctors, preachers, after a few years, drop into a life of routine, and automatically solve the same problems to-day that they have solved before. Unparalleled cases sometimes come to the lawyer; unsolved financial problems, to the business man; and untried operations, to the surgeon; but they are the exceptions. As a rule, the doctor is curing the same character of diseases at sixty that he was treating when thirty. But, by reason of the fact that each piece of his work is absolutely fresh and new, it follows that the writer does not share the privilege of many professional men and do routine work. All of his experiences will never enable him to budge an inch, and he must be a fresh man every time he sets about a new piece of work.

How did I begin to write? I will give you the facts, and you can draw your own conclusion. The first story that I sent to "Harper's Magazine" was accepted. I have never wished to lay eyes upon it since. The first one that I sent to the "Century" was accepted. That is also now happily forgotten. After these, I wrote several stories, which I offered to one of these magazines. Every one of them was declined. Between the first two acceptances and the third acceptance there was an interval of about three years, during which time I wrote and wrote in vain.

Did not the failure to follow up my first success discourage me? Yes and no: it discouraged me, as it demonstrated that I was not yet able to write anything fit for print. It encouraged me,—well, some of us only begin fighting after we have been wounded, and perhaps I felt encouraged for the reason that, the more I was defeated, the more determined I was to succeed; and this determination brought into the conflict better fighting powers, more of the elements that are entitled to succeed.

All this time that I was writing and failing with stories, I was studying the magazines with a hope of understanding what kind of stories they wanted,—how long or short these should be, how expanded or condensed, in what style written, and handling what material. Of course, at a certain time, a certain kind of short story has a vogue, runs its course, and disappears. If the beginner wishes to enter the magazine field with a short story, unless he can furnish something entirely

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fresh and original, he will do well to study the magazines, and the kind of stories current at the time. The stories I failed with did not belong to any known species, and it is fortunate that it remained in my power to suppress my discovery. The reading public often seems ungrateful; it would be more grateful if it had any idea of what it sometimes escapes.

It is not true that editors of magazines only care for matter from well-known writers. If it were, how could new writers ever become known? Almost without exception, in this country, new writers of fiction have become known through our magazines. Editors are notoriously able to speak for themselves, but perhaps it is not trespassing upon their rights to say that all of them are, practically, calling aloud continually for new writers. What they perpetually want is a fresh hand, fresh, strong, wholesome work, a clean beginner, who can bring prestige to himself and to the magazine in which it is published. There has never before been a time when a new writer stood so good a chance of being instantly recognized and widely appreciated, when the reading class in the United States was so enormous, and when the machinery for distributing all literary matter was so complete.

If I had only one word of advice for a young man wishing to enter the profession of literature, what would it be? I think I should tell him to look to his own character, not to publishers or editors. No great book was ever written that was not sincere and fearless, and no such book was ever written without a sincere and fearless human being to write it. The question of success in literature is always a question of the character of the author. Thousands of people have enough mere intellect to succeed, but no man or woman succeeds in literature by intellect alone. An inseparable element of success in literature is always the ethical. One vital quality in an author is absolute fearlessness. No intellectual hypocrite or coward will ever succeed. One must have self-reliance, alacrity for hard work, grit, pluck, passion for attacking and overcoming obstacles, fortitude, power to bear anything and everything, to stand hard blows and continue straight on toward what he has determined to do,—to look his own situation squarely in the face. Nothing else so enables you to see the real relations of life and their consequences to you. It will also train you to look your own thoughts squarely in the face, and to treat them on their merits; if your thoughts are full of subterfuge and hypocrisy, and you cannot state them openly and fearlessly, they are doomed to failure, and it were best for you never to have attempted a writer's career.

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CLINTON SCOLLARD

WE are thy ceaseless worshipers, O thou
Changing and yet undying,—old yet young
As day's matutinal rapture, or the spring's
First thrill of bourgeoning! E'en when the earth
Loses its fair luxuriant livery,
Thou sett'st thy seal of glory on the robe
Of ermine that investitures the hills.
Nor time nor place can blur the unminted gold
Of the poised sun at noontide, nor the white
Sequestered purity of the midnight stars,
Nor the miraculous pageantries of eve;—
All thine, all thine, O spirit multiform!
If youth immortal be, lo, thou art one
With immortality and innocence!
So, kneeling at thy shrine, we can but draw
Through clear gradations closer unto God!

Don't Save Money *and* Starve *the* Mind

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We know men who started out as bright, cheerful boys, with broad, generous minds, who have become so wedded to money-making, so absorbed in their business, that they cannot find time for anything else. They never travel or visit their friends. They consider it foolish or extravagant to go to the opera or a good play; the daily paper limits the extent of their reading; recreation of any kind is relegated to a far-away future, and yet these men are surprised, when they retire from business late in life, to find that they have nothing to retire to, that they have destroyed the capacity for appreciating the things they thought they would enjoy.

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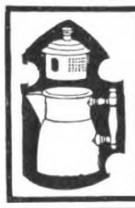
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TO YOUNG WOMEN WHO WANT TO SING IN OPERA

LILLI LEHMAN

[*Prima Donna, Maurice Grau Opera Company*]

I AM frequently asked, "If a girl should come to you for advice, before beginning to study for opera, what would you tell her?"

I am asked that question by apparently sane people who would laugh at me scornfully and justly, if I were to say to them: "Your plants,—they look very well indeed; all your varieties of ferns and palms and orchids and garden roses, and your trees and vegetables, look well. Tell me, what do you do to them to make them grow?"

They would tell me that one plant needs much sunshine, and another but a little; that one needs great care, and another needs to be let nearly alone; that one must be watered weekly, and another daily; that some varieties need cold weather, and others die because of it. Yet they say to me: "How do you make a talented girl successful?"

Every girl of talent has her own road to success. Therefore, I can never say what that road is for girls. But I can, perhaps, help them to find it. There are some things that all girls must have or must cultivate who wish to become great singers.

Suppose that a girl has great natural ability, and a good temperament,—an illusive word, but a necessary qualification,—there are four things she must have to insure success; namely, intelligence, diligence, memory, a good master.

In writing this, I am laying down no "rules for a career," as they are absurdities to consider. Such rules are impossible of application and are never asked for by a girl who intends to win success at any cost. These four suggestions are merely hints to the girl who has ability and boundless determination. She will understand that what I am now saying to her insures nothing whatever, but will simply help her not to make certain mistakes in her work,—mistakes that often take years from one's usefulness as a singer, and seriously, if not permanently, injure the voice.

I admit that the first qualification I have mentioned is difficult to recommend. It is embarrassing to say to any one, "Become intelligent;" but, to succeed in music, a girl must bring intelligence to her work. It is not sufficient that she be gifted and enthusiastic,—that mistake is too often made, and the result is bitter disappointment after years of misdirected effort.

What do I mean by intelligence? I mean power of discernment, of discrimination; I mean judgment, balance, poise, quick perception, and appreciation. I mean that temperament is not sufficient; that a girl must have brains as well: she must have intelligence.

Intelligence cannot be created in oneself, but one can cultivate it. One means of such cultivation is a broad general education. It is a great mistake for a girl to neglect her general education for the exclusive study of music. Besides the value to her of the discipline of varied study, she must understand that to know something of language, and science, and art,—of everything that broadens her outlook,—will be of the greatest value to her. The more of this intelligence she can bring to her study, the more she will gefrom it.

Diligence is necessarily of the utmost importance. This the girl student can not only cultivate, but she can actually acquire. The girl who is naturally impatient of detail can make herself sit at her work for four, six, or eight hours a day. At first, she will have to do this by sheer effort of will, but it must be accomplished, day after day. She must not permit herself to deviate from her routine by even an hour. System in her work is as necessary to her success as is her ability.

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The importance of having a good master should be understood by all beginners. Girls with admirable voices to whom (if they manage their lives properly,) success seems possible, I constantly find suffering, perhaps irremediably, from having bad masters, selected with the mistaken idea that, for the first year or two, any fairly good musician may be their teacher. Upon the training received in the first years may depend the whole quality of the voice, and mistakes may then be made which will be regretted and can never be remedied.

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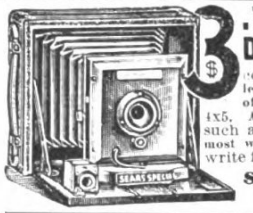
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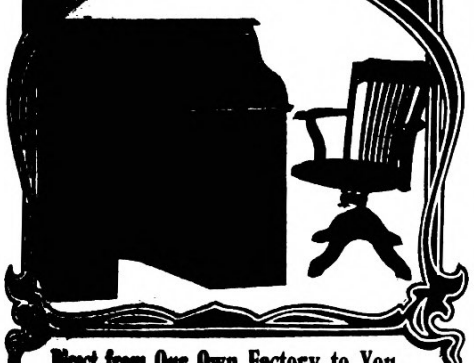
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TABLE OF CONTENTS
FEBRUARY, 1902

Submarine Boats Will Alter Naval Warfare — LEWIS NIXON — 59
The Credit Man's Story (Fiction) — FRANK H. SPEARMAN — 61
During One Week of Lincoln's Life, Presence of Mind and Courage Meant More than an Army — GALUSHA A. GROW — 64
The South Is Astir to Improve Her Schools — CHARLES D. McIVER — 66
Training for the Duties of Home Life — MARY A. LIVERMORE — 67
The House Where Lincoln Died (A Poem) — ROBERT MACKAY — 68
Machine Tools That Seem to Have Human Instinct — FRANK HIX FAYANT — 69
American Rule Is Giving Cuba New Life — EMILIO NUNEZ — 71
As a Man Thinketh So Is He (A Poem) — ESTELLE DUCLO — 71
A Cripple Whose Energy Gives Inspiration (A True Story) — THEODORE DREISER — 73
Habits That Make Men and Women Boomerang Targets — ELLA WHEELER WILCOX — 74
Business Versus the Larger Life — EDWIN MARKHAM — 75
The Making of an Orator; I. Indispensable Weapons — J. LINCOLN BROOKS — 78
Don't Make Your Mind a Garret — CYNTHIA WESTOVER ALDEN — 79
Success Junior — 80, 81, 82, 83
What Musician Will Win Success? — JAN KUBELIK — 104
Good Temper in Married Life — ANGELA BEDFORD — 108
Gastronomic Morality — CHRISTINE TERHUNE HERRICK — 114
With A Writer Life Is Always at the Beginning — JAMES LANE ALLEN — 118
To Girls Who Wish to Become Operatic Stars — LILLI LEHMAN — 120

Success for March, 1902
A FEW IMPORTANT FEATURES

The Life of Guglielmo Marconi: How the great inventor succeeded despite numerous drawbacks.

Some Open Secrets of Success, by RICHARD LE GALLIENNE, the famous poet, and author of "The Quest of the Golden Girl," is a remarkable essay, the first that Mr. Le Gallienne has written in several years. It points, with charm and cleverness, the open road to those whose way seems blocked by obstacles.

"The King Weds," by Robert Barr. A stirring historical romance of the time of King James the Fifth.

Major General Daniel E. Sickles, U. S. A., is the author of a true story,—the story of a poor boy whom he sent to the West Point Military Academy and who was graduated first in his class.

The Making of a West Point Cadet, by Captain W. C. Rivers, adjutant at the West Point Military Academy, is an article the keynote of which is the making of an officer and gentlemen. The best methods of imparting the practical realization of the essentials of discipline, the nature of the course and the extent and character of the academic studies are interestingly treated by the author.

How the Cadet is Made a Physical Man, by Lieutenant H. J. Koehler, physical director at the West Point Military Academy, is an instructive article on the bodily education of a West Point man. The author gives the general theory and system of the methods that make the cadet the finest physical specimen of manhood in the world. He holds that there can be no perfect success in life without physical training of the highest order, and that the West Point system is unique, and the most successful known.

The Story of the Hudson Bay Company in the Far North, by STEWART EDWARD WHITE, author of "The Westerners," is a true story by an author who has traversed the great North and Northwest of the American mainland.

Men who Make Farming Pay, by RUFUS ROCKWELL WILSON, is an article which shows the advantages of mixing brains with the soil.

Inventions that Are Awaiting the Touch of Genius, by Frank Hix Fayant, describes some things that are needed to aid mankind.

"The Consciousness of Well-Doing Is an Ample Reward," by THEODORE DREISER, is a true story of one phase of life in New York City.

"Business and the Larger Life," the third installment of EDWIN MARKHAM'S interesting series, will show the value of combining the ideal with the mercantile.

The Progress of the World will be recorded and commented on in a fearless manner. Half-tone pictures of men prominent in the public eye, and cartoons on the leading events of the day, will be features of this department.

Thomas Estrada Palma. The life of Cuba's first president is graphically told by FERDINAND COWLE IGLEHART, D. D.

I Sell Real Estate

(NO MATTER WHERE IT IS.)

If I can get more cash for your real estate (and get it more quickly) than any other real estate broker, you surely want to know it.

It will cost you but a two-cent stamp to send me description and price of your property and find out what I can do for you.



I am in a better position to find a quick buyer for your property than any other man in America.

I employ more than fifty capable assistants.

I co-operate with thousands of bright, energetic real estate brokers in all parts of the country.

I spend more money in advertising than any other real estate broker.

This advertising brings from 2,500 to 3,000 inquiries monthly for real estate of all kinds in all parts of the country.

Some of these inquirers may want your property. (Better find out.)

I am reaching more prospective buyers than any other real estate broker.

This fact alone proves that I can undoubtedly sell your property for a better figure than any other broker.

Therefore, you cannot afford to sell your property without consulting me, and giving me a chance to sell it at the highest possible price.

Some people imagine I charge high commissions because I advertise so extensively. They are mistaken. My commissions are no higher than are charged by most brokers.

Another important point: If you place your property in my hands it will not be tied up in any way. You can withdraw it at any time. If you should happen to find a buyer before I do, you will owe me no commission.

National Bank, Corporation, and individual references gladly furnished.

I also refer to more than 300 publications carrying my advertising.

If you want to sell your real estate for the highest possible price in the shortest possible time write me. Enclose a stamp if you care to.

Do it now.

SOME SAMPLES OF RECENT TESTIMONIALS.

A Maryland Sale for an Ohio Client.

In reply to your communication of recent date I take pleasure in saying that you made the sale of my Maryland property as promptly as could be expected and the deal was closed up in a thoroughly satisfactory manner.—GEO. W. BILLINGS, 87 Case Avenue, Cleveland, Ohio.

A California Sale for a New York Client.

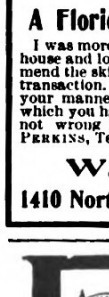
By placing some California property I had for sale in your hands, I found you *could sell* real estate no matter where located. Thanking you for your courtesy in the transaction, I am, Yours very truly, CHAS. B. PARENT, Birchton, N. Y.

A Florida Sale for a Connecticut Client.

I was more than pleased to receive check for the price of my house and lot in DeSoto County, Florida, and I want to commend the skill and promptness with which you have handled the transaction. I have always been favorably impressed with your manner of doing business, and the satisfactory way in which you have made this sale for me convinces me that I was not wrong in my estimate of your ability.—Mrs. EMILY L. PERKINS, Terryville, Conn.

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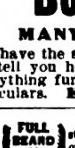
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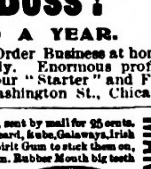
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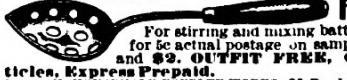
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NO PROFESSION OR BUSINESS ON EARTH offers such a broad field for study of every phase in life as advertising. It holds out more inducements to the ambitious person to see human nature and the world in general through the rose-colored glass of publicity. It brings him or her, engaged in it, in contact with the most successful—brightest and best men and women—and in the midst of the liveliest and happiest situations. It is conceded that ad-writing is one of the greatest instructors in the world, and it tells of more business, science and art than is found in any one other profession. The knowledge of advertisement-writing contains more elements of success than any known calling. What others can do, you can do. There is no excuse for you to be one of the toiling, discontented many. If you possess ordinary common sense and ambition and a common school education, we can place you in a position to make from $25.00 to $100.00 per week. It means a bright future for you. It means a bigger demand for your services, and a broader capacity for business affairs. The Page-Davis Advertising School is positively the only advertising school in the world that is in daily, close and direct touch with large concerns inaugurating Advertising Departments. We are constantly creating a demand and making opportunities for our graduates.

TAUGHT THOROUGHLY *and* PRACTICALLY BY MAIL

There is not an employer in the country to-day who doesn't appreciate and place a value on the services of the employe who knows something about advertising. He is the last man in his employ whom he would let go. What is this permanency worth to you? There is not a merchant in the country who isn't looking for a man with good practical business ideas. It gives you a five years' lead over any one around.

When the opportunity presents itself you are ready to fill the position which requires a little more business knowledge than the ordinary clerk. While on the contrary the chance of your lifetime may be lost if you fail to prepare yourself now. A young man was being urged to begin our course. "No," he answered, "I am too busy now. There is no hurry, I will be in better shape next spring." About a year afterwards he wrote us: "An important and unexpected change will be made in the office the first of the year. I am right in line for the position, if I only had a knowledge of Advertising. Don't you think you can put me through in a month or two?" Of course we could not, and the young man was obliged to see another take the position, one who had prepared himself for the position before-hand.

There is no position in any concern that is not open to the advertising man. He can become the credit man, the secretary, the manager and superintendent, and many times a partner, because on his efforts and energy depends, to a large extent, the life of the whole business. There are hundreds of examples that have made this a positive fact.

The conclusion of the whole matter is simply this: Do you want to enter a vocation in life where you have a show to amount to something more than the average? Have you ambition? If so, you should begin with us now, because this is an opportunity.

***NOTICE TO EMPLOYERS**—Concerns desirous of engaging competent advertisement writers are requested to communicate with us. We have placed successful ad-writers in some of the largest houses in the country. This service is gratis.*

GENTLMEN:—The practical pointers and criticisms you have given me have done me a world of good.
Your Student,
Will M. Black

DEAR SIR:—I have been so favorably impressed with the great advantage of your system of Ad-instruction that I thought to call attention to the matter. I honestly believe a course in your admirable school would prove of invaluable worth to the public from the pulpit to the press or author. Yours truly
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S. PLAUT, Clothier, Elgin, Ill.
I. WOOLF, Woolf's Clothing Co., Chicago.
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C. A. TAYLOR, Advertising Manager Schlesinger & Mayer, Chicago.

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Mount Savage Md

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The Walter M. Lowney Co.

Dept. V, Boston, Mass.

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