MARCH - 1902

SUCCESS



THE SUCCESS COMPANY
UNIVERSITY BUILDING NEW YORK CITY

TEN CENTS A COPY
ONE DOLLAR A YEAR

Digitized by Google

I Sell Real Estate

NO MATTER WHERE IT IS.

To the Man Who Wants to Buy

THE magnitude of my business enables me to offer you various advantages which no other real estate broker can possibly offer.

Some one or more of these several advantages will surely enable me to save you some money.

I will guarantee it.

No matter where you are, or in what part of the country you want a property, I can serve you advantageously.

It makes no difference whether you want a $100 building lot, or a $10,000 farm, or $500,000 tract of coal land, or any other kind of real estate, I want to hear from you.

You will get the best possible service regardless of the size of the transaction.



Just the property you want may be on my list.

It may be on the list of some one of the thousands of real estate brokers, in all parts of the country, with whom I keep in touch.

Or it may have to be found through special advertising.

In any event, I can readily find it for you, and remember, I guarantee a cash saving for you.

Even if you have decided to buy some certain property (any property anywhere) it will pay you to communicate with me before closing the deal.

While I advertise to sell properties at the best possible prices, I do not mean *fancy* prices. I mean that I advertise so extensively that I can find the man to whom a certain property is worth the most.

In other words, instead of offering a property to a few and then selling to the one of them who will pay the most, I offer it to millions of people.

I look over the whole market.

But under no circumstances do I offer a property for more than I think it is actually worth.

Here is what one of my customers says about this point:

MR. W. M. OSTRANDER, Phila, Pa.

Dear Sir:—In reply to your favor of recent date I take pleasure in saying that the farm purchased through you is in every way satisfactory and well worth the price I paid for it.

The first price you asked me was the right price.

Cambridge, Md. Very truly, CALVIN HARRINGTON.

Write to me *now* whether you intend to buy soon or considerably later on.

To the Man Who Wants to Sell

RIGHT NOW, while you have the matter in mind, write and let me know what you have to sell and *what you ask for it.*

If the property, (no matter in what city or state or territory it is located) is desirable, and the price fair, I would like to submit a plan for selling it.

I am sure the plan will interest you even if you have no idea of ever listing the property with me.

I make no charge for the plan and you will be under no obligations whatever by asking for it.

If I can sell your real estate (no matter what kind, or how large or small) for a better price, and more quickly, than any other real estate broker, you certainly want to learn how and why.

I have the largest general real estate brokerage business in the world.

I employ more than fifty capable assistants, occupy seventeen large offices, spend upwards of $5,000.00 each month for advertising, and coöperate with leading real estate brokers in all parts of the United States.

My commissions are no higher than most brokers charge.

Properties listed with me are not tied up in any way. Clients may withdraw at any time.

If you list a property with me and then sell it yourself, or through some other agent, you will owe me no commission.

My methods are consistent in every way and appeal to every level-headed business man and woman who takes the time to look into them.

When sale is made I advise having your local bank handle the money (receiving the deed in exchange) so that no one concerned takes any risk.

National bank, mercantile agency, corporation, and individual references gladly furnished.

Write to-day, giving *description and price* of property you want to sell. Enclose a stamp if you care to.

Remember that it makes no difference where the property is or where you are, so long as the property is desirable.

My advertising reaches every corner of every county in the country.

Write at once.

A Fine Property at Zellwood, Fla.



Located on a small lake about ¾ mile from the railroad station. Grounds contain about 11 acres, with pretty lawn and 4 or 5 acres of oranges. Good house of 11 rooms, stable and cow shed. Climate and locality unsurpassed for healthfulness and beauty. Price, $10,000.

144 Acres Kent Co., R. I.

Two good houses, one of 14 rooms; the other of 7 rooms. Fine orchard of over 500 trees. Good barn and other buildings. River runs through property. Would make an excellent dairy farm. Good market for all products. Magnificent view of Narragansett Bay. One mile to railroad. Price, $10,000.

A Good Farm in New Mexico.

Situated in Dona Ana County, in the famous Mesilla Valley, the climate of which is unsurpassed for healthfulness. Contains 30 acres, well irrigated and excellent for alfalfa and other crops. Good nine-room house, barn and other buildings, 150 to 200 fruit trees. Land well fenced. Price, $5,000,—$2,000 cash.

A Fine Property Near Raleigh, N.C.

Consists of a fine large brick residence and 57 acres of land. It adjoins the northern city limits of Raleigh and will doubtless increase in value. House contains 9 rooms; surrounded by a magnificent grove of 20 acres. Fine water and healthful climate. Price, $30,000,—$8,000 cash.

Eighty Acres, Ashtabula Co., Ohio.

Eight acres timber land. Excellent 9-room house, barn and other buildings. Orchard of one acre. Good springs and well. Land well fenced. Plenty of shade trees. Good school near by. Four miles to railroad. Price, $3,300.

A Beautiful Country Home in New Jersey.

Situated in Bergen County, one mile from Hackensack station, 45 minutes from New York. There are 52 acres of fine cultivated land. The house contains 15 rooms and 3 baths with electric lights and all modern conveniences; fine modern stable, ice house and 2 stocked ponds. Plenty of shade and fruit trees. High elevation commanding beautiful view. A magnificent property in every respect. Price, $45,000.



A Fine Home in California



Situated in the town of Oceanside, one-half mile from the ocean, overlooking the town and ocean. This is one of the finest health resorts in the state. There are five acres of fruit—oranges, lemons, apricots and numerous other fruits. Excellent 14 room house finished in hardwood; also a number of outbuildings. Fine water and windmill. Price, $12,000.

Six Building Lots in Brooklyn, N.Y.

Beautifully situated in Bay Ridge, Brooklyn, overlooking New York Harbor and Staten Island with unrestricted view. Size, 20 x 125 ft. each. First class neighborhood. A good investment at $7,000 for all.

Valuable Mineral Land in Virginia

Comprises 1044 acres in Spottsylvania County. Contains two veins of gold, two of iron and an inexhaustible supply of pyrites, which alone makes it very valuable to manufacturers of phosphates, fertilizers, etc. The pyrites can be mined at a cost of $1.25 per ton. Would prove an excellent investment at $25,000.

Desirable Residence in Morengo, Iowa.

This property consists of a residence, 3 lots and a fractional lot. Pleasantly situated in one of the most desirable portions of the town and is considered one of the finest residence properties in this section of the state. Good brick stable; fruit and shade trees; everything in fine condition. Price, $6,000.

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, 37 Case Avenue, Cleveland, Ohio.

A Florida Sale for a Connecticut Client.

I was more than pleased to receive check for the price of my house and lot in De Soto County, Florida, and I want to commend the skill and promptness with which you have handled the transaction.—Mrs. EMILY L. PERKINS, Terryville, Conn.

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. Yours very truly, CHAS. B. PARENT, Birchton, N. Y.

A New Jersey Sale for a Massachusetts Client.

We have received the check in full payment for our New Jersey property. It is a remarkable fact that this property has been on the market and in the hands of various agents for more than twenty years, and your success in making a cash sale in a short time is proof to us that you are the only agent who ever made a real effort to dispose of it.—Mr. and Mrs. O. C. WHITTEMORE, Athol, Mass.

A Bargain in Colorado.

I have for sale in Larimer Co., Colo., a property consisting of 443 acres, a fine stone house and 3 valuable stone quarries, two of which are now being developed and from which a fortune has been made. $25,000 has been offered for a small portion of the property containing one quarry, but because of a sudden emergency the whole property is now offered for $25,000. Write immediately for details.

W. M. OSTRANDER, 1410 North American Building, Philadelphia, Pa.

Digitized by Google

COPYRIGHT, 1902, BY THE SUCCESS COMPANY, NEW YORK

HARVARD COLLEGE
MAR 11 1904
LIBRARY.
Gratis

ENTERED AT STATIONERS' HALL, LONDON. COPYRIGHT IN GREAT BRITAIN

ENTERED AT THE NEW YORK POST OFFICE AS SECOND-CLASS MAIL MATTER

SUCCESS

Volume V. NEW YORK, MARCH, 1902 Number 94



MARCONI'S ACHIEVEMENT WAS NOT AN ACCIDENT

An Analysis *of* the Components that Make *the* Character of *the* Great Wireless Telegrapher



HERBERT WALLACE
[A friend and co-worker of the inventor]

CAUTION, modesty and trustworthiness are the three most remarkable personal attributes of Guglielmo Marconi. As an inventor, he seems much bolder, though his manly qualities are closely woven into his scientific self. This other side of the young Italian—the scientific,—is not less worthy of praise; indeed, in it are comprised all the elements which go to make up a master mind, but it is his personal side that has made possible the universal belief in him and his work. His integrity of character has kept him from committing the fatal errors of many of his predecessors in experimental science. He has never claimed to be able to do more than he had already accomplished. So, when the news came, not long ago, that he had bridged the Atlantic with a signal, and the public had assured itself that the report was not a hoax born of some reporter's imagination, the whole world at once settled into the firm conviction that the great wonder had been achieved. Here was a remarkable tribute to his character as a man, entirely distinct from the congratulatory praise that was being heaped upon him for his skill as a scientist. He had made no public demonstration. Only by himself and an assistant had the evidences of his transatlantic success been perceived, but his word was alone necessary for the public. If Marconi said that he had received signals across the Atlantic, it must be so.

Imagine a paradox,—a young man who is older than most of our scientists, a dreamer who is one of the most practical men living,—and perhaps you can get a true view of Marconi. The young man has always

Digitized by Google

been a dreamer, for his deep-set blue eyes look steadily ahead far into the distance and seem to half solve the problems upon which his mind is working, but he is not an idle dreamer. It can be as truthfully said that he has always been a worker. At the age of twelve he put together a contrivance which so attracted his tutor that the latter wanted to exploit the invention for his own profit. The boy, however, refused to let anyone have a share in his work. His parents were well-to-do, and they allowed him to go on much as he pleased, though they often remonstrated against his strange ideas and the ways he wanted to carry them out. By the time he was sixteen, young Marconi had modeled various instruments which were undoubted evidences of his latent genius. They showed an insight into mechanical problems far beyond his years, and were of sufficient promise to be worthy of the encouragement of his friends. It was not until he was twenty, however, that his great life began directing its energies toward the problems of wireless telegraphy. At that age he became interested in the work of Professor Heinrich Hertz, a German scientist, who, in attempting to discover the nature of electricity, accidentally produced electric, or electro-magnetic waves, and detected their presence in the ether by means of a wire hoop so broken that the electricity sparked across the gap. No one, not even Hertz himself, realized the tremendous importance of his discovery. Men like Professor Lodge, Lord Kelvin, Sir William Preece, Popoff, and others prominent in electrical science, talked about Hertz's work, and some of them reproduced his experiments, but it remained for this young Italian dreamer to jump across the gap of years of scientific study and make practical the most important discovery since Faraday invented the induction coil. When one remembers that the induction coil made possible the dynamo, electric lights, the telegraph, and the telephone, the significance of the comparison is apparent. Hertz's discovery was the beginning of wireless telegraphy. No one knows that better than Marconi himself. He does not wish the credit of originality in this matter, but he deserves all the credit and praise the world can bestow upon one who has made a theory practical by conquering unexpected difficulties by unremitting perseverance.

His first impression of wireless telegraphy was received from reading about Hertz's discovery

Marconi read of the work of Hertz early in 1894, when he was barely twenty years of age. How the thought came to him that there was a principle which could be applied to communication over great distances, no one will know. Looking back on it, in the light of what he has done, the thought seems most natural,—even absurdly simple. Hertz detected a spark in a broken hoop, a few feet away from the flash of an induction coil. Why didn't he get a better detector than a broken hoop, and a better transmitter than a small induction coil, and send out the flashes in such a manner that the detector would record a message? Why, indeed? Perhaps, if Hertz had lived, he might have thought of the possibilities of his discovery; but, in the few months of his life which followed his greatest experiment, the important thought did not come to him. Herein, it seems to me, lies the distinction—that small differentiation which is all-important,—between a great man and a genius. The former, by a long struggle, almost gains the height; the latter leaps to it, by the aid of the spark, divine or superhuman, which his brain possesses. Why didn't Professor Lodge, or Lord Kelvin, or Sir William Preece, or anyone of a hundred of the other great scientists of the time think of utilizing Hertz's discovery? Marconi, himself, when the thought occurred to him, believed that the idea must have come or would soon come to one of these. To him they were unnamable; he was not acquainted with the scientists. He was not an electrician himself. He held no academic or scientific degree which testified to his having satisfactorily completed any college course. It seemed presumptuous to try.

"Someone else," he reasoned, "will have thought of this. There is no use in my working on it. I'll go on with some of my other plans."

The modesty of the young inventor is very noticeable. He does not believe that he is a man of destiny; he says that he has a great problem to solve, and that he intends to solve it thoroughly

He waited almost a year, all the time turning the matter over in his mind,—all the time watching for the announcement of a system of wireless telegraphy by Hertzian waves,—but none came. The young man became impatient; and, more because of the genius burning within him for outward expression, perhaps, than that he might outstrip others, he began to experiment. This was in December, 1894.

Observe how beautifully the scientific world had prepared itself for just such a great achievement. Faraday, Priestley, and a host of investigators before and after them had perfected the induction coil or made its use possible, so that there was little to be done in the manner of producing the electric disturbances. The main thing was to discover a more sensitive means of detection. As long ago as 1866, Professor Varley noticed that metal filings lying loosely together have considerable resistance-effect in the presence of an electric current, and Guitard is said to have noticed the cohesion-effect of an electric current on dusty particles in the surrounding air. Ten years before Marconi thought of wireless telegraphy, another Italian, Professor Calzecchi-Onesti, made some experiments with copper filings between two brass plates, and found that these filings can be made conductors if influenced by electric disturbance set up by an induction coil. Five years later, Professor Branley improved the Italian's apparatus and found that loose filings affected by an induction coil continue to be affected unless restored to their normal condition by shaking or tapping the tube in which they are placed. This enabled him to make or break a circuit at will.

"Here," said Marconi, "is my electric eye. If I arrange an electric circuit, all but a gap of metal filings, a local circuit can act only when the filings are being affected by the Hertzian waves produced by the induction coil." So much for the elements! There began then a series of experiments which would have discouraged any less determined man than Marconi long before success was in sight. He literally made hundreds of coherers (so called because his metal filings confined between two metallic plugs in a glass tube "cohere" when affected by an electro-magnetic wave,) before he secured one that suited his requirements. All the time, however, he was learning, not only the relative powers of resistance and conductivity of various metallic substances and the proper proportions of the elements of his "electric eye," but also some important facts of life, whose stern training has made him what he is to-day. It is impossible for him to fail so long as he possesses such a spirit as he has always shown in his work.

After innumerable disheartening failures he finally sent the first message across a room

"It is only a matter of time," he kept saying to himself; "I shall succeed, I know;" and, when an intimate friend once remarked about his cheerfulness, after several days of failure, he quietly replied:—

"I am as well satisfied when I fail to get the signals with a certain arrangement as when I succeed, because it shows me that an arrangement which fails will not work and that I must try another. By going on until I determine the limits of practical operation, I know absolutely what is right and what is wrong, and I never have to go over the same ground twice."

No one can realize how many problems Marconi had to face before he sent the first faint signal across a room in his father's house, and little is known of the difficulties he has met and passed in the onward march of his effective telegraphy. A recital in detail of the wireless-telegraph problems which Marconi has solved would be a history of the practical development of his system, and that has grown to be a vast subject. The world has a way of sweeping aside all preliminaries of a discovery or an invention, and, when a principle is established or a device put into operation, the fact is taken for granted. Henceforth, to the practical world of to-day, those problems are solved, and they do not require any more thought or labor. Not one in a hundred who use telephones can explain the operation of the instruments which record and produce their words. Not one in a hundred will probably inquire into the method of operating a wireless-telegraph station. The fact that one will be able to send a message across the Atlantic for a cent a word, more or less, will likewise be taken for granted, and the history of the struggle which brought this great marvel of the twentieth century into being will not be so important. To-day, however, we are—and for years to come we shall be,—interested in the young man who, by patience, perseverance, hard work, and a spirit which could not be defeated, has linked the hemispheres together without any visible connecting medium whatever. Who is this young Italian, Guglielmo Marconi, the paradox, the old man who is yet young, the dreamer who is the most practical of men?

His environment was conducive to idleness, but he proved to be a youth of restless energy

Genealogists would begin the biographical story of Marconi back in early Scotland, on the one hand, and in ancient Rome, on the other, and point out that the accidental meeting of a Miss Jamison, the daughter of a wealthy manufacturer of Dublin who sent her to Italy, to continue her musical studies, and a dashing Italian, named Marconi, was foreordained from earliest time. It might well have been thus determined by fate or destiny, but these speculations are not so important to-day. Neither is it extraordinarily interesting to note the facts that young Marconi was born in Marzabotta, on his father's ancestral estate, Villa Griffon, near Bologna, Italy; that he is now almost twenty-eight years old; and that he was educated mainly by tutors and grew up much as any other Italian boy of his time. The determining factors of his character were not the externals. It would have made no difference had he been born in New York City or London; and, if his parents had been poor, his success would have been merely somewhat longer in coming. Whatever effect environment may have on the shaping of character, one cannot know Marconi without feeling at the same time that he is the possessor of a master mind, and that, if life and health be spared him, he will become nothing less than a master scientist. He was, to be sure, brought into the world at just the right time for a life which would accomplish such an achievement as he has made; because, as has been pointed out, the scientific world was ready for this development; but none the less is credit due the man who has so patiently worked and won success. He understands the art of overcoming obstacles. Failure never daunted him.

Marconi does not regard himself as a man of destiny, except in that he has a deep conviction that he must work out his system of communication until it has accomplished all the good possible for mankind. He does not want any honor which belongs to others. Indeed, he is slow to accept the praise which has been so heartily given him. Few know him as a linguist, but he speaks and writes several languages. Few know him as a musician, yet he plays several instruments admirably, having studied under a master. As an athlete, he is of the all-round type. He rides a bicycle, is an excellent swimmer and boatman, and has recently added automobiling to his sports. As a general good fellow, there are few more companionable.

"Anyone else," he says, "might have done what I have done, if he had worked as hard and tried the same means."

True enough, we will reply, but hard work and the ability to profit by experience are the two factors of success which distinguish him from his fellows. Marconi has never had any other working creed than that. He has worked hard, and has profited by experience,—not only by his own experience, but also by that of all the investigators who have gone before him.

"There is only one source of immediate revelation of scientific facts," he said to me one day, "and that is the senses. If one had to depend on this source alone, starting always anew, he could accomplish little. It is only by means of the ability to profit by the experiences of others as recorded in history that we can go on. Thus all the lives of the sovereign dead, from Archimedes to Galileo, from Galileo to Volta, and from Volta to the present time, stand before us and aid us with the wisdom of all ages."

Then he gave another clear insight into his methods when he added:—

"Everything depends upon the capacity to follow an idea to a solution, to adapt it to fresh facts, and to discover new results. The inventor must be quick to grasp and note the advantageous features and work so that he may turn those features to account in carrying out his original purpose. I have all respect for the past, and great admiration for what has been done, but I have no sympathy for the men who stick to old methods and old ideas when improved means have been developed. Physical science may have begun in the witch's kitchen, but we have not allowed it to stay there. It is becoming more and more an understandable thing. More than accident is necessary to invention, more than a strong mechanical memory, oftentimes more than the lives of many faithful investigators and experimenters.

Notwithstanding he is but twenty-seven, he has the air of a deep thinker and mature student

[*Concluded on page 154*]

Digitized by Google

Toil and Trial Pave the Path to Triumph

Richard LeGallienne



Go from the east to the west, as the
sun and the stars direct thee;
Go with the girdle of man, go and encompass the earth:
Not for the gain of the gold; for the getting, the hoarding, the having;
But for the joy of the deed; but for the duty to do.
Go with the spiritual life, the higher volition and action;
With the great girdle of God, go and encompass the earth.—Arthur Hugh Clough

SUCCESS! What a beautiful word it is! Who will deny that it is the most beautiful in the dictionary? Who would not choose it out of the whole world of words? Perhaps there is no other word so often on the lips of man, and, surely, there is none other so often in his thoughts or so constantly close to his heart. The boy takes it for his motto. He dreams over it to himself. It is not his own word yet, but some day it shall be. "Some day," he says, "I shall win success." Not the chiming of all the gold pieces on all the bank-counters of the world, not the gentle rustle of all the world's paper money is so sweet to him as the sound of that word, "success." What a word it must be to die with! "Thank God, I have won success!" So soon as a man can say that, death has lost half its sting, for no little of our fear of death is the fear that we may die before we have succeeded. When our success is surely ours, death means only new worlds to conquer. But, in that hour, we shall need to be sure that it has been true success, or fairly won; success which our own inmost hearts affirm,—not merely exterior success, which one's sincere self knows to be false, or of which it may even be ashamed. Such, it is needless to say, is no true success; for an essential element of success is peace. To any but the meanest soul, how humiliating is success we have not deserved! But, actually, such a thing is impossible. We get all we deserve, and deserve all we get.

This may seem like a hard—or easy,— saying; but, if pondered, I believe it will be found to justify itself, not from the standpoint of cheap optimism, which airily ignores the stern facts of life, but from that of an experience which fears not to accept them. Of course, the usual margin must be allowed for that element of accident which enters into all human affairs, or occasionally upsets the best laid schemes of mice and men. The swiftest runner in the world may have the bad luck to break his leg, and so lose the race. The race is not invariably to the swift, nor is the battle always to the strong; but it usually is,—in fact, so uniformly as to make the few exceptions of no account. To deserve success is to "command" it.

What is success?

It Is Noble to Face Failure manfully,—to Try again to Win

Success consists in getting out of yourself all the good there is in you, or out of life all of worth there is in it for you. As to whether or not a man has done this, he, alone, is the ultimate judge. His own soul will tell him truthfully about the matter in the end, even though for many an intervening year he may have stilled the ache of failure with flattering sophistries. Sooner or later—too often later,—we tell ourselves the truth about ourselves. If we have failed, we know it too bitterly. There is no need to print our names in the gazette. When the time comes to cast up accounts with ourselves, there must be no "hedging." If our dream was to be rich, and we have ended poor, it is no use pretending that we are as well off, or that we have "moral compensations" which adjust the balance. Let us face it manfully. We have failed. Better luck next time, maybe; but, meanwhile, we have flatly or completely failed. After all, success is success, and, if we have missed it, it is no use pretending that we have found a substitute. There is no substitute. Of course, we may say that we don't mind having failed. Some grapes are very sour and grow particularly high.

When one says that to deserve success is to win it, it by no means follows that success is easily won. To deserve success is no light matter. Mere gifts or talents will not suffice. Gifts and talents are merely the raw material out of which your artist in success—for success is an art in itself,—creates his masterpiece.

This is, no doubt, sufficiently evident. Yet, like all obvious truths, it is being continually overlooked by the competent failure, the man that, one would say, ought to have succeeded,—for he had the capacity. Such failures are usually explained by lack of opportunity, but the kindly fiction deceives no one. If there is one thing the world is full of, it is opportunity. The market is overstocked with it. Opportunities no one seems willing to take are as common as girls no man seeks to marry,—nice girls, too. No, if one brings the ability, the world will provide the opportunity. Sooner or later, if we go the right way about it, the world gives us a fair rate of exchange for ourselves. But, of course, much depends on how we place our goods on the market.

Gifts in themselves are not enough. We must know how to manage our gifts. More than half of success lies in the proper management of our gifts. The gifts are hardly more important. Of course, there are people who expect success, without gifts, or work, or anything; idle malcontents, who seem to think the world is in debt to them for honoring it with their presence, thriftless camp-followers in the battle of life; a strange race of men and women, at whom one can only look with curious wonder.

Waiting for Luck Shows Lack of Courage and Determination

Few processes are so delicate or complicated as those of success. Who would venture to say that he has mastered them?—mastered them so thoroughly that he can venture to tell another human being how to make a success of his individual life. Some people who succeed never seek counsel. They have instincts which guide them aright in the most difficult moves of the game. They make mistakes, of course. It is often necessary to make mistakes once, so that one need not make them a second time.

It is, of course, easy to give general advice. We can follow the process here and there, or point out this or that feature of it, but we can only see so far. At a certain point the secret eludes us.

Take, for example, the great business-builders, the Wanamakers, the Liptons: when one reads of their methods, there seems nothing remarkable, or mysterious, or even novel, about them. Many clever and industrious men are daily employing the same methods,—so far as we can see,—without achieving any such substantial success. Wherein lies the difference? Is it mere luck? No, that explanation will not suffice. Your Wanamakers and Liptons never wait for luck. No doubt, they have their share; but, as one reads the stories of their success, he finds no evidence of any special providence or luck attending them. Such "luck" as they have had seems to have come through the capacity for fearlessly taking opportunity on the instant. They are men of rapidly working imaginations, or of great courage; for imagination and courage are qualities which one can safely set down as indispensable to any form of success. The part played by imagination in business is but little recognized; yet a moment's thought will show how important it is. A business man like J. Pierpont Morgan possesses enough imagination to set up a dozen poets. Such courage is obvious.

Still, a man may have imagination and courage, and all the other gifts or qualities guaranteed to assure success, and yet miss it. One may marshal all the various components necessary for the mysterious compound, yet it may obstinately refuse to result; just as two men may take materials and tools of the same kind, and the one turn out a product correct to a fraction, and the other make a dismal failure by many places of decimals. There must have been something in the blending, or sleight of hand, some knack of which the successful man is probably as unconscious as the unsuccessful. Of course there must, and, alas! it is just that mysterious something or other which makes success.

RICHARD LE GALLIENNE



However, whatever may be the qualities necessary to command success, and whatever may be the secret of their combination, there is certainly one quality that the would-be successful will do well to cultivate. I might call it an optimistic fatalism. Earlier on, I said that, in a real sense, we get all we deserve and deserve all we get. I am sure that the successful man always believes this with his whole heart.

Unsuccessful persons are usually those who are not sure of their

Digitized by Google

own value. The successful man never doubts his for a moment. I don't mean that he is arrogantly sure of himself. He is scientifically sure of himself. If you possess a fine diamond, and know how fine it is, you have no misgivings as to its being marketable. You may, indeed, should you offer it for sale, be offered less than its worth, or there will be those who, from ignorance, may honestly underestimate its value; but you know well enough what it can bring you, and know that the world will give you honest value for it, if you offer it in the right market.

So a man with the jewel of brains knows that it rests with him to get his value for it from the world. He must, of course, use tact and skill in offering his mental goods, and not foul his chances; or, if at first he doesn't succeed, he laughingly tries, tries, and tries again.

If your Work Is Real, You Will Gain Adequate Recognition

Laughingly, I say; for a light heart under failure is another condition of success which may be written down as an essential. No one should need to be warned against the deleterious effects of the blues. Nothing deadens the heart of enterprise, or unstrings the nerves of action, like a fit of the blues. In one of those beautiful prayers which Robert Louis Stevenson wrote for us, in his Samoan household, he prayed for "courage and gayety and a quiet mind." A man who backs up his brains with these three gifts has all the odds in his favor. It is next to impossible that he should fail in what he undertakes to accomplish.

Gayety is the essence of power. What is there in a failure or two to cry about, or in a dozen failures, when you know you are bound to get there? Success is not an external trophy, not something you have to hunt or ensnare, like a bird. Success inheres in oneself, or in every true piece of work one does. Not the most powerful opposition, not the bitterest or meanest underestimation, can do more than delay any success we really deserve. Ultimately, we and our work must be assessed at its proper value; and, though we may be dead when the time comes, we shall have succeeded none the less. Every day we hear of men succeeding in their graves. But that only means that the world was slow to see that they had succeeded years ago, while they were living and working with us. The men themselves, we may be sure, though robbed of temporary rewards, knew, deep in their hearts, that they had succeeded, and confidently left their work behind to "report them and their cause aright," when the time should come for its value to be understood. To be misunderstood, to be vilified, to be laughed at, to die poor and unregarded, is not to fail. So long as you know, without a shadow of doubt, that your work is real, and that the very universe is committed to take care of it, and compel its recognition, you can afford to die with a smile on your lips, or the sunshine of success filling your heart.

Browning has told us of "Rossini patient in his stall" during the triumphs of a rival that for a time obscured him. But it was easy for Rossini to be patient. He knew the value of his music. He could afford to sit still and wait. His time was bound to come. It is not only "foul deeds" that "must rise, though all the earth o'erwhelm them, to men's eyes." True work, no less inexorably, ascends, sooner or later, into the light of day.

William Watson, in one of his poems, has spoken of "that stillness on a base of power." There is fine counsel, as well as truth, in the phrase; for true power goes as quickly about its work as gravitation. Failure, on the other hand, is usually a nervous, fidgety creature, perpetually agitating itself as to whether or not it is succeeding; whether or not it is winning acceptance. Success, on the other hand, does its work, does it with all its might, knows for certain that it has done it well, and, come praise or blame, passes quickly on to its next job; or, if it be not always so scientifically sure of itself as this, it practices what I have called an "optimistic fatalism." Good or bad, the work must find its level. The stern assessment laws of human labor are not to be influenced a hairbreadth by any solitude of ours. If we have adulterated our goods, so much the worse for us in the end. The sham is certain to be exposed. But if our goods be sound throughout, it will be counted to us for righteousness with the same unerring justice.

Oh! of this there can be no doubt at all. It is merely a law of the universe. Therefore, the honest workman in his workshop of the world need not trouble his head about the fate of his work. His business is to do it, to do it well, for the distributing agencies of life will see to it that he, in time, shall receive a reward for his labor.

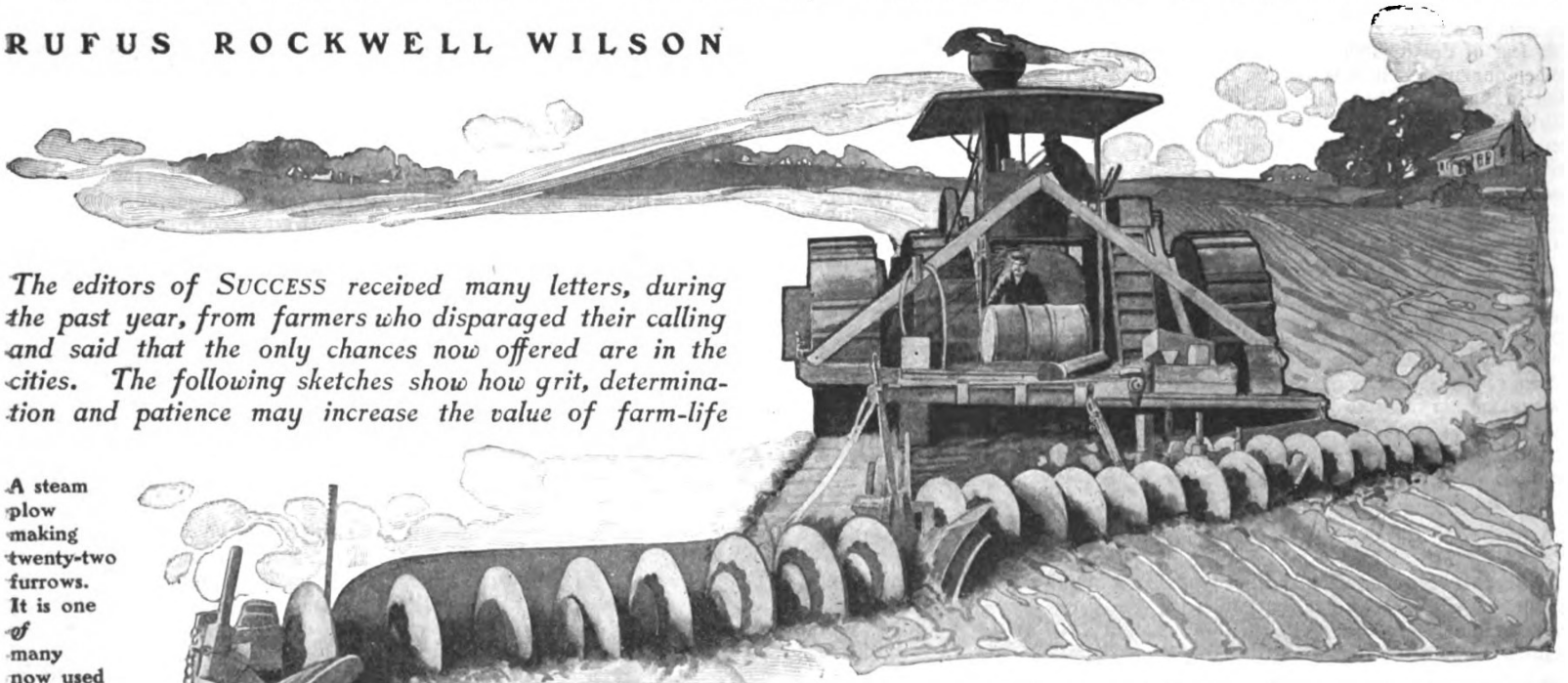
***The* Wide World's many Advantages Will Help us to Win**

I am aware that all this seems very optimistic, and I may be reminded that, for all that, the world is well stocked with brilliant failures. Of course, no one denies the existence of failure, even under the most advantageous conditions. But, then, think how overwhelmingly the successes preponderate. Ours is unquestionably a successful world. We have no knowledge of how the other planets are succeeding in their world-businesses; but ours, undoubtedly, is a thriving, prosperous, and go-ahead world for its size. So far as we know, we fear no comparisons, and might, indeed, venture to invite competition. If the world were not a success, it would stop being a world, and become bankrupt like any other foundered enterprise; for success is the law of life,—one might define it as vitality victoriously applied; and success must, therefore, and obviously, be the rule, not the exception, in human life.

Of course, we cannot all be Wanamakers, or Liptons, or Morgans; but, perhaps, one may be permitted gently to whisper that there are other forms of success, for need I say that it is of the essence of true success that it is our own we want, not somebody else's idea of success. For heaven's sake, don't think you have failed because other people tell you so! You couldn't make a greater mistake. Self-confidence is a noble qualification.

THESE MEN HAVE MADE FARMING PROFITABLE

RUFUS ROCKWELL WILSON



The editors of SUCCESS *received many letters, during the past year, from farmers who disparaged their calling and said that the only chances now offered are in the cities. The following sketches show how grit, determination and patience may increase the value of farm-life*

A steam plow making twenty-two furrows. It is one of many now used on Western farms

David Rankin, of Missouri, and His Successful Farm

A SHREWD observer has said that a man like the late Jay Gould would find some way to make money even in the middle of the Sahara Desert. Here and there, in out-of-the-way places that many of us never heard of, men are to-day making fortunes simply because they have the money-making instinct and discover opportunities to acquire wealth where an ordinary man would think it hard work to keep the wolf from the door.

David Rankin, who owns and manages a farm of twenty-three thousand acres in Atchison County, Missouri, is a shrewd, successful farmer. He is rated among the millionaires of his state, and every dollar of his great fortune has come out of the soil, for he has been a farmer all his life. He was born in Indiana, seventy-six years ago, the son of a poor farmer of Scotch-Irish descent, and grew up in Illinois, where, as a young man, he was a follower and ardent admirer of Abraham Lincoln. He had to leave school when he was eleven years old, and for the next ten years all that he earned as a hired hand went into the scanty family purse. The first thing that he ever owned was a colt that his father gave him when he came of age. He sold the colt for fifty-two dollars, and with the proceeds bought calves, and their growth soon enabled him to double his money. Then he had a chance to buy an eighty-acre farm. Wheat sold, in those days, at twenty-five cents a bushel, and firewood at a dollar a cord,—a condition of things that made most men hesitate long before running into debt for land. Young Rankin, however, bought the farm on credit, and, inside of four years, had a free and clear title to it. Most of the money with which he paid for it was earned by breaking and cultivating the prairie. He had traded his calves for a yoke of oxen, and, with a plow of his own devising, he was able to break more acres of prairie land in a given length of time than any other man in his section. Better still, he managed, before his farm was paid for, to stock it with a herd of cattle which grew into money while he worked for more.

When his first tract of land was freed from debt, David Rankin bought more; and, when the Civil War began, he owned three thousand acres. He doubled his fortune during the war, and, soon after it closed, removed to Missouri. The farm which he now owns in that state is worth from fifty to one hundred dollars an acre, and he has bought every acre of it since 1876, mainly from eastern speculators who were glad to get from six to ten dollars an acre for their holdings, because they were remote from

Digitized by Google

the railroad. The Rankin lands are scattered over an area of some forty miles, and are managed with a precision and a careful regard for details that a banker might envy. They are divided into fourteen plots, ranging in size from six hundred to three thousand acres apiece, and to work them requires one hundred and fifty laborers, seven hundred horses, more than one hundred wagons, and innumerable plows, seeders, planters, harrows, and cultivators. A skillful foreman is in charge of every plot, and over all is a superintendent, who receives a salary of several thousand dollars a year.

Mr. Rankin Considers Farming a Manufacturing Industry, *and* so Conducts It

The eye of the master, however, is on every detail of the business. Mr. Rankin lives just outside of the town of Tarkio. At sunrise, every week day, he is in his office. There he spends an hour with his secretary, and then takes a drive that, before the day is old, carries him to four or five of his fourteen farms. Only part of his land each year goes under the plow. Perhaps two thousand acres of the land plowed each year is sown to wheat, and the rest is planted in corn, eight hundred thousand bushels being counted an average yield. All land not under the plow is laid down in clover, timothy, and blue grass pastures, which stand for four years and are then fallowed and sown with grain, the wheat and corn fields being devoted the while to grass. Thus, though all the Rankin land is arable, part of it is always resting, and storing up fertility for the future.

Nor is this the only notable phase of Mr. Rankin's methods of farming. He does not believe in the sale of crude products, and not a grain of his large crop is sold until it has been turned into fat stock. More than that, he buys all the corn his neighbors have to sell, besides hundreds of tons of cottonseed meal. His own grain and that bought from others is used to feed about ten thousand head of cattle, which he buys and fattens every year. Most of these are bought in Texas, and it is not an uncommon thing for him to buy eight thousand head in one purchase, and pay on them a freight bill of twenty-five thousand dollars. The shipment of cattle fattened during the preceding winter and spring begins early in June; and, until late in September, two or three train loads are sent to market each week. Mr. Rankin also keeps about twelve thousand hogs. All these he raises, and every year he sells fat ones to the value of eighty thousand dollars. A minor branch of his business is the breeding of draught horses. The horse barn on his home farm, just outside Tarkio, specially built for this purpose, is a four-story brick structure, lighted throughout with electricity, and fitted with a number of modern conveniences.

▲ ▲ ▲



El Rancho Grande *and* its Yankee Owner



WHEN Jonathan E. Pierce was a boy on a stony Rhode Island farm, fifty years ago, his father taught him to be patient, to be thorough, and to persevere in whatever task fell to his hands; and he learned his lesson so well that, at sixty-two, he is the owner of the most extensive ranch in the world.

Mr. Pierce settled in Texas when he was twenty-one years old. He had gone there to make his way in the world; and, remembering the lesson taught him by his father, he improved the first chance that offered itself. This was to work as a cowboy for a cattleman named Grimes, at a monthly wage of twenty dollars. He had gained, in his New England home, a fair knowledge of carpentry and blacksmithing; and, as he was always ready and willing to work, "old Grimes" soon found him to be the most useful man in his employ. Meantime, young Pierce saved from his earnings and planned for the future. His duties as a cowboy carried him through the whole country tributary to the Texas ports, and nowhere did he find a more beautiful spot than the one on the banks of the Tres Palacios River, at what is called Deming's Bridge, in Matagorda County. The first time he saw it he drove stakes, and resolved that there, if life should be spared to him and his fortune should increase, he would some day make his home. He rode away and followed the herd, but he did not forget the nook where the oaks and the elms grew so thick, and he dreamed of the day when he would live there and have his own herds of cattle. It was not an air castle; he saw a future and resolved to live in it.

Though a Cowboy, He Saw a Great Future in *the* Prairies

His dreams made him work harder than before, and, when there was a lull on the range, being a jack-at-all-trades, he took contracts to do work of various kinds. All that he did was done well, and thus he made headway and won friends. The money he earned he invested in cattle and land, and about his first purchase of the latter sort was the strip he had staked on the Tres Palacios. Then he joined hands with his brother, A. H. Pierce, who had gone from Boston to Texas as a sailor, and in a few years become an expert cowboy. "Shanghai" Pierce, as he is familiarly called, because of his length of limb, did the outside, or traveling work, while Jonathan Pierce looked after their interests on the range. They prospered from the first. Each year saw their ownership of land extend and their herds increase; and, when the partnership was dissolved at the end of twenty-six years, they divided between them a vast domain. Besides his home ranch, El Rancho Grande, on the Tres Palacios, Jonathan E. Pierce owns two other great ranches in southern Texas, and a fourth at Tulsa, in Indian Territory.

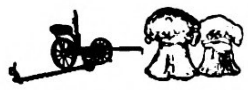
Mr. Pierce's home ranch, El Rancho Grande, is nearly fifty miles from a railroad, but the visitor to it is well rewarded for his time and trouble. There are larger ranches in southern Texas, but none more perfect in its appointments. A hedge of rosebushes, twenty feet high, fifteen feet wide, and thirty-seven miles long, surrounds it. Mr. Pierce planted the hedge to keep out horse-thieves and other depredators, but soon found that it served a double purpose. The bushes grew so rapidly that now they not only mark the boundaries of the Pierce lands, but serve also as a windbreak; and, when the northers blow, the cattle seek the shelter the hedge affords and are protected. Enter through the only gap in this impenetrable hedge, and you spy, far off toward the distant river, one of the most beautiful homesteads in all the southern country. The expanse of level prairie, on which high-bred cattle browse, between the hedge and the homestead, is like a velvety lawn, and a noble background of oaks and elms sets off the group of white buildings in which centers the life of the ranch.



El Rancho Grande is a little world in itself, but the most interesting exhibit it has to offer the visitor is its owner and master. "I have lived," he will tell you, "to see all the dreams of my youth fulfilled, yet to-day I work with the relish and heartiness that I had when I was a young man. But, although I still feel the zeal for work, and although the ambitions of my early days have all come to fruition, I have new hopes and plans. I hate to leave things as I found them, and I am all the time trying to improve. Idleness brings vice. I am never idle, and my men are always happy because I treat them well, pay them well, and keep them busy. Men whose fortunes were great when I was a twenty-dollar-a-month cowboy, I have seen brought to poverty. Men who were struggling youngsters like myself, I have seen rise to wealth and affluence. The busy bee rarely fails of reward, but I have never seen a drone succeed. Man, I think, is, to a large extent, the architect of his own destiny. Let him do, with all his might, the things he is best fitted to do, and he has no need to fear failure."

It is by doing with all his might the tasks he set for himself that Jonathan Pierce has made his life successful and won the mastery of a domain that a king might envy. He believes in the future of American farming.

▲ ▲ ▲



Samuel W. Allerton *and* His Many Farms



SAMUEL W. ALLERTON, founder of the livestock trade in Chicago, conducts at a profit seventy farms, stretching like a chain over three states.

Mr. Allerton was born, seventy-two years ago, in western New York, the youngest of a family of ten children. When he was a growing lad, his father failed in business, and he had to earn his own living. The only work he could find was that of a farm laborer, but he saved the greater part of his small earnings. When he had a hundred dollars, he rented a farm on his own account. Friends told him he was embarking in a foolish venture, but he had faith in his ability to compel success. The sequel proved that he had made no mistake. He worked the land he had rented for five years, and then had saved enough money to buy a farm for his father, besides paying for several hundred dollars' worth of horses and tools for his own use. When these things had been accomplished, he rented another farm, and, at the end of the third year, when he was twenty-two years old, he had a balance in the bank of more than thirty-two hundred dollars.

Young Allerton decided to go West, believing the chances for advancement were better there than in the crowded East. He settled near Bloomington, Illinois, and began buying, grazing, and feeding cattle. Success attended him from the start, and ere long he built up a profitable business in shipping cattle to Chicago. The panic of 1857 swept away the greater part of his capital, but he started anew in Chicago,—this time as a cattle buyer. Cattle buying was then done in three months of the year. The newcomer established the practice of buying through the year, and in so doing gave stability and permanency to the livestock trade in Chicago. His fortune grew with the trade, and before middle age he had become a prosperous farmer. He foresaw the advantage of mixing brains with the soil.

Telephone Connection Gives these Farms City Advantages

Mr. Allerton, however, never lost sight of his first love, and, as soon as he had money to spare, he began to buy and operate farms. He believed that farming could be made to pay on a big as well as a small scale, and he set to work with a will to prove the faith that was in him. The system of farms owned by him contains upward of eighty thousand acres, and is managed from the owner's Chicago office, but with such skill and efficiency that a single farm in the chain, which contains thirty-six hundred acres, and cost seventy thousand dollars, has been made to yield a net annual profit of more than half that sum. A long-distance telephone connects each farm with the office of its owner, and by its use he is enabled to keep in as close touch with its affairs as if he followed the plow, seeded the land, and went into the harvest field himself; and, on the other hand, he is prepared to take advantage of every turn in the price of produce, thus assuring an added profit of many thousand dollars in the course of a year.

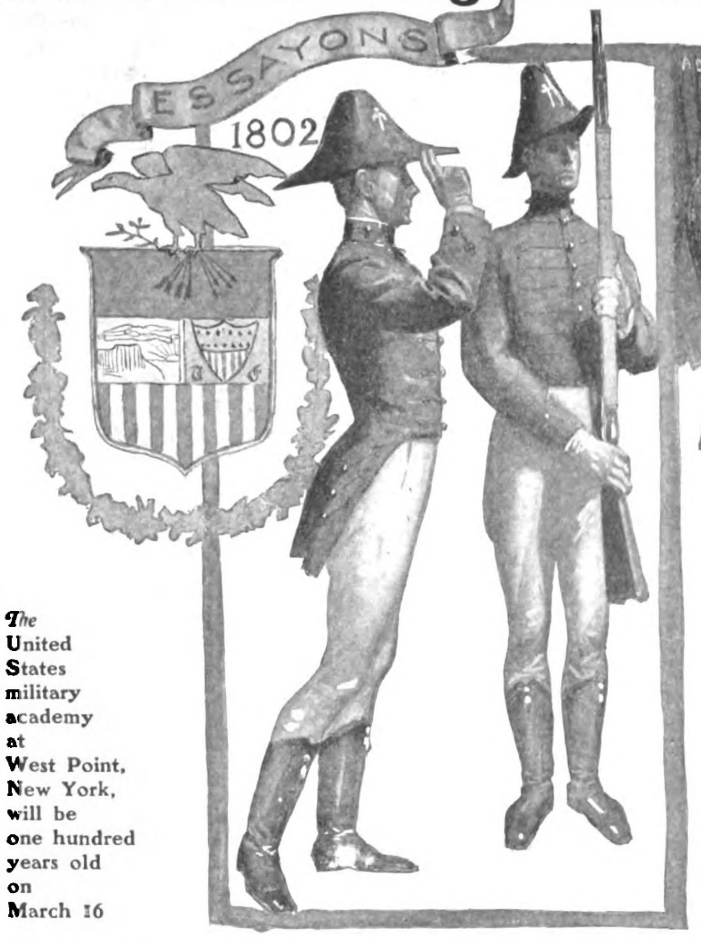
Mr. Allerton is wont to declare that lack of system is the curse of the average farmer. By his own methods of farming, things move smoothly in well-defined channels, and the enterprise is operated with the ease and precision of a well-oiled machine. Each farm has its foreman, who looks after the workmen, executes the orders issued from the central office, and keeps the chief promptly informed as to the local conditions. The detail bookkeeping is done at the central office, all expenses being paid by draft through the local bank, and the foreman has only to see to it that he secures and forwards a proper voucher for every item of expense.

Mr. Allerton believes that land needs rest, the same as human beings, and every field in his many farms is turned into pasture once in three years, and given a chance for a season's rest and enrichment. He also sees to it that his employees live in comfort, and have a fair opportunity to earn something for themselves. All the houses are kept in good repair, and especial care is taken to supply conveniences which lessen the labor of the housewife. The family of each head farmer is furnished with a certain number of cows, and allowed to keep the proceeds of the sale of any butter that may not be needed for the household. Each farm has its orchard and small fruits for the use of the occupants, who are also encouraged to plant large gardens, and keep them in good condition, while the wives and children are given all the poultry they raise. A part of the equipment of every farm is a buggy, for the use of the young men employed thereon, and Mr. Allerton sees to it that there is a good school in the neighborhood for the children. The result of this liberal policy is a small army of men contented with their lot and eager to keep their places. Many of Mr. Allerton's employees have snug sums laid by for a rainy day, and he points with pride to the fact that the foreman of his largest farm is worth sixteen thousand dollars, and lives in comfort that some city men who make that amount every year can't provide from their incomes.

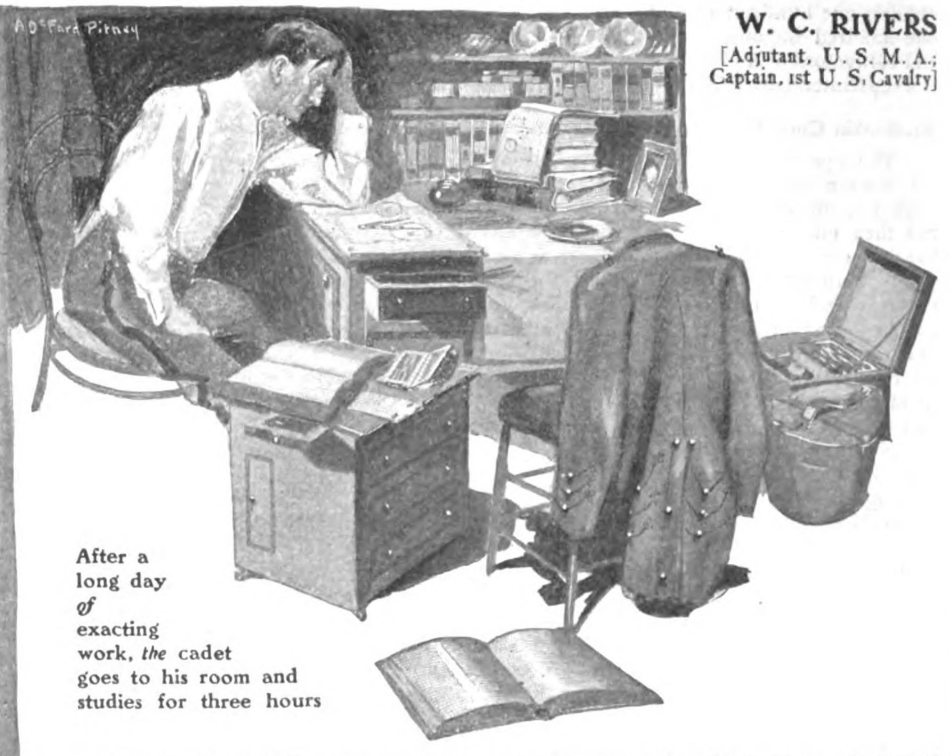
Digitized by Google

The Unremitting Mental and Physical Discipline at

W. C. RIVERS
[Adjutant, U. S. M. A.; Captain, 1st U. S. Cavalry]



The United States military academy at West Point, New York, will be one hundred years old on March 16



After a long day of exacting work, the cadet goes to his room and studies for three hours

THE development of the United States military academy at West Point, during the past century, can be truly described as the evolution of the experience of the Revolutionary War, when, having but few educated officers, we were dependent upon European soldiers of fortune for the technical training that is essential to success. George Washington labored to prevent a recurrence of his difficulties in this respect, and it is largely to his efforts that the establishment of the military academy is due. In his last annual message to congress, he said:—

> A thorough examination of the subject will evince that the art of war is both comprehensive and complicated; that it demands much previous study; and that the possession of it in its most improved and perfect state is always of great moment to the security of a nation.

No one can quite explain why our forefathers decided on West Point as the best location for the training school for officers of the army. It is probably because it was the station of the corps of artillerists and engineers, organized in 1794, and there was stored there much artillery and engineering material left on the deserted battlefields of the Revolutionary War.

At One Time, the Academy Had neither Instructors nor Cadets

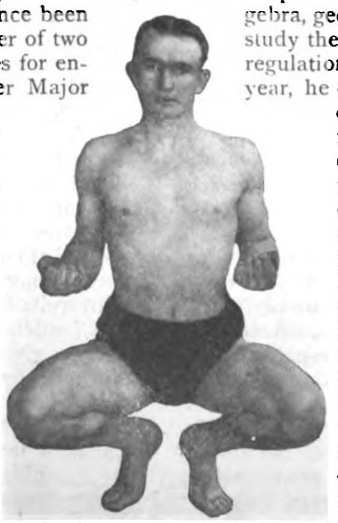
As far back as that year, some young men destined for commissions in the army studied at West Point under the supervision of artillery and engineer officers, but at that time the institution did not exist as an academy, and the studies were desultory and confined to mathematics, engineering, and gunnery, with but a handful of instructors and students.

Not until March 16, 1802, did the academy acquire a real existence. On that date an act of congress creating it was approved. Even then it became but an embryonic affair, constituting in reality a corps of engineers consisting of five officers and ten cadets. Small as the beginning was, the academy fared worse in years that followed, yet this month must be regarded as the centennial of the birth of what is now the foremost military academy in the world.

During 1811 and a portion of the next year, there were neither instructors nor cadets at the academy, although, at that time, the second war with Great Britain was known to be imminent. An act of congress, in 1812, reorganized the academy, along the general lines that have since been followed. More professors were provided, a maximum number of two hundred and fifty cadets was allowed, and mental requisites for entrance, theretofore ignored, were prescribed. In 1817, under Major Sylvanus Thayer, the academy was placed upon the soundest basis possible, and in that year the present era of its history dawned. By an act of congress, June, 1900, the corps of cadets was increased to include one from each congressional district, two to be appointed at large from each state, one from each territory and the District of Columbia, and thirty at large from the United States, giving every section recognition.

System Is the First Requisite of the Cadets' Routine

In describing the daily life of a cadet it is unfortunately necessary, at the outset, to refute the idea that this life is made up largely of leisure and frolic. Nothing could be further from the truth. No college in the country manages to crowd into a course of four years so extensive a curriculum. Yet, in addition to all the long hours spent in study and recitation, every cadet is obliged to master thoroughly all the intricacies of drill, minor tactics, the outdoor application of academic studies, and, in general, the essentials of a sound technical and military training. A young man there is obliged to rise at six o'clock every morning, except Sunday when he may stay abed until seven. Just enough time is allowed him in which to dress properly, and to "police" the room which he shares with one other cadet. "Policing" consists in what would be called chamber work in civil life, but in no hotel in the country is this work so systematically and tidily performed as by cadets, for in the army neatness is insisted on as one of the first duties of a soldier. By the time the police work is over, the battalion forms and marches to breakfast in the Cadet Mess Hall. After the meal, forty minutes are allowed for rest and recreation.



Trunk exercises develop the muscles of the back and legs

He Must Be Ready at Recitations,—no Excuse Will Be Received

Punctually at eight o'clock, the sections file to the various recitation rooms for the first recitations, an hour and a half in length. Sections alternate in hours. After eleven o'clock, recitations are an hour long. For two and a half hours in the morning, cadets are subjected to a long series of mental ordeals, the intervening hours being used for study. There is no chance for a cadet, even if he is so disposed, to shirk his recitations. He cannot offer the excuse of "not prepared." He *must* be ready. There is no hope for him to escape unnoticed in the recitation room, for each class is divided into sections, these sections consisting usually of eight men, and never of more than twelve. The professors and instructors have abundant time to draw out of each man just what he knows of the subject under discussion. Nor is there any hope of hiding ignorance by asking the instructor what he means by a question. All the professors and instructors are conversant with these little artifices of the class room, and such an attempt on the part of a cadet would be sure to rebound upon the offender's head. The motto for academic work is, "Every cadet every day;" and the standard, "Every cadet proficient in everything."

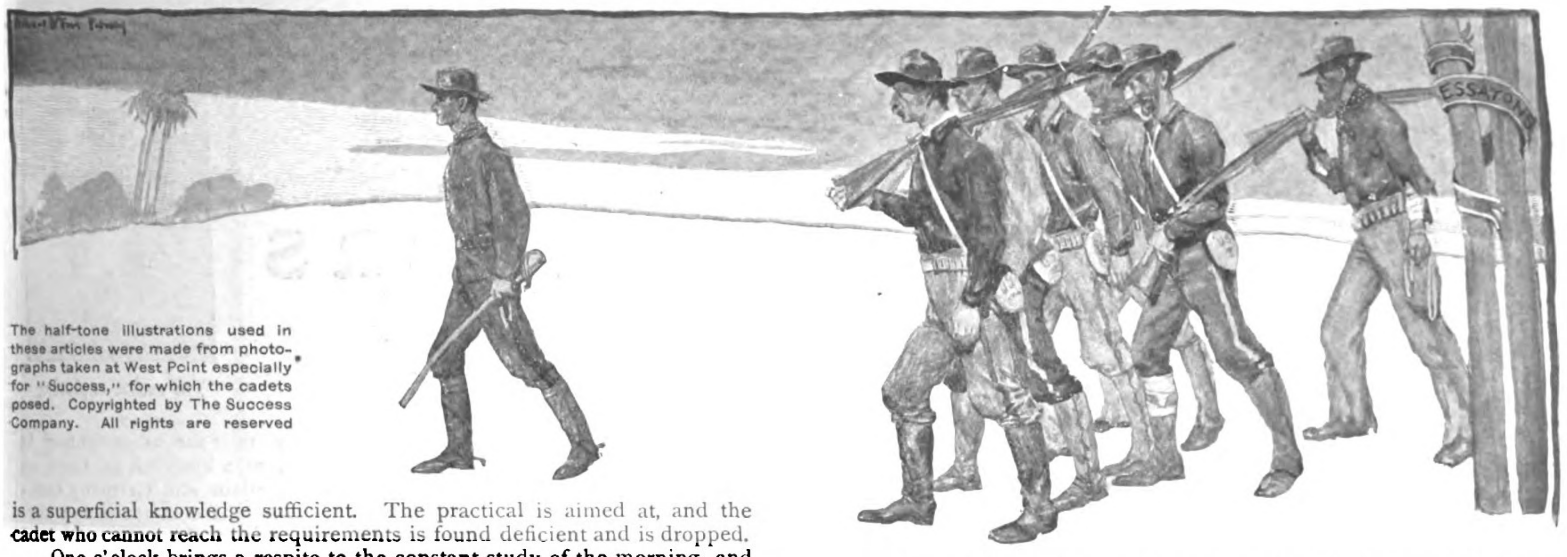
From this strain of five hours' mental work in the morning, the only cadet who can expect to escape is the one who answers the "sick call" at 7.10 A. M., and is excused from duty. If he is ill, the young man is taken into the Cadet Hospital; but, if his illness is slight, he is ordered to keep to his quarters, and is excused from all work until his name is stricken from the "sick report." Each cadet is supposed to make up the time lost when he becomes ill. If he cannot do this, he is either turned back to the class next below, or else is summarily dismissed from the academy for deficiency.

In all Studies, Practical Application Is Demanded

But, returning to the academic work of the morning, let us see what a young man who has entered the military service of the United States is called upon to endure. In the first year, he must perfect himself in algebra, geometry, trigonometry, conic sections, and surveying, and must study the English and French languages, also a part of infantry drill regulations and service of security and information. In the second year, he delves again into the realms of solid geometry, descriptive geometry, differential calculus, and the puzzling but useful domain of least squares. In addition, he must continue his study of French, take up Spanish, and begin mathematical and topographical drawing. The third year's academic work is even more severe, for he must get to work upon analytical mechanics, astronomy, wave motion,—probably the most bewildering of all studies,—chemistry, mineralogy, and geology. The course in drawing, too, is especially hard in this year, as it includes mechanical and architectural work, military landscape, ordnance drawing, engineering, and building construction. The fourth year's work includes military and civil engineering, and the building of field and permanent fortifications, the theory of attacking fortified towns or cities, the multitudinous details of that highly useful branch of military science known under the head of "organization and tactics,"—without which the best army cannot hope to succeed in the field over an enemy of nearly equal powers,—ordnance and gunnery, history, and all the principles of law that will serve an officer in command of troops. In none of these courses

Digitized by Google

West Point Makes Model Men *and* Superior Soldiers



The half-tone illustrations used in these articles were made from photographs taken at West Point especially for "Success," for which the cadets posed. Copyrighted by The Success Company. All rights are reserved

is a superficial knowledge sufficient. The practical is aimed at, and the cadet who cannot reach the requirements is found deficient and is dropped.

One o'clock brings a respite to the constant study of the morning, and "mess call" is sounded. Joining the battalion, outside of the barracks, he marches to mess hall, where dinner is served. It is made as merry an occasion as discipline will permit. Here the young man relaxes as much as is consistent with gentlemanly conduct. Freedom is the rule, and *badinage* goes back and forth, to the aid of good digestion, though one cadet officer at each table is responsible for the preservation of good order. At 1.40 o'clock, the young men are through with their meal, after which there come twenty minutes for recreation; which means, in most cases, that the cadets walk in the open air with their special chums, sometimes chatting about personal affairs, but more often letting off the steam of work that the morning's tasks have generated. At two o'clock the call sounds for a resumption of work in the section rooms.

Two hours more of strenuous brain work is followed by the call to drill, when the weather permits. This outdoor work is performed on the parade ground, and lasts until half past five; but, immediately after, call is blown for dress parade. An hour later, the battalion forms to march to supper, a meal that occupies thirty minutes.

Strenuousness Is a Mild Term for a Day's Work by Uncle Sam's Boys

Here the day would be expected to end, so far as work is concerned, by almost any young man in civil life. It is not so with a cadet. He goes to his room and studies as hard as he can for three hours. If he does not do this to sufficient purpose, he is dropped at the next semi-annual examination,—or, at best, is given a chance of catching up in the near future. Nighttime at the academy is a period given to poring over books for the next day's work, to the acquirement of needed information, the solving of difficult problems, and a review of studies in which the young man has already found himself deficient.

At ten o'clock the drum and bugle sound "taps," calling for all lights to be extinguished in cadet barracks. At the first note, the lights showing through the room windows begin to go out. They are superseded by other lights seen at the corridor and stairway windows as the cadet inspectors run from room to room to see that every young man is in bed as he is expected to be. There is a brief report from the cadet inspectors to the army officer in charge at the cadet guard house, to the effect that every young man has retired, and the barracks are wrapped in slumber.

Thus the day's round has been accomplished. Every cadet has had sixteen hours of waking life, and eight for sleep. Yet not all of this latter period of time can be secured for repose, for it is hardly natural that many of the young men should not remain awake and tossing for some time after the long, arduous "grind" of the day. Throughout the day, during the academic year, as much time as possible is given to practical instruction and other physical work, in the endeavor to give the young officer-to-be surcease from his severe brain-fag. In winter, except those attending riding in the riding hall, cadets have the time between four and a quarter to six o'clock each afternoon for recreation.

The Expectation *of the* Country is ever an Inspiration to a Young Officer

Manliness—physical, mental, and moral,—is the keynote of all training at the academy. It speaks volumes for the young men when it is understood that a cadet who is detected in a falsehood is ostracized by his comrades. This spirit of the corps is reinforced by the regulations of the academy, which provide immediate dismissal for lying or any other breach of the moral code. The young men at the academy are at all times imbued with a sense of the country's expectation that they will be trained as gentlemen, and that he who cannot reach this ideal has no place in the American army. Truthfulness and obedience are therefore made the prime requisites in a cadet, after which come mental and bodily training.

▲ ▲ ▲

The Detailed Course in Physical Culture at West Point

H. J. KOEHLER

[*First Lieutenant, U. S. A.; Physical Director, U. S. M. A.*]

"I BEG your pardon, sir; but, er—ah,—don't the cadets wear corsets?"

"Yes, madam," was the reply.

She turned to her companion, of her own sex, saying, triumphantly:—

"I told you so."

"I beg your pardon, madam," continued the officer; "but you didn't ask me of what the corsets are made, if I understood aright."



A perfect man

"Well, what are they made of?" asked his interrogator, in surprise.

"Muscles, madam."

Any man or woman can acquire, by the same proper exercise, the same kind of corsets, made only of muscles, that give a West Point cadet his enviably perfect waist, admirable carriage, and strength of body.

It is a principle now beginning to be generally recognized that there can be no real success in life without sound, practical, physical development. This is the keynote of the bodily training of a West Point man. Nowhere else in the world can a body of young men be found whose average muscular fitness reaches as high a standard as at the United States military academy. Those who have witnessed the erect carriage, superb bearing, and splendid strength of the cadets have been apt to wonder what process can so quickly transform young men. Yet there is no secret about the training. Any young man of the most ordinary physical powers can gradually acquire the strength, grace, and agility of a cadet, and thus lay the corner stone of manly success in life. A good physique is a requisite of physical heroism. This must be remembered by every young man who wishes to be bodily brave.

Expertness in swimming and fencing may be quickly acquired by any young man who will take the trouble to master these branches. When a cadet first joins a corps, he is taught these essentials of health and good carriage. Discipline is a factor of the greatest importance. The young man must obey every requirement to the smallest detail: he cannot slight a single movement in any exercise that is ordered. Pride and ambition play their parts. Surrounded on all sides by splendid specimens of physical manhood, the cadet grasps at every opportunity for the instruction that will make him bodily as admirable as his fellows. Yet "grind" is a word never thought of in connection with the West Point gymnasium system. The work embraces a vast field of simple exercises of all descriptions, which have been selected because of their value as a means to the end which this training is intended to attain.

Light, Active Exercise Is thoroughly Enjoyed by Every Ambitious Cadet

Simple though they be, they are all light, quick, and active movements, which do not fail to appeal strongly to any young man who has cast his lot with "those who live by their sword." The object of the exercise is for the moment forgotten in the endeavor to master some little undertaking for its own sake. Unconsciously, therefore, the young men are not only reaping the benefits to be derived from the work, but also, because of their interest, they are doing it without fatiguing their minds, which have been diverted from more serious things. In consequence, they leave the gymnasium mentally and physically refreshed. The drills that involve the hardest work are clothed in the guise of recreation. Even discipline, so inflexibly imposed in every other department of the academy, is here relaxed to the last degree consistent with soldierly obedience, and this lessens the strain upon the young man who has just come in from hours of exhaustive recitation.

Only for the "plebe," or first year's man, is the gymnasium drill prescribed. The upper classmen substitute riding and other physical work. The length of the drill is forty-five minutes, with frequent opportunities for rest. The instructor never permits the members of his squad to become mentally tired of an exercise. It is the primary aim to avoid all risk of physical or mental fatigue. If a cadet finds himself at all exhausted, he is permitted to drop out. "If you pant, feel faint or tired, or experience pain, stop at once, for it is nature's way of saying 'too much.'" This is a hard and fast rule in the gymnasium system of the academy.

There Is One Phase *of* Breath Drill that Is Absolutely Harmful

From the beginning, the utmost importance is attached to proper breathing, without which there can be no physical excellence. At the beginning and end of each drill the men are required to devote several minutes to inflating and deflating their lungs. They breathe slowly and deeply, inspirations being through the nostrils and expiration either by nose or mouth. Holding the breath until it can be no longer held is absolutely harmful. Inhalation may be accompanied by any part of an arm or shoulder exercise that will elevate and distend the thorax, such as raising the arms laterally, while that part of an exercise which tends to contract the walls of the chest should be accompanied by exhalation, as lowering the arms laterally from the

[*Concluded on pages 164, 165, and 166*]

Digitized by Google



Stewart Edward White





The author exploring

THE FUR TRADERS

A true story of the life and industries of the little British colony which Charles II. located in the Hudson Bay Country

STEWART EDWARD WHITE
[*Author of "The Westerners"*]

DURING fourteen days we had pushed through the unbroken wilderness. Sometimes we paddled our laden bark canoes across the stretches of magnificent lakes; sometimes we glided down broad rivers, or shot in the whirl of tumbling rapids; sometimes, through the tangle of a primeval forest, we carried all our belongings. We clung to the sides of precipices, we floundered waist-deep in swamps, we scaled abrupt hills, we picked our way gingerly over a chaos of knife-edged rocks jumbled into mighty cañons, or we stumbled and fell over long beaches of water-rounded bowlders. At night we slept on balsam or pebbles, as it happened. Each day we knew of big game,—moose, caribou, bear, deer, wolves. We feasted daily on the spoils of our guns and rods.

Always we were pushing northward. The days were getting longer. We were often asleep before darkness set in, and awake only after day had dawned. Finally, one evening, when the shadows were beginning to grow long across the mighty river, Jim paused to light his pipe.

"How far is it to Moose, Peter?" he asked.

Peter, the Indian, ruminated.

"Tursday," he decided, after some hesitancy.

Into *the* Land *of* Snow We Wended our Way

The days passed. We forgot Peter's prophecy. Thursday came. By noon we had reached the junction of the Abbitibe and the Moose, two great streams whose combination forms a waterway some four miles broad. The current was smooth and swift. As we ate our grouse, pork, beans, and galette, we made confident preparation for our arrival at the Hudson Bay post that afternoon.

But the wind sprang up dead ahead. In a short time it became a gale. We paddled desperately until the waves threatened to swamp our burdened canoes. Then Jim and I walked while the Indians poled. Even with the aid of the current, it was hopeless work. By supper time we had gone barely a dozen miles.

"Moose to-morrow," said we, cheerfully. We did not care whether we got there the next day or the next week. But Peter did. He had told his *saganash* that they should arrive Thursday. With their approval, or in spite of it, he meant to arrive.

So after supper we were ordered to push on again. Peter's limited English announced that the excursion was merely to get below the last rapids. We ran them. Then Peter indicated an island in the middle distance. We buckled down to the weary beat of paddling after a hard day. In time, Peter landed on the island and looked about him.

"*Ka' win ni shi shin,*" (no wood,) quoth he.

There were forests of it. Then we recalled the prophecy of the week before.

"Our aboriginal friend desires to beguile us to further exertions," said Jim. That is the way we talked in the presence of Peter and Jacob. Jacob knew only his native Ojibway, and Peter's English was simple. When we did not want them to understand us, long words were quite as effective as another language.

We Looked on Land that Might Inspire a Poet

Three times did Peter beach the canoes and look about him with an air of wisdom. Three times did he invent some flimsy objection to the spot. Finally, along toward midnight, he landed us on a narrow, sandy ledge, that was ill-adapted for a sleeping place.

"Hudson Bay post, quarter mile," he announced, with an air of triumph. He had kept his word. He wanted to show that he knew the place.

The next morning we took the trail with lively curiosity as to what we were about to see in this frontier settlement, which was the only white habitation for hundreds of miles. In a few moments the trees dwindled into brush. Instinctively we both stopped, in silent surprise.

Before us stretched the reach of a broad, fair meadow, sloping away and away into the blue distance of a great river. The meadow was lush with grasses almost waist high, and musical with bees. In the immediate foreground sprawled the tepees of an extensive Indian encampment; farther on a little church lifted its spire from beneath the shadow of a tree, and a group of white buildings about a flagstaff shimmered through the heat waves of a long half-mile. There brooded over the scene something lazily peaceful, something soft and languid, in such contrast with the stern wilderness through which we had struggled that, instinctively, the same thought leaped to our lips.

"Acadie!" we cried.

Such was our approach to and our first impression of Moose Factory, the great Hudson Bay post. Subsequently we added to that impression, amplified it, perhaps deepened the vividness of its colors a shade toward crudity, but in essence it remained the same.

The post of Moose Factory is situated on the extreme southern reach of the Hudson Bay known as James Bay. It can be visited only through the wilderness, as we had gone, or by sailing ships, by way of Hudson Strait. It consists of the stockaded warehouse, the storehouse, the factory, [A factory is the residence of a factor, just as a rectory is the residence of a rector. When the post is kept by a lesser official, it is called a house.] and necessary log dwellings for its inhabitants. It boasts of two flagstaffs, two brass cannon, two little ships of eighty tons burden, a fleet of *bateaux* for the coast trade, and of canoes for the interior. Naturally, a blacksmith, a carpenter and a gardener are well supplied with the tools of their craft and opportunities to use them.

A Czar Reigns here *and* All Obey Implicitly

The white population of Moose is one hundred and eighty-three. These are the rank and file. Then there are the officers, commissioned and non-commissioned. The Hudson Bay Company is organized on military lines. You enlist in it for a term of years; perhaps you win promotion. In time, with diligence, capacity, and a thorough knowledge of the Indian tongue, you may rise, step by step, from apprentice to clerk, from clerk to assistant trader, then to trader, chief trader, and, finally, to factor. Besides these there is also the doctor, who must understand, in addition to his ordinary profession, dentistry and veterinary treatment.

But the factor is the important man. It will be a little difficult for the modern dweller in a highly developed democracy to appreciate the autocratic power such an official wields. You must remember that Moose Factory is farther in time from New York than is Japan. It receives mail only three times a year,—once in the summer by canoes; once in the winter by dog sledge; and once by the annual sailing ship from England. All other communication is limited to the visits of just such adventurers as ourselves,—occurrences rare enough, certainly. Thus the laws, customs, and conventions of the outside world have no influence whatever on the inhabitants of a region as vast as the whole eastern United States. The Indians and the *coureurs du bois* may possibly have heard of other nations, but the true world-power to them flaunts in the red banner of the great Hudson Bay Company. The inhabitant of the white gabled house near the brass cannon is the absolute over-lord of a kingdom as large as Great Britain, France, Spain and Germany combined. He is the law. His commands are carried out as unquestioningly as those of any oriental despot.

As a consequence, he is esteemed a great man, and he so values himself. He maintains, rigidly, a certain social exclusiveness, ridiculous enough from one point of view, but natural from another. He is particular as to whom he receives at his house. At table, his guests are served rigidly in the order of their importance. When he visits the other posts, he travels in great state. During our stay, Mr. McTavish came down from Rupert's House. His canoe was thirty-six feet long, with a great red star painted on either bow. From the stern floated the banner of the company. Six paddles shot the craft along. Mr. McTavish reclined comfortably amidships. When he wished to sleep, he trailed his fingers over the side in the water, and was by this means able to detect any slackening of the canoe's speed. He was always lifted ashore by his Indians, whenever the nature of the landing prevented his stepping dry-shod.

The Annual Mail Ship Is a Novelty

To be seen talking intimately with a factor is a passport to all men's respect. We could notice a more distant awe in even the wily Peter after we had dined once or twice at the factory. Probably no Indian chief ever swayed absolutely so wide a domain, comprising, as it does, over eight hundred thousand square miles.

To be sure, that domain is a lonely one. In all its wide extent there exist but four settlements, of which Moose, with its scant two hundred, is the largest. They are all situated on the shores of Hudson Bay, at Fort George, Rupert's House, and Albany House. The interior of the country is untrekked, except by the wild animals and the Indians. But, on the other hand, he holds the destinies of its people and those who may venture into its country entirely in the policy of his individual judgment.

Life at Moose has the picturesqueness of the Far North. The great event of the year is the arrival of the sailing ship, "Lady Head," from England. She brings the supplies for the ensuing year, and takes away the season's pelts. At the time of our visit, some five hundred Indians and half-breeds were gathered in expectation of her appearance. This one ship supplies the four posts mentioned. The Hudson Bay people have to decide two years ahead on their probable necessities.

After the departure of the "Lady Head," the two sailing ships of eighty tons carry to Fort George, Rupert's House, and Albany, their share of the cargo. The Indian trappers attached to each of these posts are provisioned to the amount of two hundred "beaver" (one hundred dollars,) and sent out into the forest. "Brigades" are formed to push out into the rivers for the establishment of winter trading posts in the interior.

Winter Ports Are Important Centers

A brigade is a fleet of canoes under command of an officer of the company. As soon as the nights become frosty, it lands, with its supplies for consumption and barter, and sets out on its long journey up the rivers, lakes, and portages of the great interior country. The winter posts are usually built on some bold point at the junction of two rivers, or the head of a lake, where the trader settles down to the long northern winter. From time to time the Indians visit him to procure traps, material, ammunition, or provisions, in exchange

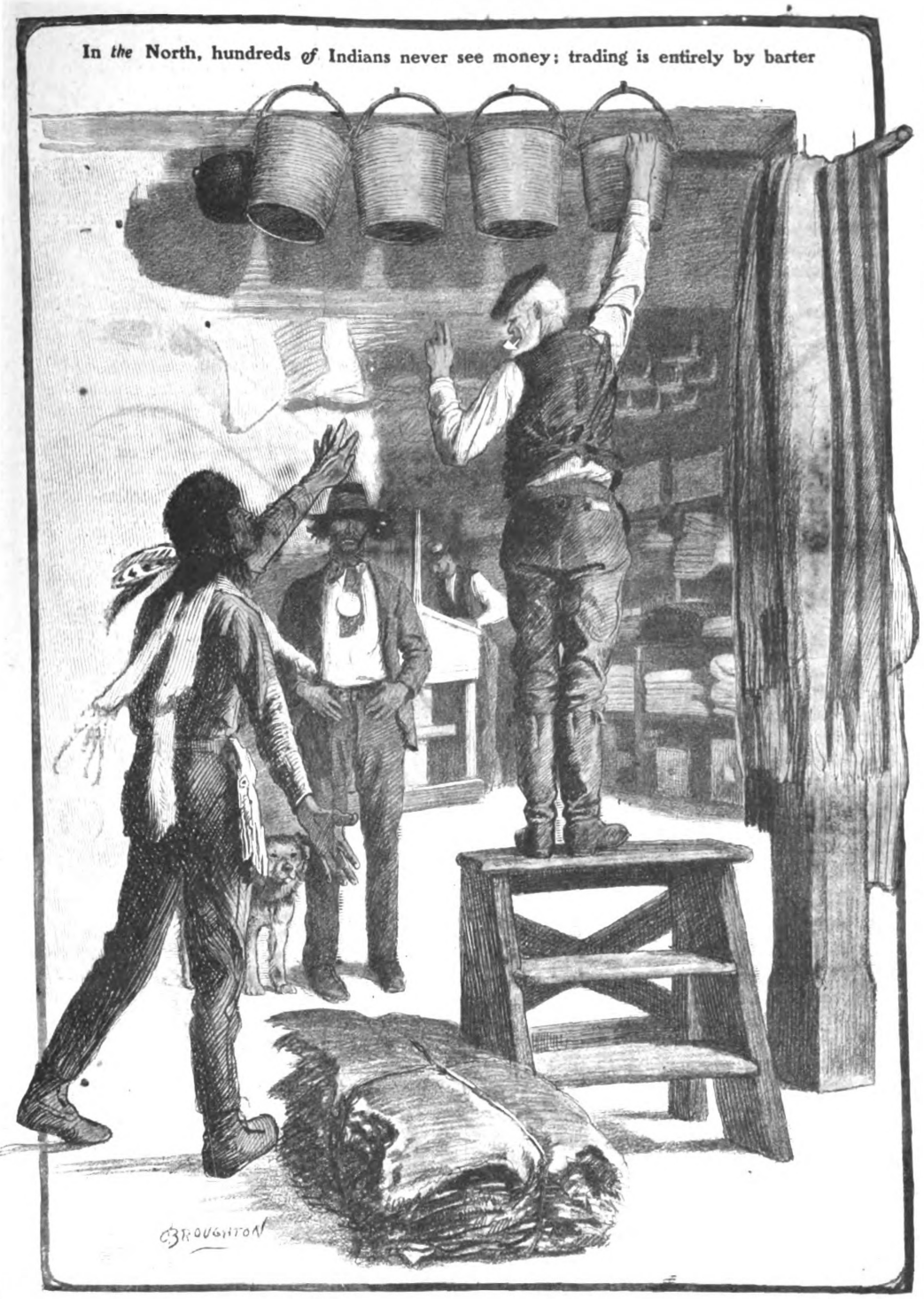
Digitized by Google

for pelts. Besides these, he sees, from early autumn to late spring, no living beings but the wild animals of the forest.

Then, in the spring, his brigade appears again, working its way painfully against the freshet. The pelts are stowed aboard, the simple utensils are put in a *cache*, and the post is left to the squirrels and jays until the following winter.

Thus each year, in regular pulsation, the flood of trade spreads out from and shrinks back to Moose as the heart of the system. The Indian brings his fur to the winter post, the trader conducts it on a weary journey down the river to Rupert's House, or Albany, or Fort George. Then the "Mink," the larger of the two sailing vessels, collects it and transports it to Moose, there to await the arrival of the "Lady Head." Of course, every one of the four main posts has its bands of Indians attached especially to it, who do their trading only with headquarters. The winter posts feel out into the remotest fastnesses of the wilderness.

In this manner the company manages to collect the season's catch. The Indians are still in the old tribal state. Their lives conform nearly to the customs of a hundred years ago. They live entirely by the chase, dwell in tepees or wigwams, speak only Ojibway or Cree, and are worshipers of the old gods. Old tribal laws remain in force. Each hunter has his district, in which he alone is privileged to take fur. He is justified in shooting a trespasser on his rights, and does so invariably, if the trespass is other than that of a voyager obtaining his transient food supply. So, curiously enough, the company is able to keep count of its numerous and savage debtors.



In *the* North, hundreds *of* Indians never see money; trading is entirely by barter

"Don't you find it a risk to let these Indians have credit of a hundred dollars in advance?" I asked of Mr. McDonald, the trader, at Brunswick House, a post in the Nipissing.

"No," he answered. "In general, the Indian is honest. I never knew of but one Indian who was a liar. Often I have had a family, far outlying, send in a runner to inform me that luck had been poor, and that, as it could not pay its debt, it would stay out until the following year. The man would travel several hundred miles merely to tell me this, so I would not think his people defaulters. In addition to this virtue of honesty, we have another safeguard. We know the district in which each man hunts. He cannot go to another for fear of being shot by the rightful ranger. We would send out an expedition, and bring him in. We lose very little on our advance payments."

In this Large Family, Social Brotherhood Is Observed

This facility breaks down in the case of the one tribe centralized at Moose. These Indians seem to be more civilized, or, rather, more sophisticated, than their brethren. Few of their tribal customs are still adhered to, and the divisions into hunting districts have disappeared. Mr. Broughton, the factor, told me that this results mainly from the fact that the tribe is one of relationships. Every man is a cousin, more or less remote, of every other man. So, when an Indian falls upon barren ways, and becomes especially "hard up," his neighbor is likely to invite him over on his own hunting ground. This is very generous and noble, without doubt, but it has gradually wiped out the old boundaries, until now the Moose Indians roam at will throughout the limits of their lands.

Official Trade News Is not often Made Public

"It makes it impossible to protect the beaver," exclaimed Mr. Broughton. "At the other posts, each Indian knows not only the location of every dam in his grounds, but also how many beaver each contains. He takes a few from each dam, and so maintains the supply. Down here, when a trapper comes upon a dam, he cleans it out on the principle that, if he doesn't, somebody else will."

Mr. Broughton is also inclined to ascribe the degeneration of the Moose Indian to the fact that he is given employment in the hay fields during the summer, whereas all other Indians are out in the woods.

"They make a little,—enough to keep them in pork for a while,—and, as a consequence, they will not hunt."

The few Indians about Moose, however, are but as hundreds among the thousands that inhabit the great North. All about that region, the old backwoods Indian lives his life of the open air, and exercises that marvelous skill in woodcraft which made his ancestors famous.

The company, through Albany and George, is brought into contact with the Eskimos, or "Huskies," as they call them. We did not see any of the latter, as during the summer months they push farther north, but the traders unanimously approve of them.

"They are honest and truthful, and deal with you 'square,'" one told me. "You have to handle them carefully, though: they're proud!"

Trading is entirely by barter. I do not suppose there are, in the whole Far North, a hundred Indians who have ever seen a piece of money. The standard is the "beaver." A "beaver" is not the price of a beaver pelt to-day, but is an arbitrary unit adopted two hundred years ago. So a beaver skin is, to-day, most anomalously, bartered for a credit at the company's store of four "beaver." As near as I could determine, a "beaver" is worth somewhere about fifty cents.

The Indians get only fair prices for their skins. Information as to this point, and as to the total value of the cargo shipped each year, is exceedingly difficult to obtain. The company's officers shut up like clams when the subject is introduced. From outside sources I gathered that the Indians certainly do not get the best of the bargain. Again, I learned that a family should bring in about two hundred beaver pelts in a season, and other furs in proportion. Likewise, from the same *on dit*, I heard that the outgoing cargo of pelts will this year be valued at about three hundred thousand dollars, the buying price. But all of this is unofficial.

You can learn very much that is not official. The French and the half-breeds sometimes have a great deal to say in the confidence of a camp fire, and they say it with a unanimity that lends to it a certain interest, if not a blind credence. They will tell you of a system of peonage, instituted long ago, by which the Indian, being always in debt, is bound always to bring his peltries to the company. They will tell you of offenders against the company's power who have been given starvation rations and sent to struggle out of the wilderness in a minimum number of days.

In the old days, the company had a charter monopoly on all trade in the North. The charter was good for two hundred years, and expired in 1870. Since that time, the company has stood on the same legal footing as any business firm. Technically, anybody has the right to visit any part of Canada, and trade with any Indian who may have fur to sell. In reality, the company's monopoly —in the backwoods,—is as ironclad as ever. It retains the monopoly merely because it controls the food supply. All it has to do is to withhold food. Its rival must leave the country, and the disloyal trapper who has sold him furs has also to seek new hunting grounds beyond the limits of the company's power.

Bitter Competition Existed between Rival Companies

Until there arises a trade rival sufficiently powerful to establish a complete system of supply posts, and a method of furnishing them, in close enough proximity to permit the easy passage of its trappers from one post to another, the Hudson Bay Company will remain absolute master of its vast territories. The American Fur Company and the Hudson Bay Company for many years carried on a bitter, relentless war in the depths of the wilderness. Forts were established, taken, and retaken; trappers were waylaid and murdered; several pitched battles were fought. But the Hudson Bay Company finally

Digitized by Google

won, and has lived without a rival ever since.

We experienced a slight taste of this distrust on our arrival at Moose. At first, the place seemed deserted. After a time, a bearded man appeared on the veranda, overlooking us. We had not met a white man for weeks, and were glad to see him.

"Good morning!" we cried, cheerfully.

"How do," he answered, gruffly, and looked us over deliberately, from head to foot, without altering his pose. Then he turned into the building again, leaving us standing there.

Even if *the* Fare Is Limited, One Can Enjoy Life

We were irritated. In a moment, another man, somewhat older, appeared. He deigned to approach, asked our names, and shook hands. Then he questioned us closely. When, after twenty minutes' talk, it dawned on him that we were really out for a pleasure trip, were not traders with a genius for lying, and did not care for the unbought pelts in northern Canada, he became more agreeable. The other men also came out of their retirement, and we were treated better than we had dared to hope.

The social life of Moose, while limited, is very pleasant. Many of the luxuries of life are possible because of the annual sailing ship, and the army and navy catalogue is often referred to before the final list is made out. The table service and plate are good, the linen fine, the furniture, rugs, and pictures just what you would expect in a well-furnished home anywhere. Though the fare is limited to game, salt meat, potatoes, rice, beans, and preserved goods, it is well served.

One of our most pleasant recollections is of the wide, low, heavily-timbered room, with its capacious fireplaces and its pleasant outlook over the bay. Down the center of the room was a hewn table, flanked with massive wooden chairs. At this table were usually seated the factor, an elderly, jovial man, with a white beard, and a wonderful knowledge of the country, in which he had lived for forty-one years as servant of the company; the trader, a tall, dark, handsome Frenchman, speaking little, and then in a low voice; the clerk, a black-bearded Scotchman, usually silent; the doctor, who looked like Brigadier General Fred Funston, and possessed the same nervously forceful and belligerent character; and, finally, a younger son, in his second year of apprenticeship. The wives of these men ate in another room.

We were served rigidly in the order of precedence. Subsequently, we learned from the doctor—who is an American, and not devoid of humor,—that a long and anxious discussion had taken place, the evening before, as to whether Jim or I was the captain of our poor little expedition. The question was debated much, but no conclusion reached; so, finally, it was decided to invite us twice, in order that we might each have a chance at the honored right hand of the host. As a matter of fact, we did not ourselves know which was the captain.

The trade in fur is by no means at so low an ebb as most people suppose. In addition, the company carries on an active trade from four other centers of like rank. Two of them govern even greater possessions than the Moose district. Each has its subordinate posts, or houses, which, in turn, push out into the great Northwest their feelers in the shape of winter posts. A glance at the map will show the almost inconceivable extent of territory explored by the servants and trappers of the company. It must be remembered that Canada's area is greater than that of our forty-five states and five territories, and that from two thirds to three quarters of it is absolutely unsettled. The conditions, methods of travel and mode of life in the great interior are those of a hundred years ago.

Expansion Is still *the* Old Company's Watchword

But along the lines of civilization, the Hudson Bay Company is beginning to engage actively in a variety of other industries. The old charter gave license to trade of every kind. Now, at Winnipeg,—the headquarters,—Calgary, and a host of smaller towns, the company has opened big department stores for the sale of "everything." The policy of the directors to-day is one of expansion. In the next fifty or one hundred years, as the fur trade gradually declines, it is the company's intention to extend in other lines.

An ever-available source of wealth to this ancient concern is its power and influence over the Indians. When it surrendered its exclusive charter, in 1870, it at the same time conceded its domain formally to the Canadian government. In exchange, an agreement was entered into that hereafter the company is to own one twentieth of all land that may be surveyed. What this means, in the way of future valuable realty, only those who, like ourselves, have spent a summer in penetrating one little, insignificant corner of the magnificent northern wilderness, can know.

PRESIDENT PALMA'S PLEA FOR CUBA

An interview given to F. C. Iglehart by *the* recently elected president *of the* Cuban Republic

Bankruptcy will come to *the* natives, he says, unless *the* United States reduces *the* sugar tariff

GENERAL TOMAS ESTRADA PALMA, the first president of the Republic of Cuba, has had his home for nearly twenty years at Central Valley, New York, a village about forty miles from New York City. Electors favorable to his candidacy were chosen without opposition, December 31, 1901, and two days later I had the pleasure of an interview with him at his New York residence. The estate comprises twenty-five or thirty acres, beautifully situated at the foot of the Ramapo Mountains. The house is a large four-story, modern building, occupied in part by a school, the Estrada Palma Institute. In front of the house is a row of weeping-willow trees, and in proximity is a pretty pond on which skaters were having great sport on the day of my visit.

The porch door was opened by General Palma, whose greeting was democratic and cordial. Had I not made a study of his picture, I should have been surprised at his appearance.



TOMAS ESTRADA PALMA

In complexion, and in color of hair and eyes, he is far from being a typical Cuban; but, nevertheless, he is a thoroughbred one. Physically, he is below average height, but is well built, with broad shoulders. He was so polite and so modest, and at the same time so dignified, that I felt in the company of a man not only kindly, but also of large intellectual and moral stature, and two hours of conversation with him confirmed this impression.

Seated in his office, I said to him: "General, I wish to congratulate you on your election, and I am glad that the people have shown a just recognition of your lifelong devotion to the cause of Cuban freedom." As he thanked me, he placed his hand on a high stack of telegrams, and said: "These contain the same kind of sentiments you express, and have come from all parts of Cuba and this country."

It is well known that the general dislikes to talk about himself; but I told him that I had also come to obtain some information about him, personal as well as political, and that, as he now belongs to the public in a wider sense than ever before, the people would doubtless prefer his own words to those of a visitor.

To a Noble Mother He Owes his Great Patriotism *and* his Dauntless Courage

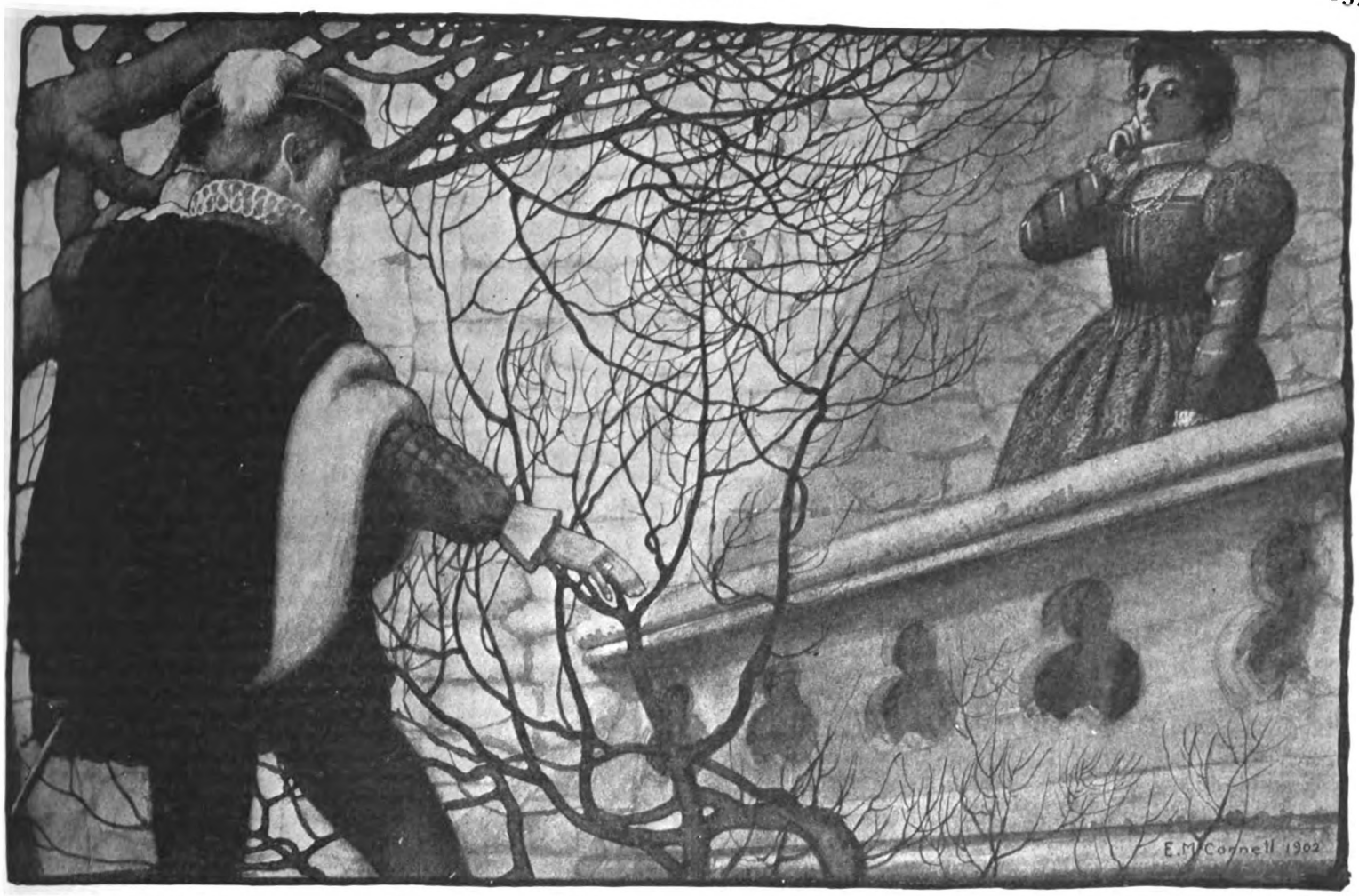
"Very well," he replied, "I will give you my story briefly. I was born in Bayamo, Province of Santiago, in 1835. My father died when I was a boy, and I was left entirely to the care and training of my mother. Every true son has the highest respect and love for his mother, but I have a special cause for gratitude, as my mother was one of the truest and best of women. What little I am, and what little I have done for my country, I owe to her. I was the only child, and she lived for me. She taught me the path of rectitude, and my love for freedom she breathed into my spirit from her patriotic soul. After my preliminary education, I prepared for the law at the University of Havana. Before graduation from the law school, however, my guardian died and I was compelled to return home and take charge of the large properties which my father had left me. As a young man, I took a deep interest in the general movement on the island to secure more liberal reforms from Spain. We were not planning insurrection, but internal reform. The Spanish government refusing, however, to grant any concessions, we concluded that it was necessary to appeal to arms to redeem the island from the oppression of the Spanish yoke. The war for Cuban independence broke out in 1868. I was elected a member of the Chamber of Representatives of the republic just proclaimed. This legislative body appointed some of its members delegates to the army, and they were often called upon to take part in the conflicts on the field. I was one of those military delegates. In 1876, I was elected president of the republic, and in October, 1877, after several days of severe fighting, I was taken prisoner and sent to Spain, where I was imprisoned in the famous castle of Figueras, not far from the Pyrenees. I had spent about nine years in the saddle of war, and was dreary of heart at the outlook for my country. In February, 1878, the Cubans and Spaniards made an agreement of peace, called the compact of Lanjon, and in June of the same year I was set free. I must say that, during my imprisonment, I was treated kindly. The Spanish government wished me to go to Cuba to aid the captain general in affirming the treaty of peace and in promoting the work of reconstruction, and many flattering promises were made to me if I would comply with the request. Among other things promised was that I should have restored to me my estates, which had been levied upon by the Spanish government. But I brushed all the fair promises aside, and resolved that I would never set foot on the soil of Cuba so long as it should be under Spanish rule. I desired no personal revenge against Spain. I accepted, as a man should, the issues of war; but, as the ex-president of a people that deserved to be free, I was unwilling to bend my head an inch to the Spanish, and I did not even go to Madrid, as was desired of me, to confer with the authorities, but went from the prison to Paris. I had so little money that I was compelled to travel as a third-class passenger.

In his Cozy New York Home, Plans Were Made for *the* Liberation *of* Cuba

"In Paris, I received money from the Cuban Junta in New York, and then came to the United States. It is not likely that I should have been released as soon as I was had it not been for the tender and earnest intercession of the mother of General Garcia. He and I were from the same town. For his conspicuous leadership in the revolution, he also had been sent to Spain, and imprisoned at Barcelona. His mother went to Spain and pleaded with the authorities for the release of her son. While so doing, she remembered me and procured my freedom. She is a finely educated, noble, patriotic woman, now in advanced years, and is most highly honored. Being convinced of my inability to do anything for Cuba in the United States, I went to Honduras, where I was appointed postmaster general; afterwards I was principal of the Normal School supported by the government. In the capital of the country, I married the daughter of President Quardiola, who had died in 1863. But my heart was all the while longing for my native island, and I determined to return to the United States, where I might possibly render some service in its liberation. I established this school in Central Valley for boys and young men of the Spanish-American countries, and it has been successful. This house has been a home for my family, and, from the start, has been the scene of incessant plans for the liberation of Cuba. About the time I came here, I united with Josè Marti in plans for another uprising. The last steps for the movement which broke the power of Spain in Cuba were arranged in this house by Marti, General Gomez, and myself. According to those plans, a second war began February 24, 1895. Marti was killed May 11, 1895, and I was elected, in the beginning of July, delegate of the Cuban Emigration, to look after the interest of the Revolution. In September, the Cuban provisional government appointed me its general agent and diplomatic representative in the Exterior. For four years I was the head of the delegation,

[*Concluded on pages 169 and 170*]

Digitized by Google



THE KING WEDS

One of the remarkable and sprightly adventures of James V., the Merry Monarch of Scotland, in a gallant effort to win a beautiful French bride

ROBERT BARR

EVEN a stranger in Stirling must have been impressed with the fact that something unusual was afoot. Inquiry soon solved the problem of the decorations and the rejoicings. James V., the most popular king of Scotland since the days of Robert the Bruce, was about to marry, and nearly all of his subjects thought it was time, for he had reached the mature age of twenty-six, and monarchs are expected to marry somewhat earlier than other folks. As the king, with a splendid retinue, was to depart at the beginning of the year on a journey to France to claim his bride, the capital city flung its bunting to the breeze, and the inhabitants thereof were joyful; indeed, all Scotland was following the example set to it by Stirling, for the marriage was extremely well liked throughout the land.

The king's father had linked himself to an English princess, and the Scottish people thought little of her. The precipitate marriage of the queen, only a few months after her husband's death, still further lowered her in public estimation. The Scottish people had slight regard for Margaret of England, and were glad when her son refused the offer of his uncle, Henry VIII., to provide him with a wife. Indeed, James was the most sought-after young man in the world, so far as matrimony was concerned. The pope, who then addressed him as Defender of the Faith, had a favorite candidate for his hand. Henry VIII. was anxious that he should have all England from which to choose his bride. The emperor, Charles V., wished him to marry Princess Mary, of Portugal; Francis I., of France, was eager to supply him with a well-dowered bride. Never before had a youth such an embarrassment of choice, but James decided that he himself would go a-wooing to France, and his subjects universally applauded his preference. James's elderly relative, John, Duke of Albany, had married the heiress of De la Tour d'Auvergne, and the young king resolved to follow his example. Aside from this, James, in a manner, was pledged, from the time he was three years of age; for Albany, when regent of Scotland, had promised France that the young ruler should seek his consort in that country; so there had been chosen for him Mary, daughter of the Duc de Vendôme, who was reported beautiful, and, what was more to the purpose in a thrifty nation, was known to be wealthy.

This courting by all Europe might have turned the head of a less sensible young man than James, but he well knew the reason that so many distinguished persons desired his alliance. Henry VIII. was at loggerheads with France; the Emperor Charles and Francis I. were engaged in one of their desultory wars, the advantage, as usual, inclining rather toward the emperor. Scotland was at peace within and with all the world without. The Scots were excellent fighters in whatever part of the world they encountered an enemy, and the strong fleet which James IV. had built was augmented by his son, and might prove a powerful factor in European politics. France and Scotland had long been traditional friends, and so this new mating aroused enthusiasm in both countries.

Thus Stirling put on gay attire, and her citizens went about with smiles on their faces, all except one, and that one was James, who became more and more gloomy as the time for his departure approached. He had no desire to take upon himself the responsibilities of the matrimonial estate, and had postponed and re-postponed the fateful journey; but, at length, he saw that it must be taken, or a friendly country, one of the proudest on earth, would be deliberately insulted in the face of the world. His subjects were getting restive, and he knew as well as they that a disputed succession in the event of his early death might lead to a civil war. So, making the best of the hard bargain which is imposed on princes, where what should be the most endearing ties of human affection are concerned, James set his face resolutely toward the south, and, attended by a brilliant escort, sailed for France. After a stormy voyage the royal party landed in France and was met by a company of nobles, only less splendid than itself in that a king was one of the visitors. Francis had remained at Loches, to welcome his brother sovereign at that great and sinister stronghold, where the court of France was then sitting. Both time and weather seemed unpropitious for a joyous occasion. News had arrived at Loches that the French army had suffered defeat in its invasion of the Duke of Savoy's territory, and these tidings exercised a depressing influence on the welcoming delegation.

As the united escorts of France and Scotland set out on their journey to Loches, a flurry of damp snow filled the air, raw from off the channel, and the road proved well-nigh impassable through depth of mud. The discontented countenance of the king, who was wont to be the life of any party of which he was a member, lowered the spirits of his Scottish followers to the level of those saddened by military defeat, and the horsemen made their way through the quagmires of northern France more like a funeral procession than as wedding guests.

At the castle where they halted, at the end of the first day's journey, the king speedily retired to the apartment assigned him, without a word of cheer even to the most intimate of his comrades. The travelers had journeyed but about twelve leagues from the seacoast, and darkness had set in before the horsemen clattered through the narrow streets of a little town and came to the frowning gates of the great castle, whose huge tower, in the glare of numerous torches, loomed up white against the black, wintry sky. The chief room of the suite reserved for the king was the only cheerful object his majesty had seen that day. A roaring bonfire of bulky logs sent a flickering radiance on the tapestry that hung along the wall, almost giving animation to the knights pictured thereon, sternly battling against foes in anger, or merrily jousting with friends for pleasure at some forgotten tournament.

The king, probably actuated by the military instincts of his race urging him to get his bearings, even though he was in the care of a friendly country, strode to one of the windows and looked out. Dark as was the night and cloudy the sky, the landscape was, nevertheless, etched into tolerable distinctness by the snow that had fallen, and he saw, far beneath him, the depths of a profound valley, and what appeared to be a town, much lower than the one through which he had just ridden. The stronghold appeared to stand on a platform of rock which was impregnable, at least from that side. James turned from the wintry scene outside to the more alluring prospect within the apartment. A stout oak table in the center of the room was weighted with a sumptuous repast, and the king, with the stalwart appetite of youth and health, augmented by a tiresome journey in the keen air, forthwith did ample justice to the food that had been provided by his unknown host. The choice viands helped to dispel the depression which had settled upon him, and the outside glow of the great fire supplemented the inward ardor of good food.

Digitized by Google

The king drew up his cushioned chair to the blaze, and, while his attendants speedily cleared the board, a delicious drowsiness stole over him. He was partially aroused from this by the entrance of his poetical friend and confidant, Sir David Lindsay.

"Your Majesty," said the rhymester, "the constable of these towers craves permission to pay his respects to you, extending a welcome on behalf of his master, the king of France."

"Bring him in, Davie," cried James, "for in truth he has already extended the most cordial of welcomes, and I desire to thank him for my reception."

Soon after, Sir David Lindsay ushered into the room a young man of about the same age as the king, dressed in that superb and picturesque costume which denoted a high noble of France, and added the luster of fine raiment to the distinguished court of Francis I. The king greeted his visitor with that affability which invariably drew even the most surly toward him, without relaxing the dignity which is supposed to be the heritage of a monarch.

"I am delighted to think," said the newcomer, "that the king of Scotland has honored my house by making it his first halting place in that realm which has ever been friendly to his country."

"Sir," replied James, "the obligation rests entirely upon me. After a stormy voyage and an inclement land journey, the hospitality of your board is one of the most grateful encounters I have ever met with. I plead an ignorance of geography which is deplorable, and cannot in the least guess where I am, beyond the fact that the boundaries of France encompass me."

"I shall not pretend," said the young man, "that my home is unworthy even of the distinguished guest which it now holds. Your Majesty stands within historic walls, for in an adjoining apartment was born William, the founder of a great race of English kings. Scotchmen have defended this castle, and Scotchmen have assaulted it, so that its very stones are linked with the fortunes of your country. Brave Henry V., of England, captured it, and France took it from his successors. My own relatives, like the Scots, have both stood its guard and have been the foremost through a breach to sack it. I am but now employed in repairing the ravages of recent turmoil."

Here the king interrupted him, as if to mend the reputation of ignorance he had bestowed upon himself.

"I take it, then, that I speak to one of the renowned name of Talbot, and that this fortress is none other than the castle of Falaise?"—and the king impetuously extended his hand to him. "We both come of a stormy line, Talbot. Indeed, we are even more intimately associated than you have hinted, for one of your name had the temerity to invade Scotland in the interests of Edward de Baliol,—yes, and successfully, too."

"Ah, your Majesty, it does not become the pride of our house to refer to Richard Talbot; for, three years later, the Scots took him prisoner, and he retired, defeated, from that country."

"Indeed," replied the king, gayly, "if my memory serves me truly, we valued your valiant ancestor so highly that we made the king of England pay two thousand marks for him. We Scots are a frugal people; we weigh many of the blessings of life against good, hard coin, and, by St. Andrew of Scotland, Talbot, I hold myself to-day no better than the rest; for, speaking as a young man to a young man, I think it unworthy of either king or peasant to take a woman to his bosom for aught save love of her."

"In that I cordially agree with your Majesty," said Talbot, in a fervor that made the king glance at him with even more of sympathy than he had already exhibited. A wave of emotion seemed to overwhelm the sensitive James, and to submerge, for the moment, all discretion; he appeared to forget that he was speaking to a stranger,—to one foreign to him,—yet he rarely mistook his man, and in this case his intuition was not at fault. To lay bare the secrets of his heart to one who was unknown to him shortly before was an experiment of risk; but, as he had said, he spoke as a young man to a young man, and healthy youth is rarely cynical, no matter to what country it belongs. The heart knows nothing of nationality, and a true man is a true man, from wherever he hails.

James sprang to his feet and paced the long room in an excess of excitement, a cloud on his brow, and his hands clinching and unclinching as he walked. Equally with the lowest in his realm, he felt the need of a compassionate confidant. At length, the words poured forth from him in an ecstacy of confession.

"Talbot," he cried, "I am on a journey that shames my very manhood. I have lived my life as others of my age, and, whatever of contrition I may feel, that rests between my Maker and myself. I am as He formed me, and, if I was made imperfect, I may be to blame that I have striven so little to overcome my deficiency; but, I say it here, I never bought another, nor sold myself. Now, on the contrary, I go to the loud market place; now I approach a woman I have never seen, and who has never seen me, to pledge our lives together, the consideration for this union set down on parchment, and a stipulated sum paid over in lands and gold."

The king stopped suddenly in his perambulation, raised his hands, and said, impressively:—

"I tell you, friend and host, I am no better than my fellows, and worse than many of them; but, when the priest mutters the words that bind, I say the man should have no thought in his mind but of the woman who stands beside him, and she no thought in hers but of the man in whose hand she places her own."

"Then why go on with the quest?" cried young Talbot, with an impetuosity equal to that of his guest.

"Why go on? How can I stop? The fate of kingdoms depends on my action. My honor is at stake. My pledged word is given. How can I withdraw?"

"Your Majesty need not withdraw. My master, Francis, is the very prince of lovers, and every word you have uttered will awake an echo in his heart, although he is our senior by twenty years. If I may venture to humbly offer such advice as occurs to me, I should tell him that you have come to France not to be chosen for, but to choose. France is the flower garden of the human race; here bloom the fairest lilies of womanhood, fit to grace the proudest throne in Christendom. Choice is the prerogative of kings."

"Indeed, Talbot, it is not," said the king, dolefully.

"It should be so, and can be so, where a monarch boldly demands the right exercised by the meanest hind. Whom shall you offend by stoutly claiming your right? Not France, for you will wed one of her daughters; not the king, for he is anxious to bestow upon you whomsoever you may prefer. Whom, then? Merely the Duke of Vendôme, whose vaulting ambition it is to place a crown upon the head of his daughter, though its weight may crush her."

The king looked fixedly at the perturbed young man, and a faint smile chased away the sternness of his countenance.

"I have never known an instance," he said, slowly, "where the burden of a crown was urged as an objection, even by the most romantic of women."

"It would be so urged by Mary of Vendôme, were she allowed to give utterance to her wishes."

"You know her, then?"

"I am proud to claim her as a friend, and to assert she is the very pearl of France."

"Ha! you interest me. You hint, then, that I come a bootless wooer. That is turning the tables, indeed; and now you rouse an emulation which, heretofore, was absent in me. You think I cannot win and wear this jewel of the realm?"

"That you may wear it, there is no doubt; that you may win it is another matter. Mary will place her listless hand in yours, knowing that thus she will please the king and her father, but it is rumored that her affections are fixed upon another."

"Sir, you stir me up to competition. Now we enter the lists. You bring the keen incentive of rivalry into play."

"Such, your Majesty, was far from my intention. I spoke as a friend of the lady. She has no more choice in this bargain than you deplored the lack of a moment since."

Gloom again overspread the king's face.

"There lies the trouble," he cried, impatiently. "If we could meet on even terms, as plain man and plain woman, then, if I loved her, I would win her, were all the nobles of France in the scales against me; but I come to her chained, a jingling captive, and she approaches me alike in thrall. It is an execrable fate, and I chafe at the clanking links, though they hold me, nevertheless, and all my life I can never be sure of her; the chiming metal will ever be between us. I come in pomp and display, as public as the street I walk on, and the union is as brazen as a slave market, despite cathedral bells and an archbishop's blessing. Ah, well, there is nothing gained by ranting. Do you go to Loches with me?"

"I follow your Majesty a day later, but hope to overtake you before you are well past Tours."

"I am glad of it. Good night! I see you stand my friend, and, before this comes to a climax, we may have need to consult together. Good night! good night!"

Early the next morning the itinerants were on horseback again, facing southward. The day was wild and stormy, and so was the following one; but, after leaving Tours, they seemed to have entered an enchanted land, for the clouds were dispersed and the warm sun came forth, endowing the travelers with a genial climate like late springtime in Scotland. As they approached Loches, even the king was amazed by the striking sight of the castle, a place formidable in its strength, and in its extent resembling a small city.

The gay and gallant Francis received his fellow monarch with a cordiality that left no doubt of its genuine character. The French king had the geniality to meet James in the courtyard, and embraced him at the very gates as soon as his visitor had dismounted from his horse. Notwithstanding his twenty years of seniority, Francis seemed as young as the Scottish king.

"By Saint Denis, James," he cried, "you are a visitor of good omen, for you have brought fine weather with you, and the breath of spring."

The two rulers stood together in the courtyard, entirely alone, for no man dared frequent their immediate neighborhood; but, in a circle some distance removed from their center, the Scots and the Frenchmen fraternized together, a distinguished assemblage of a thousand or more, and from the balconies beautiful ladies looked down on the inspiring scene.

The gates were still open, and the drawbridge down, when a horseman came clattering over the causeway, and, heedless of the distinguished audience, which he scattered right and left, amid curses on his clumsiness, drew up his foaming horse in the very presence of royalty itself.

Francis cried out, angrily, at this interruption:—

"Unmannerly varlet, how dare you come dashing through this throng like an irresponsible plowman!"

The rider flung himself off his panting horse, and knelt before his enraged master.

"Sire," he said, "my news may, perhaps, plead for me: the army of the Emperor Charles, in Provence, is broken and in flight. Spain has met a crushing defeat, and no foe insults the soil of France except by lying dead upon it."

"Now, my good fellow," cried the king, with dancing eye, "you would be forgiven if you had ridden down half of my nobility."

The joyous news spread like wildfire, and cheer upon cheer rose to heaven, like vocal flame to mark its advance.

"Brother," cried the great king to his newly-arrived guest, placing an arm, lovingly, over his shoulder, his voice having a suspicion of tremulousness about it, "you stalwart Scots have always brought luck to our fair land of France. This glad news is the more welcome to me that you are here when I receive it."

And so the two, like affectionate kinsmen, walked together into the castle, which, although James did not then know it, was to be his home for many months.

There was a dinner of state that evening, so gay, and on a scale so grand, that James had little time or opportunity for reflection on his mission. Here, indeed, as Talbot had truly said, was the flower garden of the human race, and the Scottish king saw many a proud lady to whom, probably, he would not have been reluctant to bend the knee. But his bride was not among the number. The Duchess of Vendôme explained to the king that her daughter was suffering from a slight illness, and, aside from this, was anxious not to meet, for the first time, in the presence of so many curious eyes, the man she was to marry. This was certainly reasonable enough, and the important meeting took place the following afternoon.

Mary of Vendôme might truly be called "the pearl of France," if whiteness of visage gave claim to that title. The king found himself confronted by a drooping young woman, whose stern mother gave her a support which was certainly needed. Her face was of the pallor of wax, and not once during that fateful interview did she raise her heavy lids from her eyes. That she had once been beautiful was undoubted, but then her face was almost gaunt in its excessive thinness.

Digitized by Google

The deathlike hue of her delicate skin, the fact that she seemed scarcely to breathe, while she never ventured to speak, gave her suitor the impression that she more resembled one preparing for the tomb than a young girl anticipating her bridal. She made her courtesy like one in a trance, but the keen eyes of the king saw the tightening of her mother's firm hand on her wrist while she made the obeisance which etiquette demanded. Short as was their formal greeting, it was too long for this anæmic creature, who would have sunk to the floor were it not for the clutch in which her determined mother held her. Even the king, self-possessed as he usually was, found little to say beyond empty expressions of concern regarding her recent illness, ending with a brief remark to the effect that he hoped she would soon recover from her indisposition. But, when the ordeal was over, James was filled with a frenzy to be alone, tortured as he was by an agony of mind which made any encounter with his fellows intolerable. He strode through the seemingly interminable corridors of the great castle, paying slight heed to his direction. All doors opened before his path, and sentinels saluted as he passed. He wandered about, and, at last, not knowing where he was, or how to get outside, he said to one of the human statues that held a pike:—

"Tell me, good fellow, the quickest way to the outer air,—to some spot where I can be entirely alone."

The guard, bowing low, called a page, whispered a word to him, and the boy led the king to a door which gave access to a secluded garden, enclosed on every side by high battlements, yet nevertheless filled with great trees, under which were walks both straight and winding. Beside one wall lay the longest path of this little park, and up and down this graveled way, his hands clasped behind him, the young king strode in more disturbance of mind than he had ever before experienced, a prey to conflicting emotions.

"Oh, God, save me! God save me!" he cried; "am I to be wedded to a ghost? That woman is not even alive, to say whether she is willing or not. Have I come to France to act the ghoul and rob the grave of its due? Saints in heaven, help me! What am I to do? I cannot insult France, yet I cannot chain my living body to that inanimate woman. Why is not Talbot here? He said he would overtake me at Tours, and yet he has not come. 'The pearl of France,' said he; the jewel of a toad's head, say I. My honor staked, and to that unbreathing image of tallow! Is this my punishment? Do the sins of our youth thus overtake us, and in such ghastly form? I will not wed the grave, though war and slaughter come of it. And yet; and yet, my faith is plighted,—blindly, unknowingly plighted. Why does not Talbot come? He knew what my emotions would be on seeing that denizen of another world, and so warned me."

These muttered meditations were suddenly interrupted by a clear, sweet voice from above:—

"*Ecossais!* Scottish knight! Please rescue for me my handkerchief, which I have, alas, let fall. Wrap a stone in it and throw it hither, I beg of you."

The startled king looked up and beheld, peering at him from the battlements above, one of the most piquant and pretty, laughing faces he had ever seen. Innocent mischief sparkled in the lustrous dark eyes, which regarded him from her seemingly inaccessible perch. A wealth of dark, tousled hair made a midnight frame for a lovely countenance in the first flush of maidenly youth. Nothing could be more marked than the difference between the reality which thus came unexpectedly into view, and his somber vision of another. There also sifted down to him, from aloft, whisperings that were evidently protests, from persons unseen, but the minx who was the cause of them merrily bade her counselors be quiet. She must get her handkerchief, she said, and the Scot was the only one to recover it. Fluttering from one of the lower branches was a dainty bit of filmy white lace, much too fragile a covering for the stone she had suggested. The despair which enveloped the king was dispelled as the mist vanishes before the beaming sun. He whipped out his thin rapier and deftly disentangled the light burden from the detaining branch. It fluttered to his hand, and was raised gallantly to his lips, at which the girl laughed most joyfully, as if this action were intensely humorous. Other faces peeped momentarily over the balustrade, and were quickly withdrawn when they saw the stranger looking up at them; but the maid herself, whoever she was, seemed troubled by no such timorousness, and, resting her arms upon the stone balustrade, with her chin above them, her inviting eyes gazed mockingly on the man below. The king placed the handkerchief in the bosom of his doublet, thrust home the rapier in its scabbard, grasped the lower branch of the tree, and swung himself upon it with the agility of an acrobat. Now the insolence of those eyes was chased away by a look of alarm.



The next instant Madeleine ran out, not seeing whither she was going

"No, no!" she cried; "stay where you are. You are too bold, Scottish knight."

But she had to reckon with one who was an expert wall-climber, either up or down. Many times the young man's expertness in descent had saved him from the consequences of too ambitious climbing. He answered not a word, but made his way speedily up among the branches until he stood at a level with the parapet. Across the chasm which divided him from the wall, he saw a broad platform, railed round with a stone balustrade, this elevated floor forming an ample promenade that was nevertheless secluded because of the higher castle walls on every side,—walls that were unpierced by any window. A door at the further end of the platform gave access to the interior of the palace. Some distance back from the balustrade stood a group of some half dozen very frightened women, but the first cause of all this commotion remained in the forefront of the assemblage, angry and defiant.

"How dare you, sir?" she cried. "Go back, I command you!" Then, seeing he made no motion to obey her, but was measuring, with his keen eye, the distance between the bending limb, on which he held his precarious position, and the parapet, something more of supplication came into her voice, and she exclaimed:—

"My good fellow, place the handkerchief on the point of your sword, and one of my women will reach for it. Be careful, I beg of you; that bough will break under your weight if you venture farther. The outreached arm and the sword will span the distance."

"Madame," said the king, "the sword's point is for my enemy. On bended knee must a lady receive that which belongs to her;" and, with this, before further expostulation was possible, the young man made his perilous leap, clutched the parapet with his arm, hung suspended for one breathless moment, then flung his right leg—a most shapely member,—over the balustrade, and the next instant was kneeling at her feet, offering the gossamer token. In the instant of crisis, the young lady had given utterance to a little shriek, which she instantly suppressed, glancing nervously over her shoulder. One of the women ran toward the door, but the girl peremptorily ordered her to return.

"The Scot will not eat you," she cried, impatiently, "even if he is a savage."

"Madame, your handkerchief!" explained the "savage," still offering it.

"I shall not accept it!" she exclaimed, her eyes blazing with resentment at his presumption.

The king sprang to his feet and swept off his plumed hat with the air of an Italian.

"Ten thousand thanks, madame, for your cherished gift!" Saying this, he thrust the slight web back into his doublet again.

"'Tis not a gift; render it to me at once, sir," she demanded, with feminine inconsistency. She extended her hand, but the king, instead of returning the article in dispute, grasped her fingers unaware, and raised them to his lips. She drew away her hand with an expression of the utmost contempt, but nevertheless stood her ground, in spite of the evident anxiety of the bevy behind her to be elsewhere.

"Sir, you are unmannerly. No one else has ever ventured to treat me thus."

"Then I am delighted to be the first to introduce to you so amiable a custom. Unmannerly? Not so. We 'savages' learn our manners from the charming land of France, and I have been told that, in one or two instances, this country has known not only the fingers, but also the lips to be kissed."

"I implore you, sir, to desist and take your departure the way you came; further, I warn you that danger threatens."

"I need no such warning, my lady; the danger has already encompassed me, and my heart shall never free itself from its presence, while remembrance of the lightning of those eyes abides with me."

The girl laughed with a trace of nervousness, and the rich color mounted to her cheek.

"Sir, you are learning your lesson well in France."

"My lady, the lowest hind in my country could not do otherwise, under such tutelage."

"You should turn your gift to the service of your master. Go, woo for him poor Mary of Vendôme, and see if you can cure her who is dying for love of young Talbot of Falaise."

For a moment the king stood as if struck by the lightning he had just referred to; then, staggering back a step, he rested his hand on the parapet and steadied himself.

Greatly agitated, he muttered, in low tones, "Is that true?"

All coquetry disappeared from the girl as she saw the dramatic effect her words had produced. She moved slightly forward, then held back again, with an expression of anxiety on her brow.

"Sir, what is wrong with you? Are you ill? Are you a friend of Talbot?"

"Yes, I am a friend of his."

"And did you not know this? I thought everyone knew it. Does not the king of Scotland know? What will he do when he hears, think you? Will it make any difference?"

"The king of Scotland is a blind fool, a conceited coxcomb, who thinks every woman that sees him must fall in love with him."

"Sir, you amaze me. Are you not a subject of his? You would not speak so in his hearing."

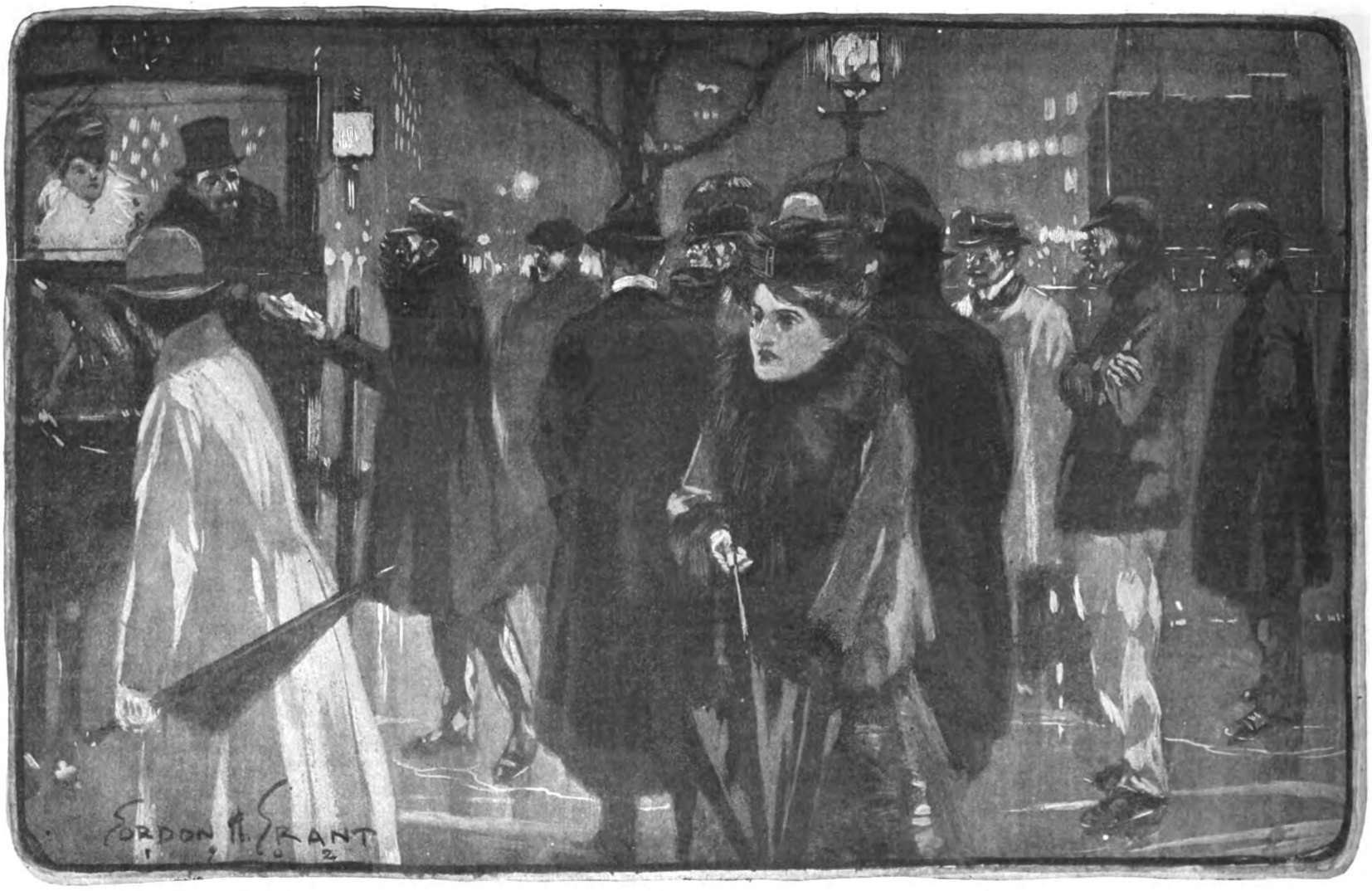
"Indeed, but that I would, without hesitation, and he knows it."

"Is he as handsome as you say? Alas, I am thought too young to engage in court festivities, and, in spite of my pleadings, I was not allowed even to see his arrival."

The king had recovered his composure, and

[*Concluded on pages 172–175*]

Digitized by Google



A TOUCH OF HUMAN BROTHERHOOD

A Lonely, Poverty-stricken, but Tender-hearted Man Manages to Assist Others

THEODORE DREISER

IN New York City there is a man whose life is a distinct commentary on the social conditions of our day. Short, stocky, thick-necked, and thick-skinned, he is the opposite in appearance of anything that might be considered intellectual or genteel. He is a more or less pathetic and helpless-looking figure, —who, you would say, had been "cheated of feature by dissembling nature," and cut out, in the very body of him, for the slings and arrows of fortune.

This man is a delightful example of sincere dedication of one's life to a social purpose. Not a day goes by but he tramps the streets, visiting the jails, the hospitals, and those numerous institutions which crowd Blackwell's Island. Kindness is his mission,—the spreading of kindness. If you should ask him, "What is the greatest need of the world," he would tell you, "Tenderness." "We must be more tender, more loving, more helpful, man to man,"—that is his doctrine.

Soon after seven o'clock on a winter evening, the captain, as he is called, may be found on Broadway, where it is intersected by Fifth Avenue, fulfilling one of the duties which he considers that of the merciful. It is the hour when Broadway assumes its most interesting evening aspect.

At the approach of the ex-soldier to this particular spot, there is a visible stir among a company of nondescript individuals, who have been waiting. Some, who have been sitting, arise and give evidence of the diffidence which most of us feel when we are in the presence of our superiors.

"Fall in!"

Stepping off the sidewalk, he takes one and then another of the individuals by the arm, and forms them into an orderly company, four abreast. Then he steps aside. After surveying them attentively a moment, he inquires:—

"Who has money?" A dozen hands go up.

"Fall out!" he commands, and they do so.

"Stand over here!" he next says, and is obeyed.

"Those who have ten cents, line up in front."

Possibly two of the dozen take their places at the head. When this arrangement has been completed, the captain takes his place on the sidewalk and gazes about him. Two or three strangers have already stopped. A policeman, passing by, salutes him as "captain." Slowly he begins to walk up and down before this file of men, a significant captain of a significant army. In the ranks are the broken, the aged, the hungry. Here is one with a wooden leg, there another with an armless coat-sleeve. Hats are all drooping, yellow, or cracked with age. Trousers are invariably warped and frayed at the bottom.

As he walks up and down the line, a curious crowd gathers. There are gentlemen and ladies on their way to the theater; a few urchins, clerks, loungers from the hotels across the way, and, occasionally, a being who looks as if he, too, ought to be in the line. Some pause only for a moment, while a few linger to see what will develop.

"Now, gentlemen," says the captain, after walking up and down for a time in silence, a space of ten feet, "these men are without a bed. They have got to have a place to sleep to-night. They can't lie in the street. I need fifteen cents to put one to bed. Who will give it to me?" There is no reply.

"I suppose," he goes on, "that this work needs a little explanation. These men are strangers to me. I don't know one from another. They're old,—a good many of them. Some of them have got where they are to-night through drink and other ways of wearing out the body. Some of them are what a good many of you would call 'bums,—ragged, blue-nosed bums!' That's what I've heard 'em called. A good many of them, if you'd give them a nickel, would carry it to some miserable Bowery gin shop, and buy five cents' worth of whiskey for it. I know it. You know it. There are seven thousand saloons in New York City. But here they are. It's a cold night, and they haven't got a bed."

He pauses, but his audience does nothing.

"Now, I don't promise to get them a bed. I don't do anything except agree to ask for them. If we don't get the money by one o'clock, I put on my hat and say 'good morning.' Then they take the soft side of a park bench or walk the street. I've done all I can. I haven't got any money."

Still the audience stares, and still he talks as if it were the most matter-of-fact thing in the world.

"A good many of you will say that these men don't deserve help, and that they wouldn't take a job if it were offered to 'em. I wish one of you people would offer one of 'em a chance to do something to-night, and see how quick he'd take it. I don't know anything about 'em, but a man must be awfully hard up when he comes and stands here in the cold, from seven in the evening until one o'clock in the morning, for a chance to sleep."

He stops, and walks in silence, the spectators still staring at the band of shifting wanderers lined up in the cold, like soldiers.

"Who'll give me fifteen cents?" No one replies.

"We will have to wait here, boys," he says, "until someone does. Fifteen cents isn't much."

"Here you are!" exclaims a young man who has been peering forward with strained eyes.

"All right," says the captain. "Now I have fifteen; step out of the line,"—and, calling one of the men, he marches him to a place where he stands alone. Going back, the captain waits. Someone else, moved by the dramatic situation, hands him a coin, which he looks at, but returns no thanks.

"I have ten cents here," he remarks, after a time. "These men must be put to bed."

After a few moments, he turns away and counts the company. "One, two, three, four, five, six, seven, eight,"—so he goes on to twenty-five, and still others keep coming. Out of the shadows and the long, cold avenues, they are hurrying in, —no longer willing to continue their fight unaided.

"Twenty-five," he announces. "Five cents more will put the next man to bed; give him a good, comfortable bed for the night, a bath, and a chance to wash out his clothes in the morning, —make him look better and feel better. I look after that. Who will give me five cents?"

A middle-aged man hands in a coin, evidently a five-cent piece, for another man is sent forward.

Then the speaker waits again.

"Come, gentlemen," he says, finally, "we are going very slow this evening. You all have good beds. How about these poor fellows?"

"Here you are," says a bystander, putting a coin in his hand.

So it goes,—the slow process of providing the lonely with a lodging. The line of those whose beds are secure grows slowly, while that of the bedless waxes long. Ever and anon, the captain announces the number remaining. Its growth neither dismays nor interests him. His concern is over the next man, and the securing of fifteen cents. Strangers, gazing out of mere curiosity,

Digitized by Google



A True Sketch *of* one *of the* Many Interesting Phases *of* Life that May Be Seen in America's Metropolis

Sometimes there Are more than One Hundred Homeless Men in Line, Awaiting *the* Captain's Charity, although He Is Poor Himself

find their sympathies enlisted, and place in the captain's hands dimes and quarters, as he states, in a short, abrupt, unaffected manner, the predicament of the men.

Standing tells. In the course of time, the earliest arrivals become weary and uneasy. There is a constant shuffling from one foot to the other, a leaning out and looking back to see how many more must be provided for before the company may march away. Comments are made, and crude wishes for the urging forward of things.

A cab stops. A gentleman, in evening dress, hands a bill to the captain, who takes it with simple thanks. There is a craning of necks, as a jewel in the broad, white shirt-front sparkles, and the cab moves away. Even the crowd gapes in awe.

"This fixes up thirteen for the night," says the captain, counting as many from the line near him. "Line up there! Now, then, there are only seven. I need fifteen cents."

Money comes slowly. In the course of time, the curious thin out to a meager handful. Fifth Avenue, save for an occasional cab or foot passenger, is bare. Broadway is thinly peopled with pedestrians. Only now and then a stranger passing notices the small group, hands out a coin, and goes away. The captain is stolid and determined. "Come, I can't stay out here all night. These men are getting tired and cold. Someone give me five cents."

The theaters are closed. Fire-signs disappear. A clock strikes eleven. Another half-hour passes, and he is down to the last two men. A lady, in opera cape and rustling silk skirt, comes down Fifth Avenue, supported by her escort, who glances at the line and comes over. There is a bill in his fingers.

"Here you are," he says.

"Thanks!" replies the captain. "Now we have some for to-morrow night."

The last two are lined up. The captain walks along, studying his line and counting. "One hundred and thirty-seven," he exclaims, when he reaches the head. "Now, boys, line up there. Steady, now. We'll be off in a minute." He places himself at the head of the line, and calls out, "Forward, march!" and away they go.

Across Fifth Avenue, through Madison Square by the winding path, east on Twenty-Third Street, and down Third Avenue trudges the long serpentine line.

Below Tenth Street is a lodging-house, and here the ragamuffin crowd halts, while the captain goes in to arrange. In a few minutes, the men march in, each being given a key, as the captain looks on. When the last one has disappeared up the dingy stairway, the captain comes out, muffles his great coat closer about him, pulls down his slouch brim, and tramps, a solitary figure, into the night.

Such is the captain's idea of his duty to his fellow man.

At the store of one of the leading florists, the captain has been a frequent visitor for two or three years, buying flowers that the florist cannot use, and distributing them personally at hospitals and jails where he thinks they will do the most good. I saw him at this florist's one day, when he had a basket filled with little bouquets of violets. It was some six months later, on a cold, gray day in winter, that I saw him coming down the steps of the Tombs Prison, in Center Street, a picturesque figure in a great army coat, wearing a shovel hat, which gave to his wind-red face, with its small brown eyes, a very grim and determined look. I ventured a few questions, in answering which he told me briefly of his work among the prisoners at the jail and among the poor generally.

He said he preached to them very little, but took them writing paper, frequently helped them to write their letters, and told them the news.

A year passed. I was walking down Broadway, late one cold afternoon, when I saw a group of shabby creatures gathered around the Worth Monument, evidently waiting for something or someone. I learned from one of them, an old man, that they were waiting for the "captain." To my query as to who this captain might be, he replied: "He's the man that puts us to bed."

It gave the old man pleasure to explain to me how this "putting to bed" is accomplished. Having told me that he was friendless, and, when out of work, was obliged to join the company, he paused; but, seeing I was interested, he continued:—

"It's really a good work the captain does, a very good work. He has put forty thousand to bed in the last two or three years. Once a man's down, and out of work, it's hard for him to keep himself looking like anything unless he can get a place to sleep and wash himself.

"Now, if he can go to a lodging-house, it's different. There he gets a good rest. He has a chance to take a bath and to wash his clothes, and, when he comes out in the morning, he looks like somebody. He stands a chance of getting something to do."

The man looked at me, and his quiet, undisturbed manner was something amazing. He was, seemingly, as peaceful in his consideration as if he were discussing some purely philosophical problem. The vast contrast between his own state and that of the fine "gentlemen at the hotel," who were even then beginning to dine in sumptuous form in the splendid restaurant across the way, seemed not to affect him at all. Everything was at a "dead level" with him. He was out of work, out of food, and would not be able to eat again that night; and yet, there he was explaining the nature of his predicament with an attention to detail that was really wonderful.

"Tell me," I said, trying to shock him into a gleam of feeling, "doesn't it strike you as odd that some of these men don't commit suicide? They've nothing to live for,—they're old,—most of them are useless physically. They have nothing but the meanest drudgery left them to do. Every one of them has to wait out here in the cold for a bed, and the older they get the worse it becomes. Wouldn't you think that they'd see that there is nothing for them, and be willing to die?"

"The man never lived that took his life when he was in his right mind," he returned, most philosophically. "There's no man wants to die as long as he sees anyone else enjoying life."

I was standing near this same place, one day, watching the panorama of life, which is there so entertainingly displayed, when the captain arrived. It was spring, and his rather old frock coat was open, and his worn hat was pushed back from his broad, wet forehead.

"You're the man I want to see," I said.

"What do you want to see me about?"

"Well, I want to know what your attitude toward life is,—why you do what you do? I've seen you among these people now for several years."

"Why I do what I do?" he echoed. "Why do you do as you do?"

"Well, I'm looking after my own mental welfare as best I can. I try to do things that will personally profit me, because I think it essential and necessary if I want to keep alive."

"That's just what I'm doing," he replied.

"Yes, I know," I said, "but mine is self-

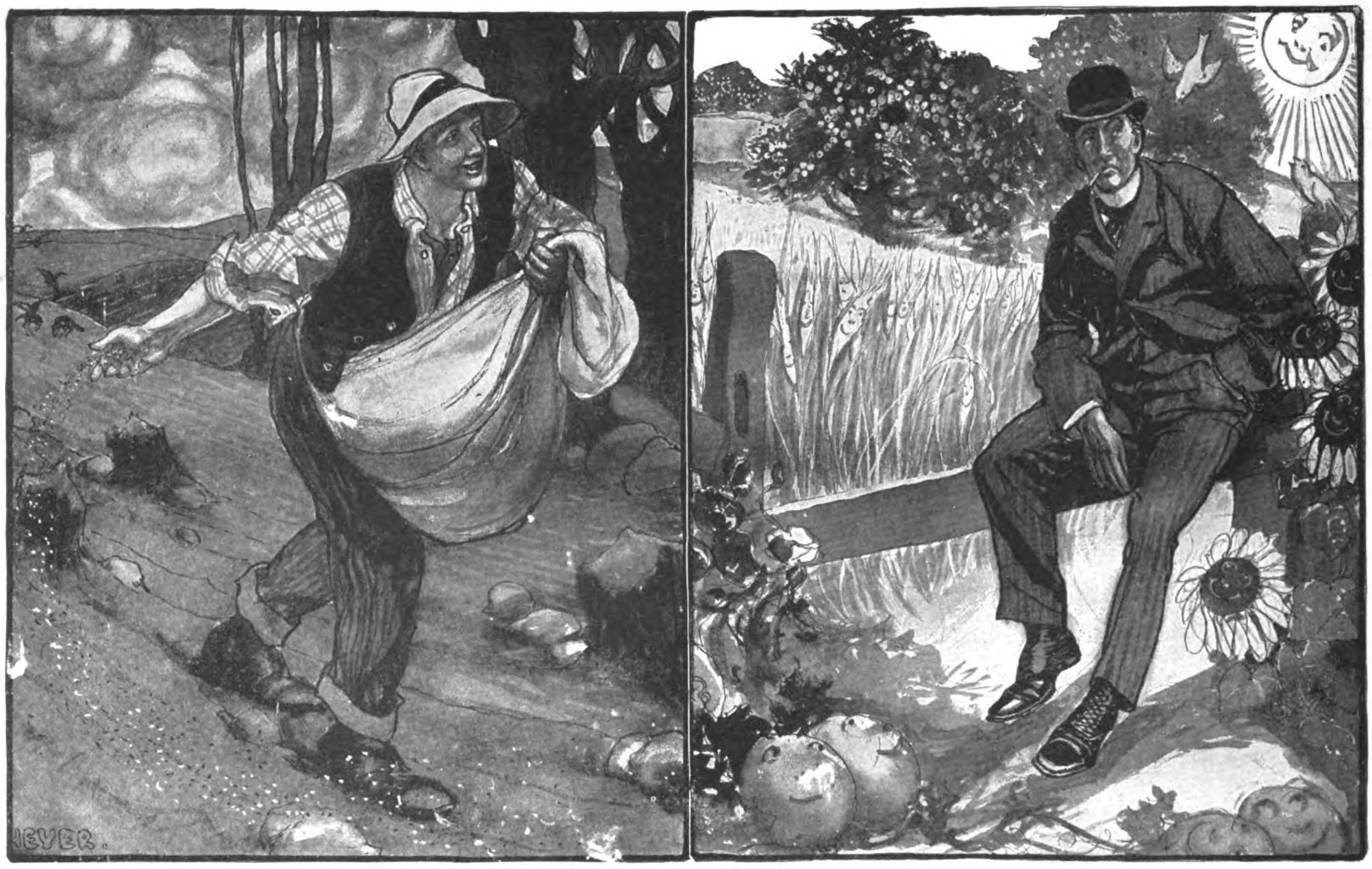
[*Concluded on page 176*]

Digitized by Google

ORISON SWETT MARDEN
Editor *and* Founder

EDITORIAL PAGE

THE SUCCESS COMPANY
University Building, New York



The Optimist and the Pessimist

RECENTLY there passed from the world of letters two men, one of whom had been remarkably happy, prosperous, and successful in life, while the other had been singularly unhappy, unappreciative, and unsuccessful. The death of both men, occurring at about the same time, suggested comparisons, and many were the contradictory reasons advanced to show why Sir Walter Besant, who, most people claimed, had no great genius, had succeeded, while Robert Buchanan, who, they asserted, had genius, had failed. In his "London Letter" to the New York "Times," William L. Alden thus summarizes the operative causes in the lives of the two writers:—

> Would it not be fair to say that the chief difference between the two men was not that the one had genius and the other had not, but that one was an optimist of the most pronounced character, and the other felt that everything in life was wrong, and that his mission was to set everything right? . . . . . Sir Walter was obviously a very happy and contented man. He was not happy merely because he was successful, but he was successful because he was happy. There was a kind and lovable spirit in his books which attracted people to them. He succeeded in literature not so much because he wrote well, but because he had the most fortunate of temperaments.
>
> Poor Buchanan was the very opposite of Besant in temperament. He was not intentionally unkind to anyone, but to his vision most things were wrong, and called for hearty denunciation. He may not have been an unhappy man, but his writings certainly gave that impression to the reader. It was Buchanan's temperament that made his life an apparent failure, and that made him fall far behind Besant in the race for popularity, and in the amount of good he accomplished.
>
> If I, too, may draw a moral, I should say that the lives of these two men show that success is more apt to attend the man who is happy than the man who is unhappy. It certainly does, so far as the ordinary affairs of life are concerned, and there is good reason why the same cause should have the same effect in literature. The man who is bitter and misanthropic and sour is out of place in the world, and he fails, as he deserves to. Sir Walter Besant's creed, that this is an excellent world, is the true creed. It is an admirable world, in spite of its faults, and, when we treat it genially and lovingly, it is apt to treat us in the same way.

A pessimist is his own worst enemy. He refuses to walk in the light, but willingly shuts his eyes to the progress of civilization and to the beauties of the universe, closes his ears to the joyous sounds of life and to the music of nature, and turns away from everything that would prove to an unbiased mind the falsity of his creed.

Though Fortune has showered her gifts upon him, though he may possess every advantage that wealth and education can give, though he be young, healthy, and vigorous, the pessimist looks only for shadows. Is it any wonder that he sees only shadows? Looking only on the dark side of things, is it strange that he sees only the wrong side?

The sun, the flowers, the trees and the green earth smile at him in vain. The low whisper of the wind among the trees, the rhythmic melody of the brook as it ripples over its pebbly bed, the glad trill of the birds, the myriad voices of love and life cannot reach the brain of one anæsthetized by pessimism.

A ship, out of her course, became disabled in the mouth of the Amazon River. Her supply of water had given out, and her crew suffered the agonies of thirst. When, at length, they signalled a vessel, they ran up the signal, "Dying of thirst." Quickly came the answering signal, "Dip your buckets; there is fresh water where you are."

Even as the sailors of this storm-tossed ship were dying of thirst while fresh water flowed abundantly within reach, so, in the midst of light and beauty, in a world teeming with objects of interest created for their enjoyment, there are people perishing of thirst,—of thirst for happiness. They are sufferers by their own decree. Surrounded by the sweet waters of life, they refuse to dip their buckets, gloomily asserting that the water is not sweet, but bitter.

> If one is unhappy, all have cause to smile,
> But such as to themselves that cause deny.

So wrote Edward Young, truthfully as well as poetically. Happiness and unhappiness are largely within our control. A man who sees purity, goodness, light, and joy wherever he goes, lives in the same world, sees the same things, and has experiences similar to those of the man who sees only vileness, ugliness, selfishness, shadows, and misery on every side. The different-colored spectacles through which both men look account for the different effects.

The one sees only the deterioration of a race, the marks of vice, or the scars of sin, in a human face, while the other sees the image of divinity.

A healthy, normal mind sees perfection through the imperfect; it sees the rich, yellow ear of corn in the wild maize; the luscious grape in the hard, acid berry; the large, rosy fruit in the sour crab apple; the sparkling diamond in the dull pebble; the beauty and transcendent possibilities of the soul of man in the most sodden and degraded creatures.

A habit of looking at things from a distorted angle, of focusing the vision on things that depress and suggest unhappiness and misery, is a destroyer of happiness and success. A man who goes about with a funereal face, thinking "hard times," fearing "dull seasons," disaster, panic, and failure, wherever his interests center, is never a happy man, rarely a successful one.

Pessimism is a destructive force in men's lives, just as optimism is a constructive agency.

Do those people who grumble about present-day conditions roll up their sleeves and go to work to remedy the evils they see on every hand? No. Their self-appointed mission is to pull down, not to build up; to ignore the blessings of life and to magnify its ills. They are dead weights on the wheels of progress, minus or negative quantities in the scheme of creation.

But the optimists, bless them! the men and women of large vision who even believe that—

> There is some soul of goodness in things evil,
> Would men observingly distill it out,—

whose radiant hopefulness no sorrow or disaster can dim permanently, who see promise of better things in all life, who scatter sunshine wherever they go,—what does the world not owe to these people? Our great inventors, discoverers, soldiers, scientists, artists, poets, musicians, educators, explorers, and leaders in every field,—those who have led the world up the spiral stairs of culture from barbarism to twentieth-century civilization,—were they not all optimists at heart, who saw, even while their efforts brought upon them intense physical suffering, and often plunged them into penury, that life means achievement or nothing? In spite of jeering incredulity and opposition, they have toiled, always keeping the "vision beautiful" in sight. Sustained by the spirit of optimism, which was "as a lamp to their feet," and illuminated their path even in the darkest hour, they wrought, believing in the coming of "the golden year," and left a glorious legacy to humanity.

The sunny-faced woman who, despite the pressure of household cares, the incessant demands made upon her as wife and mother in a family of modest means, the petty details which cannot be enumerated, but which fill to overflowing the long

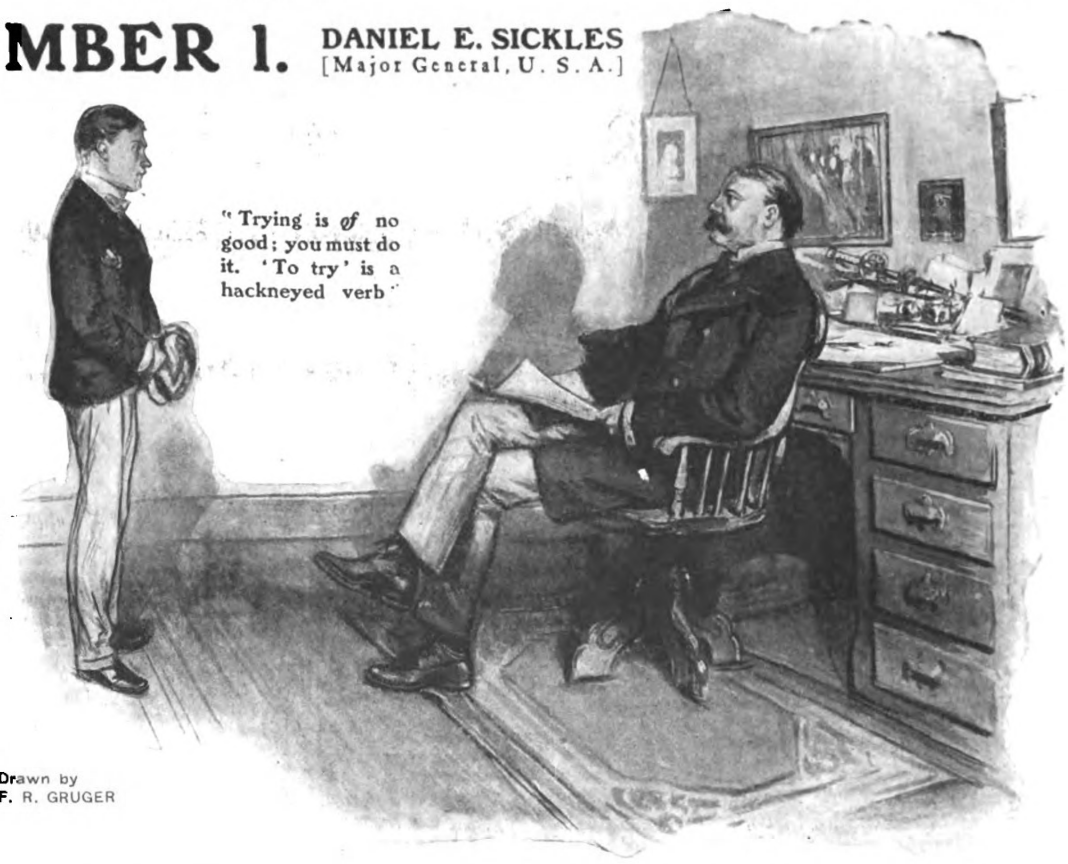
[*Concluded on page 184*]

Digitized by Google

GRADUATE NUMBER 1.

DANIEL E. SICKLES
[Major General, U. S. A.]

The true story of the West Point career of an officer in the United States Army, whom Gen. Sickles recommended on condition that he would lead his class



Drawn by
F. R. GRUGER

FORMERLY, rich men's sons were given the preference whenever there was an opportunity to appoint a cadet at the military academy at West Point. This was not surprising, for the rich men were generally powerful, politically, and congressmen wished to please them.

Nowadays, in almost all the states of the Union, cadets are more frequently appointed because of merit. Yet, so far as I know, I was the first congressman to appoint a young man to the military academy on the sole condition that he must pass the best tests in a competitive examination.

In 1860, during my second term in congress, there was a vacancy to be filled by some one from my district, in New York City. Every day I was besieged by rich friends who wanted their sons appointed. To prefer any one of them would have given offense to the fathers of the other applicants. It was necessary to do some thinking, for I was resolved that the young man who received my appointment should be one who would do me credit in every way.

How was he to be discovered? It occurred to me to throw the appointment open to competition among the boys of the public schools of New York.

At that time, the superintendent had an office in Grand Street. I went to see him, and asked him to send out notices to all the schools in my district, to the effect that each could nominate its cleverest boy, and that on a given date the nominees should assemble at his office for a competitive examination. I announced that the one who should go through with the best results would have the appointment.

There was a good deal of protest, but the plan was carried out. The list of nominees from the various schools was sent to me. As I scanned it, I noticed the name of Garrett J. Lydecker. He was the son of friends of mine. Although the boy was a stranger to me, I knew his father and mother well. The father was a man of humble condition, holding a position in the New York Custom House.

He Went to Work, resolutely, to Win

On the morning of the examination, I went to the place where it was being held, though I attended only as a spectator. The parents of some of the boys were there. Among them I saw Mr. and Mrs. Lydecker, whom I advised to go home, since their presence could not help their son, and would be apt to embarrass him. Mr. and Mrs. Lydecker left, and the examination proceeded.

As I remember it now, it proved a very severe and tedious ordeal, for the teachers who conducted the examination were determined to make the test all that it should be. There were many very intelligent boys present, but young Lydecker succeeded in eclipsing them all. He was full of enthusiasm, and so concerned that I feared his nerves would not hold out until the end. He was such a slender-looking youth that I was afraid he wouldn't pass the physical examination at the military academy. I told him so, but he soon convinced me that he was strong and tough, despite his appearance.

"But, my boy," I said, "if you go to West Point, you will go there as the son of a poor man. They may look down on you, but that doesn't matter, for it is the intention of the country and of the government to make the military academy a democratic place. Every cadet must stand on his own merit, and your place in your class will be determined by yourself. If you are not treated properly, let me know, and I will find out the reason why."

Young Lydecker promised.

"By the way," I added, "bear in mind that I am giving you this appointment on the distinct understanding that you will graduate number one in your class."

His face lengthened a trifle.

"I will try," he said.

"Trying is of no good," I retorted. "You must do it. 'To try' is a hackneyed verb. Now, understand that you go to West Point on a distinct promise that you will graduate as number one."

It was easy to see that the young man was troubled, but he gave me the required pledge, and agreed to write at intervals to inform me how he was getting along. I impressed upon him that he was my personal representative at West Point; that I should tell anyone and everyone who cared to know that he had promised to graduate as number one, and that he must devote all his time to proving that he had not been unworthy of the appointment.

When Mr. Lydecker reached the academy, and began his studies, he found that there were thirty or forty cadets better prepared than himself. He went resolutely to work to beat them, and finally wrote me that he had succeeded in getting ahead of all but three or four. I wrote back to him that his report was not satisfactory.

"You have beaten thirty or forty good men," I replied, "and you mustn't tell me that you can't get ahead of three or four."

Young Lydecker went at his studies with renewed vim. Probably, no cadet ever made a better fight. Finally, he became number three. He informed me of this, but I replied:—

"There is no sense in being beaten by two, after you have passed forty!"

Back he went into the fight,—and a fight it was, being pitted, as he was, against some of the smartest young men in the country. In time, he wrote me that he had succeeded in becoming number two in his class, but that there was no hope of beating the cadet who stood number one. "Number One," he said, "is a tough customer." He hoped I would be satisfied to know that he was in the top row. Whatever might happen during the academic year, he felt sure that he would graduate in the list of the first five, and thus be an "honor-man."

After reading this, I seated myself and wrote a severe letter. It ran something to this effect:—

"No; you must be graduated first in your class. That was the understanding we had. There is more in this than the mere matter of your own success. If you do as I want you to do, it will encourage other congressmen to throw appointments open to competition. I am aware of your difficulties, but you must not disappoint me. There is now only one fellow to beat. After passing by so many cadets, it surely can't be so hard to get over the head of one. However capable the other fellow may be, he surely has some weak point. Find out what it is. Consider the question from a military standpoint. When you have discovered your adversary's weak point, assail him there. Remember our compact, and be sure that I shall be satisfied with nothing less than your reaching the head of your class."

When the Crucial Moment Came, He Was Ready

Mr. Lydecker replied in a manly, though not altogether hopeful tone. He would fight, he said, and would not stop fighting, to the best of his ability, until the final examination was passed. His pluck and perseverance were unmistakable. I had the highest hopes, though, of course, I realized the struggle that lay before him. But the question of the wisdom of appointments through competitive examination was at stake, and I felt that he must win.

At last the crucial moment came,—the final examination before graduation. What Mr. Lydecker felt, I can't attempt to describe, but I know very well what my feelings were. I received the news that my cadet was at the head of his class. He was number one. As soon as he had opportunity, he wrote me confirming the news. He hoped I was satisfied. It is safe to say that I was.

Garrett J. Lydecker left the academy, as number one in his class, in 1864. He has become a lieutenant-colonel in the Department of Engineers,—the highest branch in the army service. It is needless to add that I am proud of his achievement, for the class of 1864 was a brilliant one.

AS EASY TO SMILE AS FROWN

FELIX G. PRYME

When Life has a notion of treating us wrong,
Or we fancy, at least, this is so;
When we notice the discord that sounds in its song,
And hear it wherever we go,
Why, then, there's a maxim that we may apply,
And by it our troubles may drown:
It's as easy to laugh as to weep or to sigh,
And as easy to smile as to frown.

If the day has a way of weeping a bit,
What matter, what matter to you?
To-morrow the specter of tempest will flit,
The skies will be cheery and blue;
So, though the world move in a devious way,
Look upward and onward, not down,
For Care writes his record in wrinkles and gray,—
It's as easy to smile as to frown.

THE ONE WHO HAS A SONG

NIXON WATERMAN

The cloud-maker says it is going to storm,
And we're sure to have awful weather,—
Just terribly wet, or cold, or warm,
Or, maybe, all three together;
But, while his spirit is overcast
With the gloom of his dull repining,
The one with a song comes smiling past,
And, lo! the sun is shining.

The cloud-maker tells us the world is wrong,
And is bound in an evil fetter,
But the blue-sky man comes bringing a song
Of hope that shall make it better;
And the toilers, hearing his voice, behold
The sign of a glad to-morrow,
Whose hands are heaped with the purest gold
Of which each heart may borrow.

Digitized by Google

SIGNIFICANT EXPRESSIONS OF OPINION, IN EPITOME.



"Back 'owa; Washington's mine"
"Retire and sit, Ohio; I'm it now"



"Ah! Uncle, I'll fix my fences"
"Why? You're on the Civil List"

A Secretary of Commerce and Labor is the latest addition to the President's cabinet. Holland is making efforts, which the Boers do not favor, to end the South African War. The various revolutions in South America seem to be coming to an end

Albert Santos-Dumont has made several successful trips in his air-ship, during the past month, and will soon attempt a voyage from the south of France to the African coast. It is expected that congresss will reduce the tariff on Cuban sugar



The monopoly cask can't stand the strain from so many hoppers



Three leaves make a shamrock, but it takes four to make clover lucky

IOWA is making a wide-awake record in national affairs, notwithstanding the name of the state means "drowsy ones," or "sleepy ones." President Roosevelt's appointment of former governor Leslie M. Shaw to the office of secretary of the treasury, while the state had a representative in the cabinet in James Wilson, secretary of agriculture, has caused some of the politicians to look up Iowa's roster of leaders at Washington, and it shows an influence in shaping national legislation that has not been given special thought by many individuals. The group for distinctive honors is composed of Leslie M. Shaw, secretary of the treasury; James Wilson, secretary of agriculture; David B. Henderson, speaker of the house of representatives; William B. Allison, chairman of the senate committee on appropriations; J. P. Dolliver, chairman of the senate committee on the Pacific railroads; William P. Hepburn, chairman of the house committee on interstate and foreign commerce; John A. T. Hull, chairman of the house committee on military affairs; John F. Lacey, chairman of the house committee on public lands; Robert G. Cousins, chairman of the house committee on expenditures of the treasury department; and George E. Roberts, director of mints.



JOHN F. DRYDEN will be a senator from New Jersey



PROF. N. M. BUTLER is president of Columbia University

▲ ▲ ▲

A BILL to reconstruct the United States consular service, introduced by Senator H. C. Lodge, of Massachusetts, is not new, but it is another worthy effort to make that service all that it should be, but which it has not been and cannot be under a partisan spoils system. Though some minor diplomatic powers are delegated to consuls, their chief duties are connected with our commercial interests. That these consular offices, principally of a business rather than of a diplomatic nature, should be intrusted to new incumbents, with every political change in the national administration, has, for years, been condemned as detrimental to the service, but without effective results. Senator Lodge's bill has much in its favor. It is commended by the most influential commercial bodies in the country. It is no argument against the Lodge Bill to say that the country has attained its enviable position with the present consular system in vogue, for this statement suggests the query: how much delay has been occasioned in realizing our world possibilities by postponing reforms contemplated by the Lodge Bill? It is not to be inferred that the present service is incompetent. Its exceptional ability, under a system of appointment without assured permanency in service, emphasizes the necessity for such reorganization as is proposed if our commercial interests abroad are to be properly served. The features of the new bill are admission to the service for tested fitness only, promotion for efficiency, and permission for the appointing powers to exercise discretion in securing new blood and especial energy and competence. A provision for a sort of interchangeable service between the state department and consular offices is intended to give additional valuable training. It is proposed to have six classes of consuls, with salaries ranging from two of the first class, at ten thousand dollars a year, to fifty of the sixth class, at one thousand, eight hundred dollars a year. The consuls certainly need higher salaries.



H. G. McBRIDE is Washington's executive-in-chief



HON. A. P. GORMAN is once more a Maryland senator

▲ ▲ ▲

THE collapse of the asphalt trust is to be listed with the tumble of several other large combines as evidence that many so-called trusts are not invincible against natural law in the business world. It is one thing to consolidate the larger plants of an industry into one large corporation by turning into the combine the plants at a valuation far in excess of their real worth, and quite another to realize tempting dividends on an excessive capitalization. The weakness of a trust thus organized, no less than the strength of one not so handicapped, is making more imperative the public demand for government control of the trusts to protect the people from being swindled in the matter of investment, on the one hand, and being victimized by extortion on the other hand. No greater danger can menace the stability of American commercial supremacy than the multiplicity of trusts having fictitious millions for their capital. Whenever failures of trusts of this character shall have proved a sufficient object lesson to the people, the remedy that is really needed for the evils of unduly large combinations will be found.

MISS ROOSEVELT will soon christen the Kaiser's yacht



THE railway record in the United States, for 1901, is a gratifying reflex of the general prosperity of the country. There was a gain of one hundred million dollars in gross earnings, and, for the first time, the total amount exceeds one billion, five hundred million dollars,—an expansion of nearly fifty per cent. in seven years. Railway construction exceeded that of any previous year since 1890, when it was 5,670 miles, the new mileage being 5,067 miles. The grand total of steam railway mileage in the United States is now 199,378 miles. In 1850, there were but 9,021 miles. In the past year's new construction, Texas took the lead with five hundred and eighty-three miles, a close second being Oklahoma, with four hundred and twenty-seven miles. Most of the new mileage is west of the Mississippi River, where the large railway systems are extending tracks into localities that have so increased in traffic importance as to promise at least a self-sustaining business. The great problem for the present-day railway management is that of giving the public the best service at reasonable rates. With ideal conditions in roadbeds and rolling stock, it is believed that freight can be transported in this country, at a profit, at the rate of two mills a ton a mile, but it is to be presumed that the time required, and the cost involved in perfecting such conditions, will delay for many years this much-to-be-desired reduction in the cost of transportation.



MONS. E. ROSTAND is youngest of the French Immortals



SIG. E. PLANCHES is Italy's legate to our government

▲ ▲ ▲

ANTI-CRUELTY societies and true sportsmen throughout the country will note with satisfaction two items of national interest in connection with the work of the New York Zoölogical Society. At its recent annual meeting, it was announced that Miss Caroline Phelps Stokes had given three thousand dollars as a nucleus for a fund to be devoted to the protection of native birds, and a resolution was adopted to the effect that, in view of the lack of game laws in Alaska, the society would take steps to aid in securing suitable legislation, and especially interest itself in promoting the creation of a national game preserve in southwestern Alaska. That the efforts of the New York society in these directions will be nobly seconded, by encouragement and substantial aid from all parts of the country, does not seem to be open to question.

▲ ▲ ▲

IN reporting favorably on a bill introduced in congress by Representative E. J. Hill, of Connecticut, providing for the exchange at the treasury of silver for gold, the house committee on coinage, weights, and measures, points out that in five years our stock of gold has been increased nearly four hundred and eighty million dollars, and that a greater increase is to be expected at the present rate of production in this country, and after the reopening of the mines in the Transvaal. The object of Mr. Hill's measure is the maintenance of the parity of the silver dollar and the gold dollar, and it is claimed for it that it will stop the further coinage of legal tender silver dollars, increase the volume of subsidiary coin, in time reduce the volume of legal tender silver without loss to the country, and, more important than all else, make certain the maintenance of the gold standard in accord with the act of March 14, 1900. The failure of the law of 1900 to make gold the only full legal tender in the United States, or to put any limit on the coinage of silver dollars, makes some legislation appear necessary; but there are those who see weakness in the proposed plan of exchange, from the possibility of using silver to draw gold from the treasury. One of the most effective safeguards for the gold standard that has been suggested is the limitation of silver dollars, as legal tender, to payments of not more than one hundred dollars, and such restriction of coinage that they will rank with fractional silver as a subsidiary part of the currency. As the matter now stands, the safety of the gold standard depends entirely on the condition of the treasury and the financial views of the administration. Fortunately, the conditions in reference to congress, to-day, favor deliberate action rather than hasty legislation. So long as the "dollars of our daddies" constitute a part of the currency, just so 'ong must the silver question, in one form or another, come into public notice, despite the supposition that it is a dead issue. New phases are certain to arise with changing circumstances.

Digitized by Google

ECHOING THE HEAVY TREAD OF MARCHING EVENTS



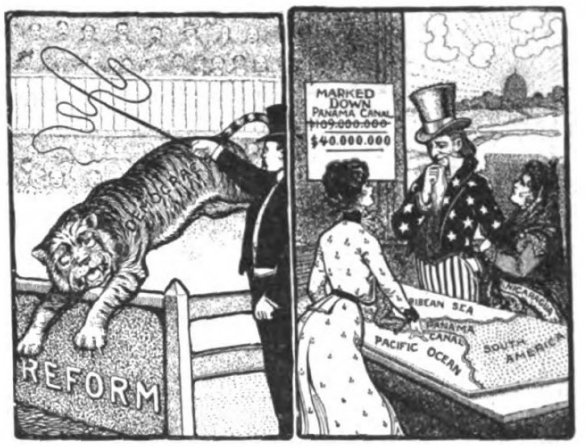
"De worl' do move," with capital and labor on one platform



St. Louis plans to sail in air, "seventy times as high as the moon"

One regulator that is rapidly increasing in public favor is publicity in regard to corporations,—either voluntary or compulsory. President Roosevelt advocated this in his first message. It will check inflation of capitalization of stock with air

Professor Jacques Loeb regards nerve excitation and relaxation as electric processes. Negative and positive electricity exercise their respective influences on the jelly-like nerve substance, alternately thickening it for action or liquefying it for rest



Tiger Tammany already finds his new boss a skillful ringmaster

"'Tees vair' sheep, m'sieur!" "It seems a bargain,—or a brick"

THE inside freight traffic of Lake Superior, during the past year, was 28,403,065 tons, something more than three times as great as that of the Suez Canal. There was increase in every item of lake freight, except in copper, which fell off twenty-five per cent., and building stone and soft coal, which fell off five per cent. The cost of carrying bulk freight on the Great Lakes is said to be less than that of any other water-borne commerce in the world, that for Lake Superior freight last year having been an average of less than one mill a ton a mile. The value of goods passed through the Sault Sainte Marie Canal for seven months of navigation was three hundred million dollars. Nearly sixty thousand passengers were carried to and from Lake Superior, most of them within the short period of three months.

▲ ▲ ▲

ACHIEVEMENT in aërial navigation is to receive an impetus by the offer of prizes aggregating two hundred thousand dollars, by the managers of the Louisiana Purchase Exposition. This specialty, under the heading, "department of transportation," is divided into four classes, which can be summarized as follows: balloon construction, voyages for atmospheric study, military ballooning, and aërial navigation, embracing dirigible balloons and steering apparatus, flying machines, screw propellers, æroplanes, and parachutes. The competition is open to the world. Among those who have already signified their intention of competing for the tempting prize money are M. Santos-Dumont, Hiram Maxim, the inventor, and Gustave Whitehead of Bridgeport, Connecticut, who has invented a flying machine so meritorious as to interest capitalists in its immediate development. The first organization for advancement of aërial navigation in the United States has been formed at Boston, and is called the Aëro Club of New England. It has an enthusiastic membership.



HENRY C. PAYNE is the successor of Chas. Emory Smith



WHITELAW REID will help to crown King Edward VII.

▲ ▲ ▲

BUT little more than a year has passed since Beaumont, Texas, became known as an oil town. Within that time, one hundred and thirty-six wells have been developed in the Spindletop Heights District, and eighty-seven companies have enthusiastically promoted investments in these ventures. The actual output of oil for the year is estimated at 5,086,000 barrels. The difficulty that confronts oil men is lack of transportation. The supply of tank cars is only two hundred and fifty a day, and eight hundred are needed. Because of this inability to get the oil into market, it is intimated that a consolidation of properties may take place, and the Standard Oil Company become its master, a situation to be avoided.

▲ ▲ ▲

THE movement which originated some six years ago with Dr. Theodor Herzl, of Vienna, for the establishment of a Jewish state in Palestine, the original territory of the Jewish people, is receiving renewed public attention, as a result of the recent conference of Zionists at Basel, Switzerland. Briefly stated, the proposition is this: that the Jews in all parts of the world shall raise sufficient money to induce the sultan of Turkey to surrender Palestine to them, that pledges be obtained from the European powers that they will not interfere, and, with Palestine again in control of the Jews, that the oppressed of the race in eastern Europe, and such others as may wish, emigrate there for the organization of the new state. To this end, the Jewish Colonial Bank is located in London, and in three years has accumulated two million dollars. Dr. Herzl is the commissioner to effect, if possible, the necessary arrangements with the sultan. Summarized into a definite statement, the Zionist movement appears to be, primarily, a plan for the colonization of the seven million oppressed Jews in Russia, Roumania, and Galicia, a purely philanthropic movement, concerning which there appears to have been more or less misconception by the public, an idea prevailing that the plan contemplates an exodus to Palestine from all parts of the world. Against this idea there is an emphatic Jewish American protest, that is judicially represented by Dr. Emil G. Hirsch, the distinguished rabbi of Chicago, who, in a recent address, also said that to call the oppressed Hebrews to America will not solve the problem; for from the prey of Russia to the sweatshops of America does not spell re tration or freedom.



PHYA PRASIDDHI comes from Siam to be her minister



LESLIE M. SHAW is now Secretary of the Treasury



NIEL GROEN sells the Danish West India Islands

RICHARD CROKER gave the country a political sensation when he selected Lewis Nixon, the well-known ship designer and builder, to be his successor as leader of Tammany Hall. The surprises in this appointment are that the new leader is not a veteran in Tammany's ranks, and that, in entering on his new political duties with the avowed purpose of reorganizing Tammany upon lines of respectability, there was not a protest against his leadership. Mr. Nixon is forty-one years old. During a remarkably successful career, he has been the architect of his own fortune. His personal characteristics, he is the embodiment of that forceful determination that, as a rule, succeeds in what it undertakes. The attempts at Tammany reform under his leadership will be watched with no little concern by friends and foes. Mr. Nixon must solve a political problem of great perplexity.

▲ ▲ ▲

THE Panama Canal Company's offer to sell its property to the United States for forty million dollars has resulted in a supplemental report by the Isthmian Canal Commission in favor of the Panama Canal route instead of the Nicaragua Canal route. The passage by the house of representatives of the Hepburn Bill in favor of the Nicaragua route is said to have induced the Panama Canal Company to accept forty million dollars, the valuation placed upon it by the commission. The special advantages claimed for the Panama route are: its cost carefully estimated will be $184,233,358 against $189,864,620 for the Nicaragua Canal; its length is but forty-nine and nine-tenths miles, with the time of transit eleven hours and fourteen minutes, as against one hundred and eighty-three and sixty-six hundredths miles in length for the Nicaragua Canal, with the time of transit thirty-eight hours; and, not least in importance, its cost of maintenance a year is estimated at two million dollars, as against three million, two hundred thousand dollars for the Nicaragua Canal. The friends of the Hepburn Bill claim that the difference in cost and maintenance in favor of the Panama route is more than offset by the fact that the engineering work on the Nicaragua route will be less difficult than it was at first supposed it would be, and that the route is more advantageous for our commerce. There are claims for the advantage of Lake Nicaragua as an inland harbor. The senate is not likely to hasten action, and the house of representatives will probably be content to let responsibility for the delay in the matter rest there. In the meantime, an attempt has been made to revive interest in the old Darien route, which involves the construction of a huge tunnel.



PRINCE HENRY comes to launch Wilhelm's yacht



BARON MONCHEUR is Belgium's new U. S. ambassador

▲ ▲ ▲

IN the matter of Cuban reciprocity, congress is in a dilemma. The United States government having, by a war in the interest of humanity, freed Cuba from Spanish oppression, and assumed a tentative guardianship pending the establishment of a Cuban government, has a moral responsibility to assist the people whom it freed, by rehabilitating their commerce. On the other hand, as the two principal products of Cuba—sugar and tobacco,—are also products of the United States, there is naturally a strong protest against tariff concessions to Cuba on these products. In the case of the beet-sugar industry, the argument in protest is particularly strong, because of the investment of so much capital in factories and special machinery, to say nothing of the interests of the farmers who have engaged in the beet-sugar industry, on the practical pledge of the government that the helpfulness of a protective tariff would be theirs. In order to be just with Cuba, and to protect home interests threatened by such a course, there is apparently but one honorable method,—a complete reciprocal plan for Cuba and a bounty for such industries in the United States as may be seriously affected in consequence. This plan may be preferred by the sugar men to a defeat of reciprocity and the annexation of Cuba as a consequence. The hearings before the ways and means committee developed considerable acrimony, and the sugar combine was severely criticized by representatives of sugar-cane and beet-sugar interests, for secretly encouraging tariff concessions to Cuba.

[The pictures of Baron Moncheur, Signor E. Planches, and Phya Prasiddhi, used in this department, are copyrighted by Clinedinst, photographer, Washington, D. C.

Digitized by Google

TALKS WITH YOUNG WOMEN

Grinding, hopeless, useless economy is ignoble; it is the forerunner of pessimism, and the arch destroyer of all ambition

ELLA WHEELER WILCOX

A GREAT many people believe themselves followers of the "New Thought,"—of common-sense religion, which is taking the place of the old pessimistic dogmas,—but only a few are practically illustrating its truths.

The new creed is simply this: Thoughts are magnets, attracting whatever they approach. If you think health, success, love, usefulness, good will, prosperity, all these things will come to you gradually but inevitably. If you think disease, failure, hatred, jealousy, and misfortune, these things will be your portion,—not because they are sent to you as a punishment, but because they are created by your mind and rise from it like a malarial fog,—shutting from your vision your real inheritance of success and happiness.

God has made nothing but good things. We ourselves make all the misery, all the unfortunate conditions. By persistent right thinking—thinking of the real inheritance which is ours,—we overcome all the obstacles and trials which lie in the pathway of success, and live in contentment.

If You Have a Theory, Live up to It

There are some sorrows which must come to us, as storms must prepare the soil for richer harvests. Sorrow is noble. But disease, worry, failure and poverty are ignoble and unnecessary.

This is the new creed which hundreds of people of my acquaintance believe in, yet few live up to.

It is one thing to have a theory. It is another to live according to it. I have heard a young woman declare herself to be incapable of disease or fatigue, because of her consciousness of her divine self, yet she was daily and hourly thinking and talking poverty. "Everything will, of course, come out all right for me," she would say, with an air of conviction; yet the next moment she would busy herself in turning and sponging ribbons and old garments which were only fit for the rag bag, because she feared she would not be able to procure new ones. When she was urged to sell or give away these things, as they were not suitable for her further use, she would assume a melancholy seriousness of expression, and reply: "I don't know what would have become of me in the past if I had not followed these careful economies in small matters. I have been obliged to save at every corner, and to turn and piece and sponge clothing in order to make any kind of appearance. I hope the time will come when I shall have a little margin on which to dress; but, until it does, I must be careful and economize."

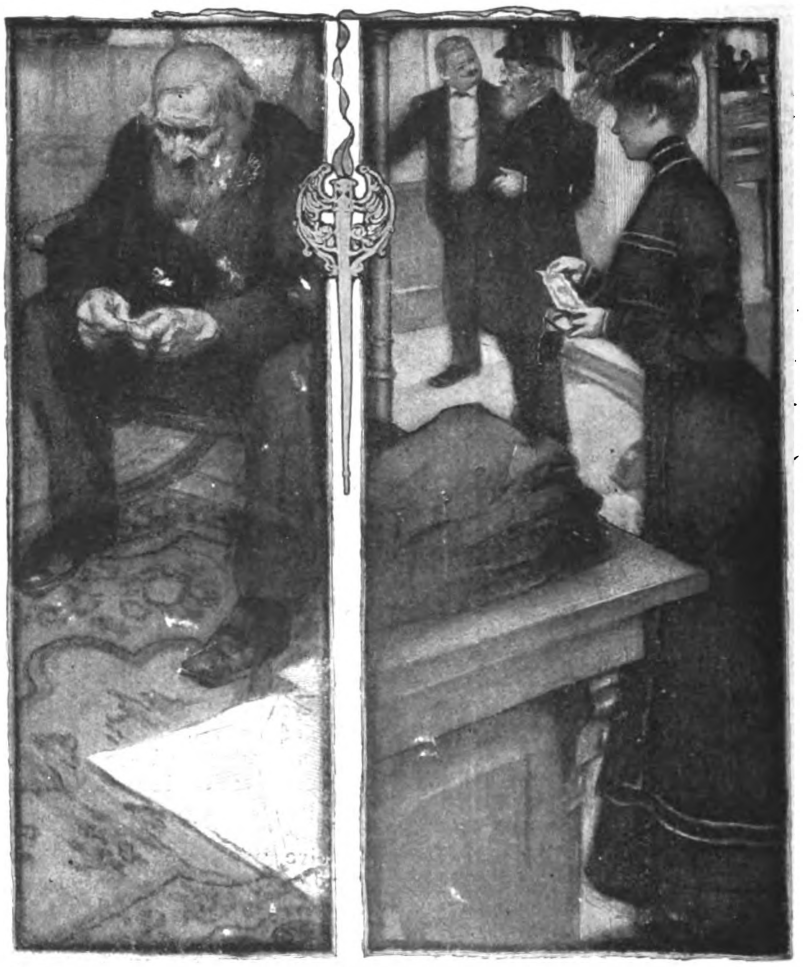
The Mind Will often Create Conditions

It was impossible for this woman to realize that her mind was creating the conditions under which she perpetually labored. She thought and believed herself poor, and obliged to wear the old garments and to deny herself the necessaries of life. If she had disposed of her worn clothing as unsuitable for her, and had devoted to her employment the time she gave to its repair, confident that she would be given ability and opportunity to procure what she needed,—she would have found herself in a new world, with a new outlook, a consistent follower of the new creed.

A reasonable economy is commendable. But there is a hopeless, chronic, grinding economy that is an insult to God and death to all ambition and achievement.

There was a woman who prided herself upon having kept one paper of pins for five years, and never having used any others. Think of the wasted vitality and nerve force employed in keeping track of those bits of brass,—of replacing them in the paper, of guarding them in the toilet! The same amount of thought and power expended wisely would have established pin factories throughout the United States.

I knew a man who passed hours straightening the bent pins he found on the floor. The women of his household could always obtain a pin from the lapel of his coat, when in need of one; but his daughter, who was not at all economical in her use of pins, was obliged to buy him the coat in which he stuck the pins! He was one of the world's failures. "Luck is against me," he said. He never deemed it his own mind which produced the conditions, but fate. How could success come to a man who kept his mental forces down in the dust looking for pins to straighten?



The father economizes while his daughter buys him a coat to stick pins in

Do not Be always Thinking Poverty

Just as nature puts its old verdure and foliage away out of sight to be trodden and plowed into the earth, confident that new leaves and grass will come when needed, so ought mortals to put away the worn, faded, and outgrown garments, and furniture and hangings, and know that what is necessary to replace them will come if worked for expectantly.

People who believe they are poor and look forward to each day as one of petty, wearing economies, will always remain poor, no matter how hard they work. Should an inheritance be given them, they would still be poor in thought. With persistent thought of poverty in the mind, it is impossible to carry out a purpose of success.

It is useless to say over a few phrases which sound optimistic and hopeful when spoken, and then to devote the remainder of the twenty-four hours to thinking poverty, to denying yourself all comforts and pleasures, because you cannot afford them, and yet to imagine you are on the road to absolute contentment, with no obstacles to hinder.

The editor of SUCCESS recently said to me: "Even a Raphael could not paint the face of Christ with the model of Satan in his mind." This is true in every sense. No one can succeed who has failure and poverty constantly in his thought.

A timid, undecided, fearful mind is a greater block in the pathway of success than all the combined "trusts" on earth. A hopeful, self-confident, God-trusting, decided, and active mind can overcome all unfortunate conditions of every age or country and thereby obtain real success.

Accept Your Condition with Good Cheer

This is not an excuse for any age or country which permits the unfavorable conditions to exist, for selfishness and greed are never excusable. But the fact nevertheless grows plainer to me, every year, that success or failure come mainly from within ourselves.

> One ship sails east and another sails west,
> In the very same winds that blow;
> 'Tis the set of the sails, and not the gales,
> That tells them the way to go.

You may be obliged to wear old clothes when richer girls can afford stylish apparel; you may have to make over your last year's bonnet for this Easter. If so, do it with a spirit of cheerfulness and without the least ill-feeling, envy, or malice toward your better-appareled neighbor.

Half-Done Work Is Always Wasteful

THE extravagance and waste of doing work badly are most lamentable. We can never overestimate the value, in a successful life, of an early formed habit of doing everything to a finish, and thus relieving ourselves of the necessity of doing things more than once. Oh, the waste in half-done, careless, patched work!

The extravagance and loss resulting from a slipshod education is almost beyond computation. To be under the necessity, all through one's life, of patching up, of having to do over again, half-done and botched work, is not only a source of terrible waste, but the subsequent loss of self-respect and life is also very great.

There is great economy in putting the highest possible personal investment in everything we do. Any thoroughness of effort which raises personal power to a higher value is a judicious expenditure of individual effort. Do not be afraid to show thoroughness in whatever you undertake. Thoroughness is a great quality when once mastered. It makes all work easier, and brings to life more sunshine.

HOW MOTHER-LOVE WAS BORN

ALFRED J. WATERHOUSE

The great white God who loves us well,
The dear white God who heeds our way,
Down-looking where his children dwell,
Saw that their feet had gone astray;
And, lo! their tears fell down like rain,
And souls were crushed by cruel pain.

Then spake the dear white God and said:
"Somewhat they need to make them strong
And cheer the hearts whence hope hath fled,
Till through Life's discord strikes her song."
And straight He thought, and, thinking, smiled,
Of one rare gift to bless His child.

Then from our God His gift was sent—
Ah, soul of mine, thou knowest well,—
To fill the Earth with full content
And lighten haunts where shadows dwell;
To gladden those who weep, forlorn,—
And so sweet mother-love was born.

To Dress Tastefully Is True Economy

TAILOR-MADE clothing is often the most economical. It is very astonishing how quickly the quality of clothing is mated to its wearer. If it is of good material, fits well, and is becoming to him, he immediately partakes of its superiority, which is manifested in his increasing self-confidence, self-possession, and feeling of well-being.

An ill-fitting and slouchy suit will often demoralize the best-meaning man. The quality of his own system and his own work will be affected materially by the fitness and quality of his attire. Good clothing makes him feel conscious of a certain superiority which would be impossible without it. This is especially true with ladies.

Many a charming, entertaining lady, when suddenly surprised in her everyday attire, has been nonplused and dumfounded.

The consciousness of being well and fittingly dressed has a magic power in unlocking the tongue and increasing the power of expression. It is a great deal better to economize in other things than to be too saving in your wardrobe.

phases are c...

Digitized by Google

THE EDITOR'S TALK WITH YOUNG MEN



One man destroys digestion, while the other lays the foundation of health

Be good to yourself; many ambitious men are their own worst enemies. Hastily-eaten luncheons, lack of exercise, and the omission of vacations will diminish vitality and shorten life

THE most necessary item in the preparation of a candidate for success is "self-stock-taking." He must make a careful inventory of his success-qualities and rate his possibilities so that he will know to a hair's breadth just what he measures, and, to a grain, just how much he weighs. In other words, he must first know himself, his powers and possibilities, before he can use them.

After he has taken his inventory, the next thing is to plan to get the most possible out of his capital; and, in doing this, he should be very careful not to allow his judgment and common sense to be blinded by his ambition; for, if he does, in nine cases out of ten, he will destroy many of his possibilities by overtaxing them.

The man who would make the most of life must learn "to be good to himself;" that is, while he should strain every nerve to develop himself to the utmost, he must remember that his success will depend very largely upon the care he takes of his success-machine,—that is, of himself.

Many so-called successful men are their own worst enemies. They would never think of abusing a horse or any other dumb animal as they impose upon themselves. They go without eating, are irregular at meals, and rob themselves of sleep and recreation; in fact, they violate every law of their physical and mental natures, and yet wonder why they are gray-haired, dyspeptic, and broken-down, before middle life. They cannot understand why their ambition and greed to get on in the world should not be the measure of their strength, and so they go on forcing their brains to work when every particle of nervous energy which was stored up the previous twenty-four hours has been exhausted.

That Which Will Maintain Health Is not too Costly

It makes all the difference in the world to you whether you cut off five, ten, or fifteen years of your life by foolish indiscretion, abusing yourself by overworking, or depriving yourself of needed rest,—by not knowing exactly how much you can stand,—or whether you save those precious years by obedience to the laws of health.

Many people cramp their powers and dwarf their possibilities by denying themselves the comforts which make life harmonious and agreeable. For example, I have known people, who were traveling long distances by night, to go in a day coach, so as to avoid the expense of a sleeper, and either to carry their food and eat it on the train, or depend upon sandwiches or any little "pick-ups" that they could get at the stations along the road. Of course there are people who cannot afford the comforts—luxuries, if you will,—of traveling in sleeping cars and dining or lunching in dining saloons, in which case they must, of course, do the best they can. But those who can afford them make the greatest possible mistake by trying to economize at the expense of their physical and mental well-being, for they cramp themselves, and dwarf their energy and success-ability, just in proportion as they deny their bodies proper care.

There is nothing else so valuable as one's physical and mental energy, which should be preserved, at whatever cost. In other words, nothing is dear, which we can possibly afford, that will in any way help us to get on in the world faster and better.

Personal power is a great thing to achieve and maintain. Everywhere, in city and country, we see men and women, especially men, old at thirty or thirty-five, their shoulders stooped, their hair gray, and their spirits broken. They have no elasticity in their step, no buoyancy in their bearing. They destroyed their possibilities in their overreaching ambition to become wealthy or famous,—to out-distance all competitors. Their lives have become dry and sere, and they are nervous wrecks, when they should be in their physical and mental prime.

Take Ample Time to Eat your Luncheon!

Thousands of well-meaning men deprive themselves of needed nourishing, force-giving food by trying to economize. They stand at a lunch-counter and hastily swallow a sandwich and a glass of milk, to economize time and money; when they owe it to themselves, and to their highest well-being, to go to a good restaurant or hotel, take time enough to eat a nutritious, properly cooked, and properly served meal, and give the stomach time to begin the process of assimilation before resuming work.

There is not only no economy in this, but it is the worst kind of extravagance. The greatest economy a success-candidate can practice is storing up the largest amount of success-force, vitality, nervous and mental energy, in his constitution, for effective and efficient achievement. To rob oneself of the food material which gives this magic force is like killing the goose which lays golden eggs.

Many a man has mocked a magnificent, natural ability with mediocre achievement, simply because he has ruined his success-machine by neglect, in failing to supply the motive-power to run it.

Thousands of men have died amid the wreck of disappointed ambitions, having failed to carry out one-tenth of what they expected and had the ability to accomplish, simply because they did not take proper care of themselves.

Would you not think that man insane who, possessing a reservoir of precious elixir of life, should bore gimlet holes through it, here and there, and let the life-power run to waste? Yet this is exactly what thousands of us are doing. We start out with a great pond or lake of life-power, and let the major part of it escape through the leaks made in the reservoir by our own carelessness or ignorance.

We are all the time cutting off our success-possibilities by wasting, here and there, life's force and energy, robbing ourselves of the reserve which alone would make great achievement possible; and yet we wonder why we do not succeed.

Lack of sleep, lack of exercise in the open air, lack of nourishing food, and of congenial intercourse with friends, overwork, doing our work in the spirit of drudgery,—all these things are leaks which sap our energy and rob us of the great reserve of life-force which enables one to achieve results.

On account of the influence of your clothing upon your habits, your character, and your success generally, be as generous with your dress, especially in material, as you can possibly afford.

If you have been handicapped in early life by lack of education, or of social advantages, and do not feel certain of yourself in society, it will help you wonderfully to dress well. It will tend to give you ease of manner and make your awkwardness and lack of general culture less apparent. In other words, it will help to cover up little defects which may embarrass you, especially if you are over self-conscious.

Keen Observation Is Productive of Ease

The very conviction or consciousness that you are deficient in matters pertaining to culture and social usages tends to aggravate those defects, and you should avoid self-consciousness in every possible way. Neat, bright, yet fashionable, well-fitting clothing will help you very materially.

The wise man tries to compensate for his deficiencies in every way he can. It pays, therefore, to avoid bad impressions when strangers first meet you, for they will put you to a great disadvantage if you are too self-conscious and timid.

People who have not had early advantages, but have come into prominence through achievement, are often placed at great disadvantage, and they should study ways to compensate for these deficiencies. In other words, we should do everything possible to bring ourselves into harmony with our surroundings, because we cannot exhibit strength or use our success-force until we are at ease or in harmony with our environment.

Many shrewd men and women have been able to cover up early deficiencies in education and culture generally by close observation and by adopting dress and manners like those with whom they associate. A keen observation is one of the greatest assistants in the acquirement of ease and power.

Many hard-worked business and professional men think they cannot afford a vacation. These people know very well that they cannot work their horses all the time, nor could they expect any of their employees to work all the time and stand it.

There is, perhaps, nothing which pays better or is more beneficial than a vacation. Most of us, sooner or later, learn—unfortunately, most of us learn later,—that we cannot get more money out of a bank than we deposit there. Our drafts on nature's bank cannot exceed the reserve of the deposits.

In youth, we store up a reserve of physical and mental energy, which, if properly used, will enable us to overdraw temporarily in emergencies; but, if we use, from day to day, more nervous or vital force than is generated during each twenty-four hours, it does not require a great mathematician to convince us that we shall soon be bankrupt.

A man, therefore, who has been tied up many months in his store or office, or confined by his vocation, whatever it may be, although he may not have worked very hard, requires a complete change of surroundings; he needs a new mental environment.

Go into *the* Country Frequently and Get New Life!

People in routine work soon lose their elasticity of mind, their bouyancy and spontaneity of thought; their imagination becomes torpid, and nothing else will then refresh the faculties and functions so quickly as a complete change of surroundings.

How quickly, for example, one's whole nature responds to a change from the city to the country! A man who feels heavy, tired, and languid, in the city, feels ten years younger when he gets into the country. He is a boy again; his imagination becomes enlivened, and his whole life is rejuvenated. It is not always because one is overworked that he needs a vacation; for man is an omnivorous animal, and requires a variety of food.

Digitized by Google

Many Methods of Youthful Seekers for Life's Prizes



DELLA M. CONANT CLOVER R. SMILEY MARY E. EVANS





F. A. DE VOS CH'EM WEI-FAN ROY ROSE

A BOY once told me that, whenever he thought of what he might do when he grew up, he always felt like one of the pigs in a "pigs in clover" puzzle. There are many boys like him,—and girls, too. They seem to think that life is a little round box in which they can roll until someone—a teacher or a parent, perhaps,—pushes them into the right niche. These young people should remember that the "pigs in clover" puzzle was so difficult that a large majority of people failed to solve it. That is just what happens to most boys and girls who expect parents and teachers to solve their success puzzle for them. Parents and teachers will worry over them and do all they can to help them; but, if the boys and girls do not do their part, and try to help themselves, they will always be left to roll around in the outer circles.

The trouble is that so many ingenious things have been invented to do away with work that we even try to use these inventions instead of our minds. Probably the man who made the first interlinear translation of Cæsar's "De Bello Gallico" never thought for a moment that he was inventing a "horse" which young folks would try to ride, and which would cause many "flunks" when, at examination, the riders would have to dismount and plod in the ordinary way. There are no short cuts to success. Boys and girls, to-day, must adopt the same old method of honest endeavor and persistent plodding that all others have taken who have reached a goal. Memoranda on cuffs and finger-nails, "horses," and other misleading methods must be avoided.

We are always glad to hear about young folks who are on the right track and are making a good start. In this department, we show the pictures of a few, and wish that there were ten times as many. The trouble is, people seem to think that SUCCESS only cares to tell about those who have reached the top, while the fact is that we are as anxious to hear about the boys and girls who are trying to get a good start in life. If you know of such young people, write to us about them.

This Young Woman's Business Ideas Are Original

Possibly the youngest proprietor of a successful business in the United States is Mary Elizabeth Evans, of Syracuse, New York. She is fifteen years old and sells more candy than any six of the other retail dealers in Syracuse. She prepared the way for her trade by having a booklet printed which consisted of testimonials from physicians who had bought her candy. Another of her original plans was a show case at which all customers helped themselves. In the case were neat boxes of candy, and at one end were double doors. Swinging from one of the doors was a sign which read, "Open these doors. Take what you wish. Leave price of goods taken. Make your own change from my till. I trust to a customer's honor." This girl has remarkable business ability, and has great confidence in her patrons.

Although only Thirteen, He Is a Manager

The superintendent of the telegraph offices of the West Shore Railroad was having some difficulty in securing an operator for one of the offices in New York City. He wired an old friend at Mount Marion, New York, saying: "If you know of a telegraph operator, tell him to come down and go to work." The following morning, when the superintendent's assistant communicated with the station, someone answered whose touch and precision in telegraphing were remarkably good. After several days, the assistant visited the new man, and was met by a rather stout country boy with brown eyes looking sharply from behind glasses.

"Hello, sonny," called the assistant, "where's the new manager?"

"I'm the new manager," the boy replied.

The official could hardly believe that a thirteen-year-old boy was acceptably filling the position when three old operators had been discharged for incompetency. The boy is Roy Rose. He is one of the youngest telegraph-office managers in the country.

He Is *the* Youthful Editor *of* a Bright Paper

There are hundreds of boys and girls who are learning the art of expressing their thoughts in amateur journalism. This is one of the most fascinating and useful hobbies that young people can have, and we are glad to encourage it by occasionally publishing pictures of its devotees. There are a number of amateur journals, and though some of them are crude, all of them are interesting. One of the brightest papers is "Brownie," published by F. A. DeVos, of Coopersville, Michigan. This lad is a newcomer in the amateur field, but his paper gives evidence that he will soon win a place among the leaders.

She Believes Enthusiastically in Success Club Work

Miss Della May Conant and her work furnish a good answer to the question sometimes asked, whether or not women are interested in our Success Clubs. Miss Conant is state secretary of the Young Women's Christian Temperance Union of Ohio, and is establishing Success Club departments in all the local unions in her state. This may be a suggestion for others who are so situated as to be able to take up similar work.

A Mere Girl Conducts a Magazine

CHARLES EUGENE BANKS

CLOVER ROE SMILEY, although still in her teens, conducts the magazine, "Facts and Fiction," published in Chicago. Its young editor contributes all the editorial matter, reviews books, conducts a question department, and writes many of the short stories, and an occasional poem. Besides her literary work, she superintends a large force which conducts the circulation department of the magazine, and the distribution of books of a circulating library established in connection with it. Miss Smiley has grown up in a literary atmosphere, and has inherited a liking for letters from her mother, Grace Duffie Boylan, who has an international reputation as a writer. Mother and daughter have been comrades since childhood, and to the influence and teaching of her mother the young editor attributes her success.

Success Under Difficulties in China

ISAAC TAYLOR HEADLAND

CH'EM WEI-FAN was a clerk in an incense shop. With a few coins he bought a Christian book. Then he joined a church, entered a small school, and finally became gatekeeper in a mission. This, however, was not final. He began to work among his friends, and soon had two who wanted to join the church. He kept the gate during the day, studied at night, preached in the street chapel when he had an opportunity, became a preacher, and finally died a martyr at the hands of the "Boxers." He left three sons. When the oldest was graduated from college, he had an offer of forty dollars a month to go into business. He refused the offer, and accepted two dollars and seventy-five cents a month, as a preacher of the gospel. It is the willingness to sacrifice all else for a conviction that makes a man. The second son refused an offer similar to the one made to his brother, and became a teacher in a Christian college in China, at a salary of one-tenth what he could have made in business. Later, he was invited to teach English to the grandsons of Li Hung Chang, at thirty dollars a month for one hour a day, which work he did, converting the money into a fund for the education of a poor student. The third son is now in college, and shows a disposition similar to that of his brothers. His picture indicates his appearance, though unfortunately not his character. Some of the friends of his family have advised him to marry,—a matter of more importance in China than in America,—but he has steadfastly refused, on the ground that a young man ought to have some prospect in life before he thinks of taking a wife. As a matter of fact, I happen to know that his brothers want to send him to America after he has completed his college course here, but have withheld the information from him, lest it may disconcert him.

Last summer, I lent him Dr. Orison Swett Marden's book, "Pushing to the Front," which he has been diligently reading. He has just asked me to buy a copy for him. To a reader this may have no significance, but to one who realizes that the price of that book is equal to half his month's wages, it is not without meaning.

We Offer Prizes for Social Ideas

AT this season, when winter is giving way to the approach of spring, exposing a ragged edge of disagreeable weather, our boys and girls like to gather around a table, and pass the long evenings with jokes and games. It is tiresome to play the same old games, and at times there seems to be a dearth of new ones. We are sure there are games that all the boys and girls don't know about. Probably boys and girls in Maine are playing games that seem old to them, which would be new in California or Georgia; while games played by young people in California and Georgia would be new to young people in Maine. Now SUCCESS asks boys and girls, in every state, to write and describe some of the games they are playing. Then it is proposed to put all the best ones into a little booklet, which will be distributed throughout the country. A prize of five dollars will be given for the social idea that is judged the most original and entertaining; three dollars for the next best, and two dollars for the third best. Address your letters, as usual, to the Success Club Bureau, and be sure that they are sent before April 1, for none bearing a later postmark will be considered in the contest. The names of the prize winners will be announced in the June issue of SUCCESS.

Ten Books for Ten Postal Cards

What kind of reading do boys and girls like best? Answer this question on a postal card; no letter will be counted. Ten copies of Dr. Marden's book, "Winning Out," for boys and girls, will be sent to the writers of the ten best cards. Address the Success Club Bureau, 32 Waverly Place, New York City.

Digitized by Google

His Funny Pictures Won Him Fame



LADY BOUNTIFUL



E. G. CARR

EUGENE GILROY CARR was born in New York City, in 1881. He was educated in the public schools of that city, where he achieved unpopularity because of his uncontrollable desire to caricature his classmates and teachers. This propensity early led him into trouble among his associates.

When fifteen years old, Carr had succeeded in mastering the street types of his neighborhood; and, later, when some of his studies fell into the hands of John Kerwin, former police commissioner of New York City, and Brigadier General Frederick Dent Grant, U. S. A., he was turned over to the New York 'Recorder' for professional development. For a time, he was the office boy of the art department, at three dollars a week.

"One morning," Mr. Carr said, "I was called into the office of John Keller, then the managing editor of the 'Recorder,' but now the charities commissioner of New York City, and invited to prepare a political cartoon. I put my best effort into the picture; but, on the following day, the paper suspended publication."

Notwithstanding this disaster, Carr continued his art work in the vicinity of Park Row, and was finally employed on the New York "Evening Journal." He is best known as the creator of "Lady Bountiful," whose kindly deeds for small boys are rewarded by acts of mischievous ingenuity.

▲ ▲ ▲

Without Feet, He Manages to Advance



N. O. CONGER

N. O. CONGER may never hope to be elected captain of the college football team, yet he does expect to win honors at his college. What some boys would consider an insurmountable handicap has been to him a spur toward vigorous efforts. He is working his way through college. For some time, he has lived in a cheap room, where he has cooked his own meals. His is an example which explodes the excuses of the boys who say that they have no chances. They think they are held back by unconquerable difficulties. It costs only two hundred dollars a year to furnish this lad with clothing, board, fuel, tuition, and books, and we believe that there are some of our boys and girls more happily situated who will be glad to assist this struggler. Those desiring to do so may communicate with S. B. Fahnstock, treasurer, McPherson College, McPherson, Kansas.

▲ ▲ ▲

League Plans for Success Clubs

HERBERT HUNGERFORD

THE Success Club idea, although but little more than a year old, has attained remarkable growth. The widespread interest that has been manifested in the Success Clubs warrants a belief that they are destined to become great factors in the world for the development of manliness. In order that they may expand to the fullest extent, they must be placed upon a still broader basis, in a consolidated organization, with its board of officers elected by popular vote.

In the first announcement of the Success Club plan, it was stated that, when clubs in sufficient number should be organized, a League would be formed. As about five hundred societies are now enrolled, the time is at hand for the formation of the League. There is need of a broader spirit of fraternity in our organization, which can best be stimulated by having every member feel individual responsibility in directing Success Club progress.

How the League Will Be Organized

Naturally, it will not be an easy matter to unite all of these widely-scattered clubs into a federation with a strong fraternal spirit running through

I know that nine-tenths of the readers of this advertisement would immediately become my pupils if I could but devise a way of convincing them that my system of Physiological Exercise will do all I claim for it and is something new, genuinely superior, safer, more scientific and rational than any other ever before devised.



My system produces healthy men, women and children. It embodies the ideal principles of attaining and maintaining the highest conception of perfect manhood and womanhood. If for a few weeks my instructions are faithfully followed I will not only guarantee a magnificent muscular development and improved physique, but with it a condition of vigorous health scarcely dreamed of by hitherto weak or partially developed men or women. No drugs—no artificial stimulants—no pepsin or digestive bitters are needed by my pupils. I give you an appetite always ready for meal-time, and a digestive apparatus able and willing to assimilate your food and fill your veins with pure rich blood, a heart strong and vigorous to pump that blood to every part of the body, lungs that supply to the full the oxygen needed, and nerves so true and keen that daily work is a pleasure and the capacity for physical and mental exertion proportionately increased. Your sleep shall be sound and dreamless, and the morning light shall find you equipped for the duties of life as you never were before.

All this have I done for thousands. I can do it for you, because my system is based upon natural laws, as rational and logical as those which govern the universe.

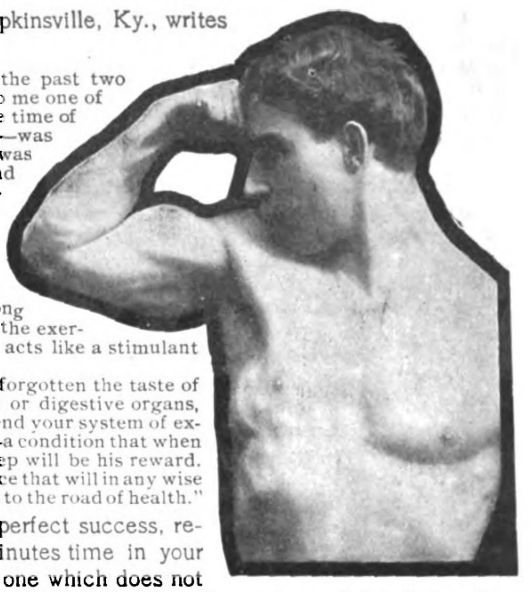
I should like to have you take my word for it, but do not ask it—instead, I offer and shall continue to do so, the indisputable and unparalleled testimony of prominent American citizens.

Mr. C. O. Prouse, a leading attorney of Hopkinsville, Ky., writes under date of October 5, 1901:

"Allow me to thank you for your kindness for the past two months and for your instructions, which have been to me one of the richest blessings that I have ever received. At the time of beginning your exercises I was simply a nervous wreck—was constipated and suffered intensely with indigestion; was easily overtaxed when attempting work of any kind, and seemed almost impossible to recuperate without leaving off for months all mental and physical labor, but thanks to you, I was enabled, without medicine of any description (something I had not done for over two years), to keep up with my work and at the same time increase my weight and general health until now—only two months—I feel like a new man; am healthy, strong and tireless. Now I do not know how to be tired, as the exercise you give seems to rest me instead of tiring—it acts like a stimulant to a tired body.

"It does me a great deal of good to say that I have forgotten the taste of 'Pepsin' and such other medicines for a weak stomach or digestive organs, and that *I eat anything I want*. I can heartily recommend your system of exercise to any one that desires a good physical condition—a condition that when the mind is tired and needs the night's rest, restful sleep will be his reward.

"I will take pleasure in answering any correspondence that will in any wise help you along the road to success and some unfortunate to the road of health."



My system is taught by mail only and with perfect success, requires no apparatus whatever and but a few minutes time in your own room just before retiring, and it is the only one which does not overtax the heart. I shall be pleased to send you free valuable information and detailed outline of my system, its principles and effects, together with testimonial letters from pupils.

ALOIS P. SWOBODA,

476 Western Book Bldg., Chicago, Ill.

We Paid $1200. Cash

for the handsome back cover (in colors) of this issue of SUCCESS to urge you TO CONSIDER the merits of the Ostermoor Patent Elastic Felt Mattress.

All We Ask Is That You

will send for our very handsome 80-page book "The Test of Time" and at least learn of our claims. Turn AT ONCE to the back cover, read it, then simply send your address on a postal card to

OSTERMOOR & CO., 134 Elizabeth St., New York.

Digitized by Google

Pears'

To keep the skin clean is to wash the excretions from it off; the skin takes care of itself inside, if not blocked outside.

To wash it often and clean, without doing any sort of violence to it, requires a most gentle soap, a soap with no free alkali in it.

Pears', the soap that clears but not excoriates.

All sorts of stores sell it, especially druggists; all sorts of people use it.



VELOX

HAS NO DARK DAYS

It prints by any light, yet requires no dark room for development. Velox gives pure black and white effects of surpassing depth and richness.

NEPERA CHEMICAL CO.,
Division of the General Aristo Co.
NEPERA PARK, N. Y.
For Sale by all Dealers.

A Wonderful Material!

PANTASOTE

Waterproof—Greaseproof—Stainproof

Also Germproof and FIREPROOF! Unlike other leather substitutes, it contains no cellulose, rubber or other dangerous and objectionable substances, and is also ENTIRELY ODORLESS.

Pantasote does not peel or crack, is not affected by heat, cold or climate. Looks like Morocco leather, wears better and costs half. Tested nine years with unqualified success. Made in plain leather grains or richly embossed designs; all standard colors.



A Piece 18 x 18 in. for 25 Cents in stamps.

Free sample 15x6 in. for 2c. stamp and your upholsterer's address.

Awarded GOLD MEDAL at Buffalo.

CAUTION—There are worthless imitations; genuine has Pantasote stamped on goods.

PANTASOTE CO., Dept. H, 29 Broadway, New York.

it; yet our Bureau undertakes the task with every assurance of success. We know the spirit and temperament of the clubs, and, having consulted with many leading club members, we are sure the plan to be proposed will secure their heartiest co-operation.

It is, of course, impossible to hold a convention of delegates from all clubs; so the work of forming the federation must be conducted by correspondence, with the aid of SUCCESS and the Energy Letters. The first thing to be considered is a constitution. A model has been prepared and sent, in one of the Energy Letters, to all clubs. Amendments will be suggested, and, in due season, the constitution will be adopted.

Nominations for offices will be next in order. Every club in the League may nominate any of its members for office. All nominations will be submitted to a nominating committee, which will select two sets of candidates, and, in the fall, an election will be held by each club.

All Literary Clubs Are Urged to Join *the* League

In our limited space, we cannot give all the details of the plan for forming the federation; but, on request, we shall be pleased to furnish the same to any literary, debating, or self-culture society. All self-improvement societies, no matter what their local constitutions may be, are eligible to membership in the League. We earnestly invite anyone belonging to such a society to call to the attention of his or her fellow members the advantages of affiliation with the League. The special benefits to be emphasized are as follows:—

1.—The fraternal encouragement that every member will receive by belonging to an organization of international influence.

2.—The helpful information and advice to be received from a bureau of experienced workers located in the greatest information center in the world.

3.—The value of the Letters of Energy, which supply the latest suggestions and ideas for effective work, and are sent to club secretaries monthly.

4.—The advantage of being represented by one of the most influential, progressive, and helpful magazines published.

To be elected one of the first officers of the League is an honor of which anyone should be proud. There will be, without doubt, at least twenty thousand Club members by the time the election will take place. In fact, we already have seventeen thousand members, and this new step is quite likely to very largely increase the membership.

▲ ▲ ▲

***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 organized 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,
University Building, Washington Square,
New York City.

Character-Building *and* Mind-Molding Through Reading

THE habit of holding the mind steadily and persistently to the thought in a good book not only increases the power of concentration, but also improves the quality of the mind.

Inspiring reading is that in which life-building words abound,—for words are things which unconsciously enrich character. The image of each helpful word held in the mind leaves its impress, its autograph, so to speak, there, and continually reproduces itself in uplifting thoughts.

If our homes were furnished with more character-building books, and less bric-a-brac and costly furniture, our children would get a much better start in life.

To bring a child up in an atmosphere of books, to surround him with the works of great minds from his infancy, and lead him gradually to an appreciation of the works of the intellectual giants of the race, is equal to a liberal education.

The boy or girl so nurtured will have been given the best means of acquiring a mentality of the very highest order.

FRESH AND STRONG.

Food That Sends One Along.

"I found a food at last that I could work on and that would keep me fresh and strong. I have been a school teacher for eleven years, and every year toward the last have felt more or less worn out, and have been bothered particularly with my stomach and serious constipation.

Last year I used Grape-Nuts regularly at both morning and evening meals and the result was really wonderful. I have been entirely cured of the troubles spoken of, and don't know what it is to take a dose of physic any more. The old nervousness and sleeplessness have gone. No more do I lie awake nights until my brain is in a whirl. Now I sleep all night long like a healthy child.

I was the only teacher out of fourteen, in our public school, who did not miss a day on account of sickness during the last session. I have been able to do more hard studying than ever before, and took up the teachers' state reading work, completed the course and passed a successful examination at the last institute.

Grape-Nuts in my case has proved the truth of the assertion that it is a brain and nerve builder. I would especially recommend it for tired, overworked school teachers, or any other brain worker." Name given by Postum Co., Battle Creek, Mich.

It is far wiser to build up health and strength naturally with food than to crutch along on some kind of medicine and let the disease finally do its work.

BIGGER BOX
SAME PRICE



Enameline

THE MODERN TOVE POLISH

Brilliant, Clean, Easily Applied, Absolutely Odorless



LIQUID—
BETTER YET!
FIRE PROOF!!



IN A MINUTE
THE
Luger
Automatic Pistol
Shoots 116 Shots

In weight, accuracy, and velocity it is a wonder. Adopted by the United States Army.

Send for FREE CATALOGUE of
SPORTSMEN'S SPECIALTIES.
A. H. FUNKE, 101-103 Duane St., New York.

NEW GEM SAFETY RAZOR



Self-Shaving a Luxury.

Its's the Simplest, Safest and most Practical "Safety Razor" in the world; shaves the mildest as well as the strongest beards; impossible to cut the face.

PRICES: Razor in Tin Box, - $2.00
Razor, with Two Blades, in fancy leather case, - - - 2.50
Auto. Strop Machine and Strop, 1.50
Genuine have this Trade Mark on

Booklets FREE from all Cutlery Dealers: or,

The Gem Cutlery Co.,
42 Reade Street, - New York City.
9 London St., London, E. C., Eng.

Digitized by Google

Personal Appearance and Success

THOUSANDS of worthy young people have failed to obtain situations simply because they have not learned the art of carrying themselves properly, of appearing to advantage. A youth who drags his feet when he walks, who slouches, whose arms, lacking energy, dangle like strings from his shoulders, does not make a favorable impression upon a proprietor or manager, who looks a boy over from head to foot, notices his gait when approaching his desk or office, his carriage or manner, and by every little thing is influenced in his decision.

If a boy could only read an employer's mind while he is talking to him, he would learn a useful lesson; but, unfortunately, he usually goes away ignorant of the things which barred him from the coveted place. This may be a sly, furtive glance of the eye, which indicates lack of self-control or a vicious habit; it may be a failure to look one straight in the eye; it may be twirling the fingers or playing with his cap while talking; it may be a soiled collar or cuff; it may be unkempt hair or soiled finger nails; it may be an ill-fitting, slouchy suit; it may be a cigarette, or any one of a score of other little things which influence the decision,—none of which is small when one's whole career, or success in life, may hang in the balance.

A slouchy appearance, dull dawdling, or dragging of the feet, often indicates slouchy morals and slipshod habits. Employers like a boy who walks briskly, speaks promptly, and is quick and clean-cut in his replies to questions. Such acts indicate a bright, alert, quick mind. Employers are not desirous of having in their service people with slow, irresponsive minds or slovenly bodies.

Brightness, cheerfulness, alertness, promptness and energy of attitude and bearing are things which attract attention very quickly, and secure situations where dullness and carelessness of attire, though joined, as they sometimes are, with unusual intelligence and wisdom, make undesirable employees.

Morbid Self-Analysis

SOME people stunt their growth and strangle their success and happiness possibilities by perpetual self-analysis. They have looked inward so long that they seem to have lost the power of looking outward. They are perpetually scrutinizing themselves, counting their flaws, analyzing their feelings and symptoms and shortcomings, wondering all the time why they do not progress. Nothing is more paralyzing to endeavor or more deadening to one's ambition and prospects than this habit of introspection, which is really a mental disease. Self-analysis increases self-consciousness, and, by morbidly dwelling upon trivial faults, exaggerates them out of all proportion to their real magnitude. Its victim does not realize that morbid self-analysis is a grave fault, utterly destructive to the growth of a strong, healthy character; one that must be eliminated before the individual dominated by it can accomplish the best work of which he is capable.

Live In *the* Present

MUCH of the best energy of the world is wasted in living in the past or dreaming of the future. Some people seem to think any time but the present is a good time to live in. But the men who move the world must be a part of it. They must touch the life that now is, and feel the thrill of the movement of civilization.

Many people do not live in the present. It does not know them. They are buried in books; they live in archives, and in history, but the great throbbing pulse of the world they do not touch. They are not a part of the world; they are never attuned to it.

The young man who would win must plunge into the current of events. He must keep step with the march of progress, or he will soon be in the rear. The current of the times must run through his veins, or there will be paralysis somewhere in his nature.

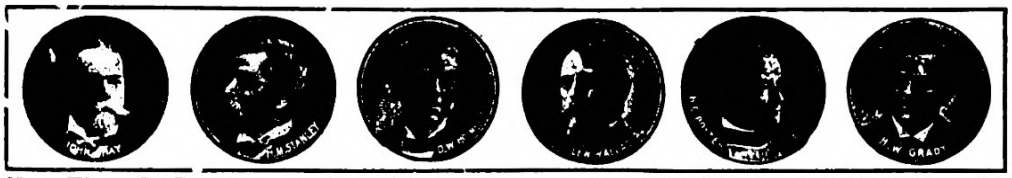
"The world wants men,—large-hearted, manly men;
Men who shall join in chorus and prolong
The psalm of labor and of love.
The age wants heroes,—heroes who shall dare
To struggle in the solid ranks of truth;
To clutch the monster, error, by the throat;
To bear opinion to a loftier seat;
To blot the error of oppression out,
And lead a universal freedom in."



"Modern Eloquence"

Ex-Speaker Thomas B. Reed's Splendid Library of the Best After-Dinner Speeches, Classic and Popular Lectures, Great Addresses, Good Stories, etc., in ten handsome volumes.

The Men Who Made It, and the Men Who Praise It.



Hon. Thos. B. Reed
Editor-in-Chief

Associate Editors
JUSTIN MCCARTHY
ROSSITER JOHNSON
ALBERT ELLERY BERGH

COMMITTEE OF SELECTION

EDWARD EVERETT HALE
JONATHAN P. DOLLIVER
JOHN B. GORDON
NATHAN HASKELL DOLE
JAMES B. POND
GEORGE MCLEAN HARPER
LORENZO SEARS
EDWIN M. BACON
F. CUNLIFFE OWEN
J. WALKER MCSPADDEN
MARCUS BENJAMIN
TRUMAN A. DEWEESE
WILLIAM W. MATOS
CHAMP CLARK
CLARK HOWELL

A PARTIAL LIST OF CONTRIBUTORS

CHAUNCEY M. DEPEW
CHAS. FRANCIS ADAMS
JONATHAN P. DOLLIVER
WILLIAM E. GLADSTONE
NEWELL DWIGHT HILLIS
HENRY WARD BEECHER
EDWARD EVERETT HALE
WILLIAM CULLEN BRYANT
WILLIAM JENNINGS BRYAN
CHARLES DUDLEY WARNER
OLIVER WENDELL HOLMES
SETH LOW
JOHN HAY
JOHN RUSKIN
MARK TWAIN
CARL SCHURZ
JOHN MORLEY
JOSH BILLINGS
RUFUS CHOATE
CANON FARRAR
JOHN B. GOUGH
WU TING-FANG
LYMAN ABBOTT
JAMES M. BECK
ARTEMUS WARD
RICHARD OLNEY
HORACE PORTER
JOHN B. GORDON
JAMES G. BLAINE
CHARLES A. DANA
HENRY W. GRADY
JOSEPH JEFFERSON
PAUL DU CHAILLU
JUSTIN MCCARTHY
SIR HENRY IRVING
WENDELL PHILLIPS
JOSEPH H. CHOATE
KING EDWARD VII.
ARTHUR J. BALFOUR
HENRY M. STANLEY
HENRY WATTERSON
LORD BEACONSFIELD
ROBERT J. BURDETTE
JOHN L. SPAULDING
WILLIAM M. EVARTS
EDWARD EGGLESTON
WILLIAM MCKINLEY
HENRY CABOT LODGE
RUSSELL H. CONWELL
W. BOURKE COCHRAN
THEODORE ROOSEVELT
ROBERT G. INGERSOLL
GEO. WILLIAM CURTIS

AS a record of noble thought, and a source of living inspiration and power, the Library of Modern Eloquence is the one great work of the age. Wit and wisdom, fact and fancy, laughter and tears, crowd its brilliant pages. In the spoken words we feel a certain force and fire which written compositions do not hold, and which gives to these rich volumes a marvelous fascination.

Through the whole work run interesting threads of connection and contrast. On one page you find Mr. CHOATE'S tender tribute to "woman" in his After-dinner Speech, "The Pilgrim Mothers;" turn a few leaves and you come to OLIVER WENDELL HOLMES' splendid address to the medical graduates of Harvard, "Practical Ethics of a Physician," the next turn of the pages may land you in the humor of MARK TWAIN'S "Toilet of the Central African Savage," or in "Brigham Young's Harem," by ARTEMUS WARD, or in HENRY W. GRADY'S memorable address in Boston, "The New South." North and South alike will be thrilled by CLARK HOWELL'S speech "Our Re-united Country," and FITZHUGH LEE'S "The Flag of the Union Forever." After WATTERSON'S noble lecture on "Abraham Lincoln," and GRADY'S eloquent tribute to the great President, we turn to read once more the solemn and pathetic words of the immortal Gettysburg Address and the Second Inaugural. Between Ingersoll's, "Shakespeare" and Serviss's magnificent oration on "Napoleon Bonaparte" it is a fascinating but puzzling task to choose. Charles A. Dana's lecture on "Journalism" will delight thousands of young men who are preparing for that career. In curious contrast with GLADSTONE'S "Modern Training for Life," is BOK'S shrewd lecture on "The Keys of Success." And after the oratory of nearly all the famous lecturers, nothing could be more interesting than Major POND'S "Memories of the Lyceum."

WORDS OF PRAISE FROM PROMINENT PEOPLE

John Hay says: "Mr. Reed has gained in this work the same eminence as editor that he already enjoyed as orator."

Justice Brewer says: "You have made a personal debtor of every one who delights in rich and rare eloquence."

Admiral Schley says: "I join in deep admiration of this choice gathering of eloquence."

Atty.-Gen. Monnett says: "They are full of mirth, instruction and inspiration."

"Eli Perkins" says: "Millions will laugh and weep and learn, as they read the eloquent thoughts of our modern masters."

General Miles says: "I have enjoyed them very much, they contain so many gems of American eloquence."

William J. Bryan says: "In commending "MODERN ELOQUENCE" I feel that I am doing a favor not so much to the publishers as to those who may be led to buy and read the work."

Senator Tillman says: "Speaker Reed shows in "MODERN ELOQUENCE" that the power to make good speeches carries with it the ability to select the best speeches that others have made."

Robert Collyer says: "They are like a whetstone to set a keen edge on one's own mind and purpose."

Editor O. S. Marden says: "A masterly selection of masterly addresses. It is surprising to find what a range of real literature is included in the spoken words of our greatest thinkers."

Editor McKelway says: "A representative library of eloquence, wisdom, humor, and inspiration."

Senator Mason says: "I know of no other work which covers so vast a scope of forensic literature, as well as lectures, eulogies, after-dinner dissertations, addresses and cloak-room stories, as this magical library."

Chas. Emory Smith says: "Nobody better knows or better illustrates what true oratory is, than Ex-Speaker Reed These rich volumes will be a source of never-ending instruction and pleasure."

Congressman Landis says: "This work gives not only the speech in full, but the occasion, and the introductory remarks. Fancy opens the door, and we see the flood of incandescence—successful men, competitors of the day, and galleries radiant with fair women. We hear the shouts, and the air peals with laughter—then comes a panic, a shock,—the lightning of wit, and the thunder of applause. "MODERN ELOQUENCE" transports us, and we are there."

SPECIAL OFFER A large and handsome portfolio, containing 11 sample photogravures and chromatic plates, and 80 specimen pages of brilliant After-Dinner Speeches, Lectures, Addresses, Anecdotes, etc., will be sent free of charge on request. With this we will also submit a special proposition which easily will place this great work in your possession.

JOHN D. MORRIS & CO., Publishers
1101 Chestnut St., Philadelphia

CUT OFF HERE

INQUIRY COUPON

John D. Morris & Company,
1101 Chestnut St.
Philadelphia

GENTLEMEN:—Referring to your advertisement of Hon. Thos. B. Reed's Library of "Modern Eloquence" in March SUCCESS, I shall be pleased to receive portfolio of sample pages, photogravures, and chromatic plates; also full particulars regarding bindings, prices, terms, etc.

NAME.....
OCCUPATION.....
STREET.....
CITY AND STATE.....

Digitized by Google

We have no agents or branch stores.
All orders should be sent direct to us.

New Suits and Skirts for Easter.

IF YOU wish something decidedly new in a suit or skirt, and entirely different from the ready-made garments which you find in every store, write for our Catalogue and Samples. There are hundreds of firms selling ready-made suits and skirts, but we are the only house making fashionable garments *to order* at moderate prices.



Our Spring Catalogue illustrates an exquisite line of ladies' costumes and skirts, selected from the newest Paris models.

Our designs are exclusive and are shown by no other firm, and the materials from which we make our garments comprise only the very latest fabrics.

Our catalogue illustrates:

Suits, well-tailored, showing many variations of the prevailing fashions, from Paris models, $8 up.

Silk-lined Costumes in attractive designs, lined throughout with excellent taffeta silk, $15 up.

New Skirts of the proper flare, light in weight, graceful, $4 up.

Wash Skirts, chic and full of style—you can't tell how soon the warm weather may come—$3 up.

Rainy-day Skirts made to stand all kinds of weather, $5 up.

Shirt-waist Suits and Wash Dresses, dainty, fetching, cool and comfortable, $3 up.

Raglans, Rain-proof Suits, Skirts and Coats, Riding Habits, etc.

WE PAY EXPRESS CHARGES EVERYWHERE.

Write to-day for Catalogue and Samples of the materials from which we make our garments; you will get them FREE by return mail. Order what you desire; any garment that does not fit and please you, may be returned and YOUR MONEY WILL BE REFUNDED. Our aim is your satisfaction.

THE NATIONAL CLOAK COMPANY,
119 and 121 West 23d Street, New York.

Kuyler's



LICORICE TABLETS,
(5 & 10¢ PACKAGES.)
FOR COUGHS & COLDS.
MADE WITH PURE SPANISH LICORICE.



GLYCERINE TABLETS,
(10¢ POCKET TINS.)
FOR RELIEF OF
HOARSENESS & THROAT AFFECTIONS.



ITALIAN PEPPS,
(10¢ ALUMINUM POCKET PACKET.)
A HANDY POCKET STAMP BOX WHEN EMPTY.



GUM IMPERIALS,
(10¢ ALUMINUM BOXES.)
ASSORTED PURE FLAVORINGS.

IF NOT SOLD BY YOUR DRUGGIST,
MAILED FREE UPON RECEIPT OF PRICE.
Kuyler's 863 BROADWAY, N.Y. CITY.

THE VAIN CABBAGE

R. K. MUNKITTRICK



THERE was a homely cabbage, once,
That was so very vain
As to imagine that it was
The beauty of the plain.

With airy scorn it upward tossed
Its unpatrician head,—
"I far outshine the regal rose
And all her train," it said.

And, while a self-sufficient smile
Made sunshine of its frown,—
"I think that I have quite the head
To wear the floral crown."

It paused a moment, in the dream,
That set its heart aglow,—
When, "clip!" the sickle went, and laid
Its vain pretensions low.

The reaper sighed, and, smiling, said,—
"For slaw this thing I slew,
And soon 't will be the prelude of
A juicy oyster stew."



It Is Concentration That Wins

WHEN a man has so disciplined his mind that it is proof against all unwelcome distractions; when he can make himself oblivious of every side light which might dazzle or divert his vision, and keep his eye steadily on his chosen goal, he has thoroughly learned the power of concentration.

A young man seeking a position, to-day, is not asked what college he came from, or who his ancestors were. "*What can you do?*" is the invariable question. It is special training that is wanted. Most of the men at the head of great firms and great enterprises have been promoted step by step from the bottom.

All men who have done great things have been noted for their sincerity of devotion to a single aim, their invincible determination to cleave to their purpose, to concentrate their powers upon the single object which has haunted their lives to the exclusion of all else.

Happy, indeed, is he who possesses the power of assembling all his forces at a single point, of focusing his energies, and of bringing them to bear with all the weight of his entire being upon the purpose of his life. This insures victory.

MUST BE SHOWN.
Coffee Drinkers Require Proof.

When persons insist on taking some kind of food or drink that causes disease it is not fair to blame a Doctor for not curing them.

Coffee keeps thousands of people sick in spite of all the Doctor can do to cure them. There is but one way to get well. That is to quit coffee absolutely: a great help will be to shift over to Postum Food Coffee.

A case of this kind is illustrated by Mrs. E. Kelly, 233—8th Ave., Newark, N. J., who says, "I have been ailing for about eight years with bilious trouble and indigestion. Every doctor told me to give up coffee. I laughed at the idea of coffee hurting me, until about three years ago I was taken very bad and had to have a doctor attend me regularly.

The Doctor refused to let me have coffee, but prescribed Postum Food Coffee. I soon got to making it so well that I could not tell the difference in taste between Postum and the common coffee.

I began to improve right away and have never had a bilious spell since giving up coffee and taking on Postum. When I started I weighed 109 pounds, now I weigh 130. My friends ask what has made the change and, of course, I tell them it was leaving off coffee and taking up Postum.

I know husband will never go back to the old fashioned coffee again. You can use my name if you print this letter for I am not ashamed to have the public know just what I have to say about Postum and what it has done for me."

BEST & Co
LILIPUTIAN BAZAAR



Girls' and Misses' Coats and Dresses

A trial order for either of the above will convince you of the superiority of our goods.

Our New Spring and Summer
CATALOGUE
(ready about March 10th), describing over 2,000 articles—over 1,000 of which are illustrated—for the complete
Outfitting
Of Boys, Girls and Infants, sent for 4 cents postage.

We have no branch stores—no agents.
Our goods sold only at this one store.

Address Dept. 27.
60-62 West 23d Street, New York

A 50c. HAT for man or boy sent by mail to any address. Satisfaction guaranteed.

Colors: Gray Mix, Brown Mix, Black Mix.



MEN'S HAT No. 1
In soft rough finish

Colors: Black, Brown, Maple, Steel, Pearl.



MEN'S HAT No. 2
In smooth finish
Colors: Black, Brown, Maple, Steel, Pearl.



BOY'S HAT No. 3
In smooth finish
Colors: Gray Mix, Brown, Mix, Black Mix.



BOY'S HAT No. 4
In soft rough finish

Any one of these hats to be sent by mail to any address, upon receipt of 50 cents in cash, postal order or stamps. If the hat is not satisfactory, return it and money will be refunded.
In ordering, give head size, and color and number desired.

... We give as reference, the First National Bank, of Middletown, New York. Our object is to deal direct with the wearer of the hat, and give good value so that a buyer of one hat will want another.
Middletown Hat Co.,
50 Mill Street, Middletown, N. Y.

FOUND AT LAST!! AGENTS WANTED!!



U. S. Pats. Apr. 26, '98 & Aug. 22, '99. Can. Pat. Sept. 29, '99.
The Stephenson Shirt-Waist Holder and Skirt Supporter is always ready for use. Holds waist down, skirt up. Absolutely no sewing. Reduces waist line. Made of webbing and aluminum. Will not rust or corrode. Avoid worthless imitations. Greatest Agent's article ever invented. Big profits; quick seller. Sold only by Agents. Sent prepaid 25 cents each.
S. STEPHENSON & CO., 110 W. 42d St., New York.

Digitized by Google

TRAINING FOR LONGEVITY

NOT all the efforts of science, nor all the public work for the improvement of the general health average and the lengthening of human life, will prove effective in rejuvenating society, until the individual becomes a law unto himself, and each fully realizes that health and long life are, to a large extent, within personal control.

* * *

EMERSON, the philosopher, says that "a sick man is a villain," and Thomas Henry Huxley, the scientist, has foretold a stage of enlightenment when a man who becomes ill will be regarded as a fool or a criminal. Each can do his part toward ushering in this happy era, when hypochondriacs, and those who delight in magnifying slight ailments in order to excite sympathy, will be ashamed to parade their real or fancied ills.

* * *

IT is not enough to shut out all discouraging, worrying, devitalizing thought, to control the pessimistic outbursts that poison the system, to cease speaking of our ailments, real or imaginary; we must get on to a new plane of thought. We must believe in happiness and health, not for others only, but for ourselves as well. If we live in this belief, if we think health and happiness, and talk them, we shall make them ours.

* * *

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

* * *

"TALK happiness: the world is sad enough
Without your woes. No path is wholly rough.
Look for the places that are smooth and clear,
And speak of those to rest the weary ear
Of earth, so hurt by one continuous strain
Of human discontent and grief and pain.

Talk health: the dreary, never-changing tale
Of mortal maladies is worn and stale.
You cannot charm, or interest, or please
By harping on that minor chord, disease.
Say you are well, or all is well with you,
And God shall hear your words and make them true."

* * *

WE are slowly outgrowing the idea, ingrained by centuries of thought, that we begin to don the garb of old age at fifty, and that no one must expect to outlive the allotted span, "three score and ten." The frightful pictures of old age drawn by poets and philosophers in the past, which were surely enough to quench any desire on the part of the most optimistic to live beyond the sixties, are being replaced by brighter and more hopeful ones. Shakespeare's portrayal of the gradual decay of old age, in his description of the seven ages of man, sends a shuddering protest through men and women of to-day:—

The sixth age shifts
Into the lean and slipper'd pantaloon,
With spectacles on nose, and pouch on side;
His youthful hose, well saved, a world too wide
For his shrunk shank; and his big, manly voice,
Turning again toward childish treble, pipes
And whistles in his sound. Last scene of all,
That ends this strange eventful history,
Is second childishness and mere oblivion,
Sans teeth, *sans* eyes, *sans* taste, *sans* everything.

* * *

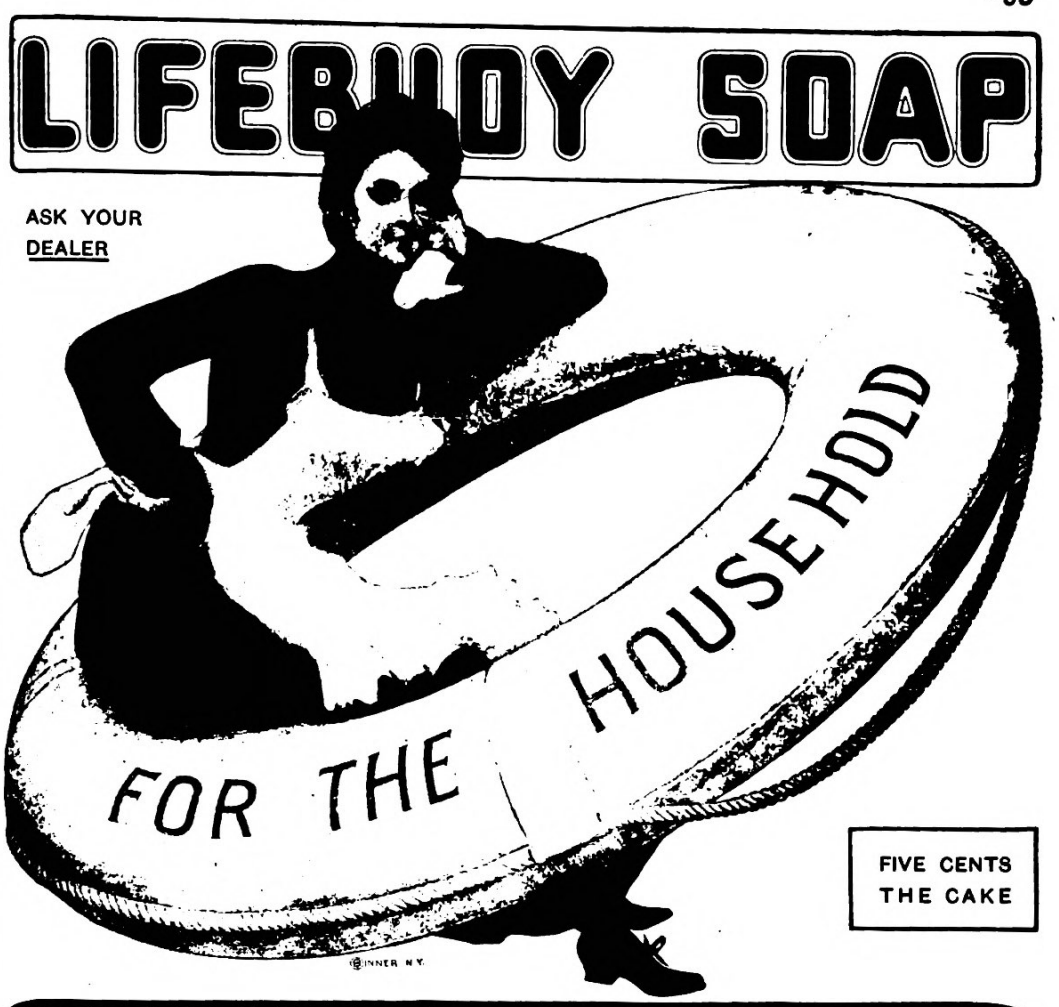
BEHOLD another picture,—a twentieth-century, concrete picture of old age. According to a writer in "Good Health," a photographer who made a portrait of Goddard Ezekiel Dodge Diamond, of San Francisco, California, on his hundredth birthday, thus describes him: "Expecting so old a gentleman to be very feeble, on the day appointed for the sitting, I made preparations accordingly. I covered my skylight with cloth, thinking that eyes at that age would not be able to stand the light. I remember, also, placing an easy chair ready for the sitting. Presently my friend came in with another gentleman, and announced the arrival of Mr. Diamond. I asked them to have the old gentleman's carriage driven around into the court, when, to my great astonishment, my friend introduced the gentleman as Captain Diamond. I was dumfounded! Here was a man standing straight as a young prince, moving with an elastic, sprightly step, with a bright, youthful twinkle shining in his eye!" Captain Diamond seemed to have discovered the fountain of youth, yet he declares that he has used no means for the preservation of his vitality other than those open to all who desire to be healthy.

THE ROADS

FRANK WALCOTT HUTT

THE road of Indecision leads
To nowhere in particular,—
Across the swamps where Sorrow breeds,
Through wild morasses, deep and far,
With not a guidepost, nor a light,
From right to left, from left to right.

The steepest way, the longest way,
The hardest way of all to climb,
Is not so difficult, they say,
If it emerge somewhere, sometime.
Come, comrade; let's be rid of doubt
And take the road we're sure about!



AN EXCEPTIONAL OFFER.

We want every household in America to be enabled to test the wonderful merits of Lifebuoy Soap—the soap that cleans and disinfects—purifies at one operation. This offer made only to those whose dealers cannot supply them direct.

Carton of two cakes of Lifebuoy sent by mail, postage paid, on receipt of ten cents, if you mention "Success." You will appreciate the liberality of this offer when you learn that it costs us thirteen cents alone for postage to mail the soap to you. Therefore you receive soap free. Money promptly refunded to anyone finding cause for complaint. Free, valuable booklet for the asking.

LEVER BROTHERS LIMITED NEW YORK OFFICES, 111 FIFTH AVE.



All these years *Rogers Bros. Spoons and Forks* have been famous.

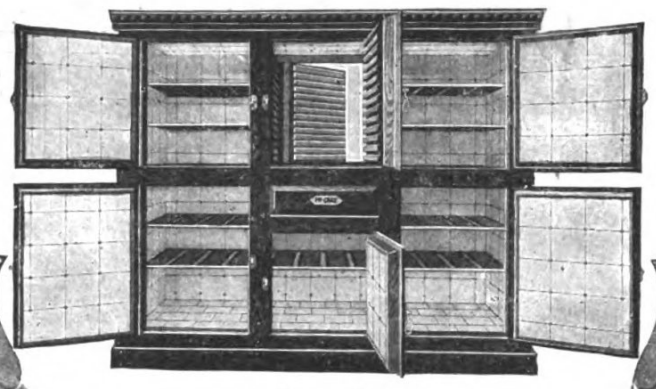
First made in a small way during the year "1847" by the original Rogers Bros., this business has grown to be the largest of its kind in the world, employing many hundred people and with sales amounting to several hundred thousand dozen yearly. As many cheap imitations are now made, buyers should be careful and examine each piece for the complete trade-mark of the genuine.

"1847 ROGERS BROS."

This brand has been made for over half a century, in fact, "Through Three Wars." Leading dealers can supply you. Beautiful designs are shown in our catalogue No. 61 I Send for it.

MERIDEN BRITANNIA CO., (INTERNATIONAL SILVER CO., Successor) Meriden, Conn.

Digitized by Google



Built to order for
L. E. COCHRAN, Youngstown, Ohio.

McCRAY Sanitary Refrigerators

Built to Order. Fine Tile, Odorless Wood and other linings

For Residences, Hotels, Clubs, Restaurants, Groceries, Meat Markets, Hospitals, Public Institutions.
Also a full line of Stock Sizes ready for immediate shipment.

THE McGRAY SYSTEM insures perfect circulation of pure cold air. Absolutely dry. No odors. No disease germs. Satisfaction guaranteed. Iced from outside. Unequaled for economy of ice. Estimates and Catalogues No. 38 for residences, No. 45 for public institutions, hotels, and cold storage, No. 55 for groceries and meat markets, sent free. Order early to secure prompt delivery.

McCRAY REFRIGERATOR CO., 208 MILL STREET, KENDALLVILLE, INDIANA.

Branch Offices:

Chicago, 55 Wabash Ave.
Detroit, 7-9 Clifford St.
St. Louis, 404 N. Third St.
New York, 341 Broadway.
Boston, 52 Commercial St.
Washington, D. C., 610 11th St., N. W.
Pittsburg, 545 Liberty St.
San Francisco, 108 Front St.
Columbia, S. C., 1312 Main St.
Birmingham, Ala., 1820 Third Ave.
Toronto, 28 Wellington St.
Columbus, Ohio, 365 N. High St.

Address main office Kendallville, Ind., unless you reside in one of the above cities.

SHOES *for* EASTER

MEN'S STORES.

Boston, 113 Summer St.
Providence, 220 Westminster St.
New York, 115 Nassau St., 1341 Broadway, 1211 Broadway, 291 Broadway, 125th St. and Seventh Ave.
Brooklyn, 357 Fulton St., 111 Broadway, 1001 Broadway.
Baltimore, Md., 219 East Baltimore St.
Philadelphia, 1218 Market St., 732 Chestnut, cor. 8th St.
Washington, D. C., 1003 Penn Ave.
Pittsburg, 309 Fifth Ave.
Buffalo, N. Y., 362 Main St.
Cincinnati, 429 Vine St.
St. Louis, 618 Olive St.
Chicago, 103 Dearborn St., 227 Dearborn St.
Detroit, 122 Woodward Ave.
Cleveland, 17 Euclid Ave.
Denver, Colo., 423 Sixteenth St.
Albany, N. Y., 34 Maiden Lane.
Atlanta, Ga., 6 Whitehall St.
Jersey City, N. J., 66 Newark Ave.
Newark, N. J., 841 Broad St.
Richmond, Va., 909 East Main St.
Nashville, Tenn., 515 Church St.
Rochester, N. Y., 40 East Main St.
Milwaukee, Wis., 212 Grand Ave.
Louisville, Ky., 352 Fourth Ave.
Minneapolis, 526 Nicollet Ave.
San Francisco, corner Geary and Stockton Sts.
Los Angeles, Cal., 222 West Third St.
Hartford, Conn., 65-67 Asylum St.
St. Paul, Minn., cor. Wabash and Sixth Sts.
London, England, 97 Cheapside, cor. Lawrence.

WOMEN'S STORES.

Boston, Mass., 109 Summer St.
Philadelphia, Pa., 1218 Market St.
New York City, 166 West 125th St., cor. Seventh Ave., 1339 Broadway

FACTORY, WHITMAN, MASS.

KEEP POSTED ON SHOE STYLES. Call or send for our new catalogue on correct spring styles for men and women.

WOMEN'S REGAL SHOES are made in all the popular styles, both dainty and mannish. They are sold only in our exclusive stores for women, and are obtainable through our mail order department.

EXAMINE this style critically. You cannot duplicate this shoe at double the **REGAL** price —you cannot buy better material at any price. The Button style in Patent Leather is correct this spring. Our Men's style No. **855** has a new custom toe, giving the foot a slender and graceful appearance. We can also furnish this shoe with cloth tops and plain toe in either lace or button style. Ask to see this shoe in our stores, or if not convenient to one of our stores send your order by mail. You take no chances — if shoes are not satisfactory when received, we will make exchange or refund your money.

Catalogue showing 30 more equally good styles of Men's and Women's shoes sent prepaid on request.



The **Regal Shoe**

All Styles **$3.50** *Always One Price*

Mail Order Department,

L. C. BLISS & CO., Manufacturers,

P. O. Box, 391 **BOSTON, MASS.**

Delivered through our MAIL ORDER DEPARTMENT, carriage charges prepaid, to any address in the United States, or Canada, Mexico, Cuba, Porto Rico, Hawaiian Islands, and Philippine Islands, also Germany, and within the limits of the Parcels Post System, on receipt of $3.75 per pair (the extra 25 cents is for delivery). Samples of leather and any information desired will be gladly furnished on request.

Marconi's Achievement Was Not An Accident

[*Concluded from page 128*]

No man can expect to solve a great problem unless he is so thoroughly saturated with his subject that everything else sinks into insignificance. Then will he have the essential infinite patience, the deep thought and study, and the prolonged attention and memory that make up the elements of what men call genius. The true insight always precedes the true creation. We often wonder at the years of patient thought that have been spent on a principle which we can now master in a few minutes. It is not that we think better or easier now, but only because we have taken advantage of all that has gone before."

When one has given this view of Marconi, and has said more directly that his life and character are known best through his work, it would seem that a mere discussion of his inventions and the story of his various experiments in wireless telegraphy would suffice for a knowledge of the man. Not so! Marconi, the human, lovable man that he is, is an entirely different being from Marconi, the master scientist. He has two possessions which are not at all allied with or dependent upon his work,—charm and distinction. In spite of a certain youthful appearance, he would be taken anywhere for a deep thinker, perhaps a professor of some speculative science. Before his face became so well known to the public, he occasionally assumed an incognito, but it was never possible for him to impersonate a character below his rank. That he is a cosmopolite is shown by many amusing experiences he has had with his own countrymen, who, at various times and places, have taken him for a foreigner Oftentimes they were betrayed by his abstracted look of indifference into talking about him in his hearing, under the impression that he could not understand the Italian language. In other instances, when he has been taken for a Frenchman or an Englishman, he has discussed with strangers the young upstart Italian, Marconi, who was claiming to be able to do so much with ether waves. Nowadays, however, this innocent fun is denied him, for everyone knows his face.

Withal, however, he has a most cheerful, optimistic nature. If his assistants were cast down after hours of work in the cold sleet or rain, his usual exclamation was:—

"Cheer up! We shall beat every one else, because we work harder."

His mood was infectious. Here is another important element of success,—cheerfulness. When one stops to think of the matter, his cheerfulness resulted in another important fact. Weather which would drive every one else indoors did not dampen his ardor, for he reasoned that thus he would be able to work when others did not, and work he always did until the rain would short-circuit his batteries, or make his outdoor experiments impossible. Even then, going inside was only a change, for, while the assistants would be wearily trudging with the instruments back to the station or headquarters, he would plan experiments which could be done indoors, or his assistants would set about winding other forms of resistance coils or coherers. He never shirked, or gave a task to an assistant that he would not do himself, if necessary. The greatest thing about him is his capacity for labor. His parents remonstrated with him for spending so many hours outdoors in stormy weather without food or rest, but he always replied that it was necessary and that hard work never hurt anyone. He is rarely sick, and, if he is obliged to stay in bed, the cause can generally be traced to some over-zealous attempt to carry on experiments under difficulties. He put out in the English Channel when the regular boats did not dare attempt to cross. At one time, when he was experimenting with balloons at Salisbury Plain, in a manner similar to his recent work at St. John's, Newfoundland, one of the balloons tore loose from its moorings. Marconi seized the trailing rope and attempted to save his fleeing station. Before any of his assistants could respond to his call for assistance, the balloon was dragging him across the country, and he did not finally loosen his hold until he was battered against a fence in his path. He afterwards explained that he was practicing for the cross-country running record, and he believed he had exceeded anything done previously in England. On another occasion, he attempted to catch an escaping balloon on his bicycle. He succeeded, but the balloon was again master and left him, with a broken wheel and an injured arm, against a stone wall some two miles away from their starting-point.

Digitized by Google

Advertising Writing Taught

By The Powell Correspondence System



George H. Powell

America's Leading Expert

Young Men *and* Women Earn Big Salaries *and* Business Men Save Thousands *of* Dollars

THE marvelous development of the advertising business has opened up widespread opportunities for ambitious people to earn salaries ranging from $25.00 to $100.00 weekly, and even more. Advertising managers are paid higher salaries than any other class of subordinate workers, some receiving $10,000.00 and $15,000.00 yearly. Advertisers everywhere are calling for young men and women who have been properly trained to write advertisements, and the supply of good help does not equal the demand.

The clerk, bookkeeper, salesman, or stenographer who becomes a proficient "ad" writer is in a position to earn double the present income because employers are quick to recognize the added worth of such knowledge and are willing to pay the price. Many a humble subordinate worker has become an advertising manager by acquiring the knack of advertising, and many a school or college graduate has been able to take a position worth from $1,500.00 up. All that is needed is the proper instruction which can be gained by the Powell System, the most complete and scientific advertising correspondence system known.

Mr. Powell is the most successful expert in America engaged in teaching advertising, and his achievements are unrivaled. Large advertisers, business men and advertising departments consult him constantly, and endorse his methods in the strongest terms.



Mr. G. H. E. Hawkins, recently made advertising manager of N. K. Fairbank Co., Chicago, of Gold Dust, Fairy Soap, and Cottolene fame, for which $400,000.00 is annually spent for advertising, says:

"There are few men in this country who have such a broad knowledge of advertising as Mr. Powell. He is a master of the art of preparing copy and has no superior in planning advertising campaigns. He is peculiarly fitted for instructing others."

As a counselor and planner of advertising campaigns, Mr. Powell stands first among experts, and his students are in a position to acquire skill and proficiency at the hands of a man who has built up enterprises for scores of our largest advertisers, as well as for himself. Mr. Powell successfully teaches advertising by correspondence because he knows the student's requirements, and because he gives personal attention to the instruction. Every reader of "Success" who is anxious to enter the advertising field and earn a big salary, and every business man who desires a broader knowledge of publicity, should send at once for booklet describing the Powell system of instruction and giving endorsements of leading advertising successes.

SPECIAL CONSULTATION FOR BUSINESS MEN

For the benefit of business men who need advice on their present or future advertising methods, but who have neither time nor inclination to take up the course of Correspondence Instruction, Mr. Powell offers special consultation at a very nominal fee. This special service fits all conditions, and includes plans and campaigns, revision of existing methods, perfecting of booklets, advertisements, follow up plans, mail order merchandising, estimates, etc. When seeking this advice ask for particulars regarding Special Consultation, and state briefly the facts. A personal letter will follow with special information for business men.



Mr. F. A. Partenheimer, who made Ralston Breakfast Food famous, is now advertising manager for the C. D. Gregg Tea and Coffee Co., St. Louis, Mo., of national renown. He says:

"No one could give more valuable instruction in the art of advertising than George H. Powell, because there is no other man in the United States who has had so much practical experience with successful advertising."

GEORGE H. POWELL, 126 Temple Court, NEW YORK CITY

☞ **ADVERTISING SUCCESS, Mr. Powell's famous advertising magazine, $1.00 a year, 10 cents a copy, should be read by all advertisers**

Digitized by Google

It works like a Kodak.



The Eastman Kodak Company's New

No. 2 Brownie Camera

Loads in daylight with six exposure film cartridges, has a fine meniscus lens with the Eastman Rotary shutter and set of three stops. It has two view finders, one for vertical and one for horizontal pictures, is well made in every particular, is covered with a fine quality of imitation leather, has nickeled fittings and

MAKES PICTURES 2¼ x 3¼ INCHES.

Any schoolboy or girl can make good pictures with a Brownie Camera.

THE PRICE.

No. 2 Brownie Camera,	$2.00
Transparent Film Cartridge, 6 exposures, 2¼ x 3¼,	.20

Brownies, $1.00 and $2.00.
Kodaks, $5.00 to $75.00.
Catalogue free at the dealers or by mail.

EASTMAN KODAK CO.
Rochester, N. Y.

$4,000 in prizes for the best pictures made with the Kodak and Brownie Cameras.

OPERA, CONCERT, VAUDEVILLE AT HOME.



The New Edison Moulded Records and New Edison Reproducer with DOUGLAS AMPLIFYING HORN



give Phonograph Results never before dreamed of. The New Reproducer and New Records produce tones that are louder, much clearer and more natural than any ever heard before on a Phonograph. Surprising improvements have been made. Famous Orchestra and Band Pieces, Operatic Selections, All Instruments, Vocal Solos, Trios, Quartettes, Choruses, Funny Speeches. Entertains young and old. ☞ SEND FOR CATALOGUE B.

DOUGLAS PHONOGRAPH CO., 10 West 22nd Street, New York.
Dealers in all kinds of Talking Machines, Supplies and Edison Records.



$1.00 PER SECTION and upwards (without doors) buys the ***"Macey"*** **SECTIONAL BOOKCASE**

the **only** kind having absolutely "Non-binding, Self-disappearing doors." (Patented).

ON APPROVAL.—There is never any risk in buying genuine "Macey" goods—we ship every article "On Approval" subject to return at our expense if not found at our **factory price** 40 to 100 per cent. greater value than is obtainable anywhere at retail. **We prepay freight** to all points east of the Mississippi and North of Tennessee and North Carolina. (Freight equalized to points beyond.) *Ask for Catalogue No. "AA-1."*

GOLD MEDAL--HIGHEST AWARD.

For superiority of design, material, construction, workmanship, finish and perfect operation of "Non-binding, Self-receding doors," the "Macey" Sectional Bookcase received the Gold Medal,—the highest award at the Pan-American Exposition.

CAUTION.—Do not be misled by the deceiving advertisements **of imitators. No other** sectional bookcase has a **self-receding door** that is **absolutely non-binding** and **automatic**—the basic patents completely covering these features are owned by this company exclusively and no other bookcase can embrace the same valuable features. In the law suit concerning which a competitor has maliciously advertised "Warning to the Public" the United States Circuit Court rendered a **sweeping decision in our favor.**

THE FRED MACEY CO., Ltd., - GRAND RAPIDS, MICH.

Branches: New York, 296-295 Broadway; Philadelphia, N. E. cor. 13th & Market Sts.; Boston, 17 Federal St. Chicago, N. Y. Life Bldg. | Makers of High-grade Office and Library Furniture.

CHARLESTON EXPOSITION, Exhibit in Palace of Commerce.

THE ABILITY TO "DO THINGS"

F. AUGUSTUS HEINZ

[*President of the Montana Ore Purchasing Company*]

IT is their ability to "do things," to take full advantage of opportunities, that makes men successful, and not the mere fact of their being college graduates. I said nothing of my college experience to the men I did business with in the West, until after I was called a successful man.

The value of a college education in a business or professional career may be very great, or it may be very small. It all depends on what education has really done for a man. If it has given him learning, culture and refinement only, he may, and probably will, spend his entire life working for a salary. But, if it has given him a deep-rooted habit of applying himself, heart and soul, to his work; if he has learned to concentrate his mind on the subject at hand, so that nothing can turn him away from it, he has been given a weapon more than likely to win success, no matter where he chooses to look for it.

It is true that not everyone can acquire a power of rigidly concentrating thought. To some it is only possible in a general way. Others lack sufficient mental strength. And yet, to win success, one must be able to fix his mind absolutely upon what he is doing, and to apply himself rigidly to the task. The reason for many failures here is the American characteristic of continually wanting something new, and the constant changes which result from yielding to that desire.

The mistake that many college-bred men make, when starting out in the world, is to cherish the belief that those whom they find in business are behind the times and need instruction. When a newly-fledged mining engineer goes into the mining regions, he has a large and theoretical knowledge. To the miner who works before him along absolutely practical lines, rather than by testing theories, he says: "You are not following the right methods." The miner replies: "We work on practical lines here." Then the young man says: "O, well; you are not so far advanced as I am!" Sometimes it takes a beginner a long while to learn that theory is one thing and practice another; that the man who succeeds is the one who uses his knowledge so that it brings him practical results. Commercial knowledge and all learning akin thereto are pecuniarily valuable only as they can be turned into money. Mental concentration is the power that produces practical application.

It is my judgment that the first thing a young man starting in life should do is to master the groundwork of his chosen calling, as taught by actual practice. No matter how highly educated he may be, when he makes a beginning, away from college, he ought to bear in mind that he has as much to learn that books do not contain, and professors never teach, as was imparted to him at his *alma mater*.

Letters of recommendation are of little value. It has grown to be the case that an individual is "sized up" for what he shows himself to be, and not according to some other person's written estimate. It really takes a year or two of hard knocks and rebuffs to bring a young fellow, who thinks his sheepskin is all he needs, to a point where he can properly estimate himself. When he reaches that stage, he will begin to get on in the world.

Once, in Montana, a college friend called and told me he was going to work for a mining company. He had been given a letter to the superintendent by one of the eastern owners. His reception had been courteous and friendly. The superintendent had told him that it would be necessary for him to begin at the beginning and had put him to work. I asked him what he did. "Oh, I work down in the mine," he said.

"Well," said I, "after you have worked there a few months, and find you have no earthly chance of advancement, come to me and I'll try to do something for you."

He looked at me in surprise, and asked what I meant. "Just this," I said; "that letter that you gave the superintendent settled you so far as advancement is concerned. He gave you a place, and obliged the writer of it by doing so, but the men who get jobs here through letters of introduction are cut off from advancement. The superintendents prefer the men they themselves hire, because they consider them valuable employees, and those they advance."

My friend thought I had made a mistake; but, after working eight months, he found himself just where he had started. He took a position elsewhere, and to-day is a mining inspector of a western

Digitized by Google

state. Neither his letter of recommendation nor his diploma won him success. He succeeded when he had learned a little of the world and how to apply his knowledge.

The men in the mines illustrate the old adage, that a rolling stone gathers no moss. I often go into my mines, and, meeting a man I know, will be greeted with: "I think I'll try Johannesburg or West Australia. I'm tired of this." And so it goes. The chances are that, in another year, I shall meet the same man at the same place, and he will tell me that, after all, he found our mines better than those of Johannesburg or of West Australia. The average expert miner is possessed of keen intelligence and wide knowledge, but he applies the knowledge in so scattering a fashion that it is only occasionally that he succeeds.

It is an unusual thing to meet anyone in a mining country who has an idea of a permanent residence, or even of staying a day longer than is necessary to "make his pile." All hope to get money enough to "go back to the old home," wherever it may be. This feeling is a positive injury, for it mars all hope of permanent success. The motto in this case is "Anything to win," regardless of the honesty of the transaction. Men with this aim in view drift from place to place, making a little here and a little there, often leaving a town with a reputation not altogether spotless. They argue that they are going to another part of the country; and, for this reason, they care nothing for what is said of them in the place they are leaving. No one will hear of it "back home," they think. So education, reputation and all hope of real success are wasted by such persons, only to find, when enough money is accumulated to carry out the long-cherished hope, that they have absolutely grown away from the people and the home of their early days, and that contentment is not to be found there.

I am a believer in luck, which is, perhaps, another name for opportunity; yet opportunity may come when it is impossible to take proper advantage of it. When the right chance comes, at a time when there is really nothing to block the way, I think the proper term for it is *luck*.

When I went West, from New York, I spent quite a little time at various places, finding out how things were done in different parts of the world, and comparing the knowledge I had gained in college with the practical application of the same truths by experienced men. Finally, I went to Butte, Montana. No position could be found for me, although I did my best in looking for one. I made up my mind to go back to New York the next day. The same morning I met in a street car a man whose acquaintance I had made at my hotel. While in conversation with him, I mentioned that I was going East, because there seemed to be nothing in Butte for me.

"You are a mining engineer?" he asked.

"Yes."

"Would you take a position in that line?"

I said that I certainly would.

"Well," he continued, "it so happens that our company is looking for an engineer."

I said that I would go and see the superintendent, which I did without delay. That night I was installed as a mining engineer of the company. The chance encounter in the street car was positively good luck. It gave me an opportunity to apply the knowledge I had. It was the beginning of my success.

The world called Marcus Daly a lucky man. He was But he was also longheaded, hard-working and persevering. In spite of these virtues, success did not come to him in his early life. When it did come, it was because he had concentrated his mind and bent every energy along the line that finally brought him his millions. He was thirty-eight years old when he went to Butte, and the possessor of less than a thousand dollars. He applied his knowledge when the opportunity came, and every one knows what followed. Similar application and perseverance really constituted the secret of the success of George Hearst, James G. Fair, and other notable figures among the early western miners.

The matter of nationality does not make a vast difference. The story of success in the West is distinctly cosmopolitan. The moment you cross the Missouri River, Americans are in the minority. I believe that an American young man has a better chance of success than his prototype of other lands, because he is keener and more alert, —quicker to see an opportunity. An Englishman, for instance, although more persevering, is often surpassed by an American, for the very reason I have named.



Girls Who Love Music

Can secure a year's or six months' tuition with or without board at the New England Conservatory, Boston, at the expense of

THE LADIES' HOME JOURNAL

For particulars address

The Curtis Publishing Company, Philadelphia.

At Half Price to SUCCESS Readers. Ready March 1st.

A SET OF BOOKS OF ABSORBING INTEREST TO EVERY AMERICAN.

50 Cents Cash Payment Secures the Complete Set.

THE NEW 1902 IMPERIAL EDITION

Ridpath's History of the United States



Washington and the Committee of Congress at Valley Forge.

Increased to Five Superb Royal Octavo Volumes.

350 pages added, treating fully of the McKinley Administration to the Death of Pres. McKinley and the opening of Pres. Roosevelt's Administration down to January 1st, 1902.

Illustrated with 100 Photogravures and Half-tone Etchings of Famous Historical Paintings, by TRUMBULL, CHAPPEL and other Great Artists, making the most valuable collection of historical illustrations ever reproduced in a history.

FREE TO FIRST 500 SUBSCRIBERS.

The first 500 subscribers who send their order for this Matchless Set of Books, together with the cash payment of 50 cents, will receive absolutely free a Portfolio containing 25 Photogravures of the most authentic portraits of all the Presidents. These Photogravures are 9 inches x 11 inches, and cannot be purchased in the stores at less than 50 cents each, or $12.50 for the set. This offer is only made to introduce the New 1902 Edition, and only the first 500 subscribers get it.

SEND IN YOUR ORDERS AT ONCE.

We make it easy to secure this Matchless and necessary Set of Books.

The work is superbly bound in half calf, gilt tops, the most elegant of bindings; the type is large and clear, and printed upon the highest quality of heavy vellum finished paper. Hundreds of illustrations, colored maps, and charts richly embellish the work, which sells regularly at **$30.** To those who accept this offer within thirty days, the set will be sent prepaid on payment of **50 cents** and the balance will be payable in sixteen monthly payments of **$1** each. In addition we will send, entirely free of charge the Portfolio of 25 beautiful Photogravures of our Presidents. Books can be returned within ten days and money refunded if not found satisfactory.

MAIL THIS COUPON TO-DAY.

HENRY G. ALLEN & CO., 150 Fifth Avenue, New York:
I accept your Special Offer to SUCCESS Readers of Ridpath's History of the United States, and enclose 50 cents as initial payment. Send full particulars, and, if satisfactory, will order the set, otherwise the 50 cents is to be returned to me.

.....

.....

Ridpath's History RDPATH'S HISTORY OF THE UNITED STATES is usually conceded to be the best for general reading. In its five volumes will be found all the main facts of our history from the earliest times down to the terrible ending of the McKinley administration—told with marvelous historical accuracy, and yet in a vivid and brilliant style which carries the reader on and on without mental effort. No other similar work contains such a wealth of facts concerning the history of our country. To cover similar ground would require the reading of from 15 to 20 volumes.

As an evidence of the great popularity of Dr. Ridpath's work, it is only necessary to state that **500,000 Sets have been sold.** No historical work has ever had such a great sale in the world, and this shows conclusively the wonderful merit of the work.

HENRY G. ALLEN & CO., Publishers,

150 Fifth Avenue, New York.

Digitized by Google

Mellin's Food



Charles Donovan Madderra Concordia, Kansas

"Raised on Mellin's Food"

Samples of Mellin's Food sent free

MELLIN'S FOOD COMPANY BOSTON, MASS.

A Book about Colorado for six cents

Burlington Route

DURING the past few years more interest has been taken in Colorado as a health and pleasure resort than ever before. Americans are beginning to realize that here in their own country within easy reach, is a country more delightful than Switzerland in scenic attractions, and with a pure, dry climate which has the most astonishing permanent effect on the health and spirits of visitors. Why not a trip there next summer?

Our handsome little 72-page book tells all about Colorado in an interesting way, and it is full of illustrations. It also has an excellent topographical map of the State.

I wish you would send *to-day* for a copy of the book for I am sure you will find it well worth reading. Enclose six cents in postage to

P. S. EUSTIS, General Passenger Agent, C. B. & Q. Ry., CHICAGO

JOSH BILLINGS ON "LAUGHTER"

"ANATOMIKALLY konsidered," says Josh Billings, "laffing iz the sensashun ov pheeling good all over, and showing it principally in one spot. Morally konsidered, it iz the next best thing tew the Ten Commandments. Philosophically konsidered, it beats patent medicines three doses in the game. Theoretically konsidered, it kan out-argy all the logik in existence. Analitikally konsidered, enny part of it iz equal tew the whole. Konstitushionally konsidered, it is vittles and sumthing tew drink. Phumatically konsidered, it haz a good deal ov essence and sum boddy. Pyroteknikally konsidered, it is the fireworks of the soul. Syllogistikally konsidered, the konklushuns allwuz follows the premises. Spontaneously konsidered, it iz az nat'ral and refreshing az a spring bi the roadside. Phosphorescently konsidered, it lights up like a globe lantern.

"But this iz too big talk for me; theze flatulent words waz put into the dikshionary for those giants in knolledge tew use who hav' tew load a cannon klean up tew the muzzell with powder and ball when they go out tew hunt ants. But i don't intend this essa for laffing in the lump, but for laffing on the half-shell. Laffing iz just az nat'ral tew cum to the surface as a rat iz tew cum out ov hiz hole when he wants tew. You kan't keep it back by swallowing enny more than you kan the heekups. If a man kan't laff, there waz sum mistake made in putting him together; and, if he won't laff, he wants az much keeping away from az a bear-trap when it iz sot.

"I have seen people who laffed altogether too mutch for their own good or for ennyboddy else's; they laft like a barrell ov nu sider with the tap pulled out,—a perfect stream. This is a grate waste ov nat'ral juice. I have seen other people who didn't laff enuff tew giv' themselfs vent; they waz like a barrell ov nu sider, too, that waz bunged up tite,—apt tew start a hoop and leak all away on the sly. Thare ain't neither ov theze two ways right, and they never ought tew be pattented. Sum pholks hav' got what iz kalled a hoss-laff, about halfway between a growl and a bellow, just az a hoss duz when he feels hiz oats, and don't exackly kno' what ails him. Theze pholks don't enjoy a laff enny more than the man duz his vittles who swallows hiz pertatoze whole. A laff, tew be nourishsome, wants tew be well chewed.

There iz another laff whitch I have annalized; it cums out ov the mouth with a noise like a pig makes when he iz in a tite spot, one sharp squeal and two snikkers, and then dies in a simper. This kind ov a laff iz larnt at femail boarding-skools, and don't mean ennything; it is nothing more than the skin ov a laff. Genuine laffing iz the vent ov the soul, the nostrils ov the heart, and iz just az necessary for he'lth and happiness as spring water iz for a trout.

Thare iz one kind ov a laff that i always did rekommend; it looks out ov the eye fust with a merry twinkle, then it kreeps down on its hands and kneze, and plays around the mouth like a pretty moth around the blaze of a candle, then it steals over into the dimples ov the cheeks, and rides around in those little whirlpools for a while, then it lites up the whole face like a mello' bloom on a damask roze, then it swims off on the air, with a peal az klear and az happy az a dinner bell, then it goes back again on golden tiptoe like an angel out for an airing, and laze down on its little bed ov violets in the heart whare it cum from.

"There iz another laff that nobody kan withstand; it iz just az honest and noisy az a distrikt skool let out tew play, it shakes a man up from hiz toze tew hiz big temples, it dubbles and twists him like a phit, it lifts him oph from hiz cheer like feathers, and lets him back ag'in like melted lead, it goes all through him like a pickpocket, and finally leaves him az weak and az krazy az tho' he had bin soaking all day in a Rushing bath and forgot tew be took out. This kind ov a laff belongs tew jolly good fellows, who are az helthy az Quakers, and who are az easy to pleaze az a gal who iz going tew be married to-morrow.

"In konclusion, i say laff every good chance yu kan git, but don't laff unless yu feel like it. for there ain't nothing in this world more harty than a good honest laff, nor nothing more hollow than a hartless one. When yu do laff, open your mouth wide enuff for the noise tew git out without squealing, thro' yure hed bak az tho' you waz going tew be shaved, hold on tew yure false hair with both hands, and then laff till yure soul gets thoroly rested."

"The art of pleasing is the art of rising in the world."

Digitized by Google

LEARN TO WRITE ADVERTISEMENTS



This is the first class of Advertisement-Writing Students ever formed in the world. Edward T. Page and Samuel A. Davis Instructors.

Not only a help in your present position, but helps you to a better position

THESE FACES MEAN SOMETHING. They are the faces of men and women who have answered our advertisements during the past five years with a full appreciation of the fact that people are not giving away anything that is worth having.

After examining the evidence of the value of our instruction, they were convinced that it would be worth what it cost. They enrolled. They completed the course. They are successful and to-day they are satisfied.

Do you realize the full significance of these facts to you? When we say, we can positively teach you advertisement writing *by mail* and fit you to earn *from $25 to $100 per week* we simply reiterate what those who have graduated and profited by our instruction are saying for us. Our lessons are for each individual, and just as personal as if you were the only student.

We take it for granted that you are more interested in these photographs than in the pictures of the proprietors. We believe it is of more importance to you to tell you what this school has accomplished than to consume this valuable space in a recital of our personal achievements.

Have you grasped the idea that men who have grown grey in mediocre positions have failed to be promoted because they were not prepared to fill the positions our students hold. No branch of commercial education is so closely allied to success to-day as is that great and important knowledge, *Advertising.*

It is conceded by leading merchants to-day that it is the one factor to strengthen a young man's prospects. There is no better stepping stone to promotion than a knowledge which will increase your ability to improve the business of your concern. The study of Advertisement-Writing gives you more power in the business world. The man of ideas is sought. He is wanted. They will pay him his price. A house will hunt for weeks to secure a $100-a-week man, while $10-a-week people can be engaged in ten minutes.

No business can be carried to success now-a-days without intelligent publicity. It is an absolute necessity. It is an important factor to your future success in any calling in the world. It is the man or woman who succeeds best who understands how to wield this mighty power.

Our school, our system and our students are a success. You, therefore, take no chances when you enroll with the only school that has graduates employed with some of this country's biggest concerns—the school that has more graduates than all others have scholars.

Entrust your business education, to the founders of the **Original School of Advertising,** Edward T. Page and Samuel A. Davis. **Sixty-four pages of information and evidence mailed free on request.**

PAGE-DAVIS COMPANY

Suite 21, 167 Adams Street, Chicago

PAGE-DAVIS CO. ALSO PUBLISH A JOURNAL OF ORIGINAL THOUGHT CALLED "AD-SCHOOL." IF YOU SEND $1.00 IN MARCH YOU WILL RECEIVE "AD-SCHOOL" EACH MONTH FOR FIFTEEN MONTHS



Digitized by Google

Our Great Clubbing Bargains

are only made possible through the willingness on the part of the publishers of nine leading magazines to join forces with us and give the public the benefit of what would otherwise be spent by each for advertising, circularizing, etc., in separate subscription campaigns. In return for price-concessions, we secure for these publishers thousands of subscribers. We have already sent to the Review of Reviews this season nearly 50,000 subscriptions and to Leslie's Monthly and the Cosmopolitan over 30,000; while SUCCESS itself has entered over 100,000 new homes. Our offers have saved magazine readers thousands of dollars.

All subscriptions are for a Full Year. The Magazines may be sent to one or different addresses. Foreign Postage Extra. Personal Checks Accepted.

Four Magazines for the Price of One

Success (*new or renewal*), $1.00
Review of Reviews (*new*), 2.50 or 3.00
Current Literature (*new*), or New England Magazine (*new or renewal*), may be substituted for Review of Reviews. Present subscribers to Review of Reviews or Current Literature may renew their subscriptions by adding $1.00 to the club price.
Frank Leslie's Pop. Mon. 1.00
The Cosmopolitan or the Designer (*new or renewal*), may be substituted for Leslie's Monthly, or Good Housekeeping.
Good Housekeeping . 1.00
The Cosmopolitan or the Designer (*new or renewal*), may be substituted for Leslie's Monthly, or Good Housekeeping.

$6 for $3 (*Our Price*)

OTHER ATTRACTIVE OFFERS

Success, $1.00
Frank Leslie's Pop. Mo. 1.00
$2 for $1.50 *Our Price*
COSMOPOLITAN, GOOD HOUSEKEEPING or the DESIGNER, may be substituted for FRANK LESLIE'S POPULAR MONTHLY.

Success, $1.00
Leslie's Weekly, 4.00
$5 for $2.75 *Our Price*

Success, $1.00
Cosmopolitan, 1.00
The Designer, 1.00
$3 for $2 *Our Price*
FRANK LESLIE'S POPULAR MONTHLY, or GOOD HOUSEKEEPING, may be substituted for either the COSMOPOLITAN or the DESIGNER.

Success, $1.00
Leslie's Weekly, 4.00
Frank Leslie's Pop. Mo. 1.00
$6 for $3.25 *Our Price*
The COSMOPOLITAN, GOOD HOUSEKEEPING, or the DESIGNER, may be substituted for FRANK LESLIE'S POPULAR MONTHLY.

Success, $1.00
Review of Reviews (*new*) 2.50 or 3.00
CURRENT LITERATURE (*new*), or NEW ENGLAND MAGAZINE, may be substituted for REVIEW OF REVIEWS.
$5 for $2.50 *Our Price*
Frank Leslie's Pop. Mo. 1.00
The COSMOPOLITAN, GOOD HOUSEKEEPING or the DESIGNER, may be substituted for FRANK LESLIE'S POPULAR MONTHLY.

Success, $1.00
Current Literature (*new*), 3.00
REVIEW OF REVIEWS (*new*), or any TWO of the dollar-magazines named below* may be substituted for CURRENT LITERATURE.
New England Magazine, 3.00
$7 for $3 *Our Price*
REVIEW OF REVIEWS (*new*), or any TWO of the dollar-magazines named below* may be substituted for NEW ENGLAND MAGAZINE.

Success, $1.00
Review of Reviews (*new*), 2.50
Current Literature (*new*), 3.00
Any TWO of the dollar-magazines named below* may be substituted.
$9.50 for $4 *Our Price*
New England Magazine, 3.00
Any TWO of the dollar-magazines named below* may be substituted.

Success, $1.00
Review of Reviews (*new*) 2.50 or 3.00
CURRENT LITERATURE (*new*), NEW ENGLAND MAGAZINE, or any TWO of the dollar-magazines named below* may be substituted.
$8 for $3.75 *Our Price*
Leslie's Weekly, 4.00

Six Magazines for the Price of One

Success (*new or renewal*), $1.00
North Am. Review (*new*), 5.00
Leslie's Weekly (*new or renewal*), may be substituted.
Current Literature (*new*), 3.00
New England Magazine (*new or renewal*), or *new* or *renewal* subscriptions to any two of the dollar-magazines named below* may be substituted.
Review of Reviews (*new*), 2.50 or 3.00
New England Magazine (*new or renewal*), or *new* or *renewal* subscriptions to any two of the dollar-magazines named below* may be substituted.

$12 for $5 (*Our Price*)

*The dollar-magazines from which you may choose in the above offers are the **Cosmopolitan, Frank Leslie's Popular Monthly, Good Housekeeping** and the **Designer** (*all new or renewal*).

All subscriptions will commence with issues requested whenever possible to furnish copies—otherwise with issues of the month following that in which the subscription is received.

RENEWALS: Present subscribers to **Review of Reviews, Current Literature,** and the **North American Review,** may renew their subscriptions through our offers **by adding One Dollar for each renewal subscription** to the combination prices named. Transfers from one member of a family to another are not new subscriptions. *A new or renewal subscription to* SUCCESS *must be included in every order.*

SUBSTITUTIONS: A new subscription to the **Review of Reviews,** a new subscription to **Current Literature,** and a new or renewal subscription to the **New England Magazine** may be substituted each for the other. The **Cosmopolitan, Frank Leslie's Popular Monthly, Good Housekeeping,** and the **Designer,** may be substituted each for any other, except SUCCESS.

Copies of all the above periodicals may be obtained of your newsdealer, with whom orders for these combinations may also be left.

Send all orders and remittances to

THE SUCCESS COMPANY, 534 UNIVERSITY BUILDING, WASHINGTON SQUARE, NEW YORK.

WHAT OUR SUBSCRIBERS SAY

WE cannot forbear reproducing in this column a few of the many letters which come to us from day to day, conveying the most unmistakable expressions of appreciation and good will,—even of personal gratitude,—for the good work SUCCESS is doing in the world.

H. C. Speed, Tyrone, Pennsylvania, says:—
There is no periodical which covers the same field. It is a most profitable and interesting magazine to read.

Geo. O. Loefflen, Pittsburg, Pennsylvania, says:—
Any young man with ambition, after reading SUCCESS, cannot fail to be encouraged and better fitted to accept the opportunities which he meets from day to day. I can truthfully say it has helped me.

Mary C. Harris, Hamilton, Montana, says:—
We have all learned to love SUCCESS and I thank you many times for the words of encouragement and inspiration.

Bertha Mitchell, Cedarville, Ohio, says:—
Never have I so keenly enjoyed any periodical as SUCCESS. I always read every word of it and have derived much geniune good from it. I shall always read it.

W. W. Strong, Mechanicsburg, Pennsylvania, says:—
SUCCESS spurred me on to college. I have been studying hard ever since.

Rev. H. R. Hoisington, Port Kennedy, Pennsylvania, says:—
SUCCESS has snap and suggestiveness to it. Young people may well choose it for their monthly magazine.

C. D. McGregor, Principal, Drake University, Des Moines, Iowa, says:—
I most emphatically commend your magazine to all readers, particularly to the young men who are just at the point of life where they are blessed by coming into contact with such a pure stream of ambition-arousing, soul-enthusing, character-shaping influences as cannot fail to lead them to rewarded effort.

Mrs. J. Baird, Sheboygan, Wisconsin, says:—
SUCCESS has been a source of inspiration to me many times when I felt discouraged and might have given up the struggle I was making to maintain myself under trying circumstances.

H. H. Hall, Winnipeg, Manitoba, says:—
I have read SUCCESS with great pleasure during the past two years and consider it the most helpful periodical—by the way of inspiration—among the twenty-five magazines which I have been reading. I invariably tell young men and women that, if they can only afford one magazine or periodical, by all means to get SUCCESS.

Margaret Thomas, Hamline, Minnesota, says:—
I have enjoyed SUCCESS immensely. I admire its enthusiasm, its independence, and individuality; it is bright, vivacious, and progressive. I only wish every one would read it, and then apply its principles. It will certainly work great reforms in business and social life.

Rev. Frederick C. Priest, Chicago, Illinois, says:—
I am pleased to say that SUCCESS, in my opinion, is a magnificent success,—the greatest awakener of ambition, the greatest replenisher of courage, the greatest giver of inspiration, the greatest keeper of the soul's possession of the essentials, "grit, gumption, and go-ahead," that I have seen in printed form, the Bible alone excepted. In publishing such a magazine, at a cost so slight to its readers, you are doing them,—especially the younger among them,—incalculable good. Tens of thousands of men and women a few years hence, then strong in character and successful in the battle of life, will remember SUCCESS as the impulse and guide of their youthful days, and the real determination of their honorable course.

S. Ernest Lawhon, Baldwin, Kansas, says:—
SUCCESS is a good, clean, honest magazine, an inspiration both to old and young. I read it with a great deal of profit. No trashy stuff with which to fill the brain of the young.

Rev. C. A. Britt, Taneytown, Maryland, says:—
I have nothing but praise for your magazine. It fills a place in our periodical literature so entirely unique as to be peculiarly its own; and it is most creditably and ably conducted. You have my personal thanks for the profit I have derived from its pages.

John C. Johnston, New Wilmington, Penn., says:—
SUCCESS has been worth to me many times the subscription price, and is the best magazine I have ever read. It embodies all that is inspiring, elevating, and helpful. Its valuable suggestions and wise counsels cannot fail to exert a powerful influence for good. It shows with great clearness and force that strength and purity of character, not money and worldly possessions, alone are the true measure of achievement.

Clara D. Radford, Yonkers, New York, says:—
I consider SUCCESS an excellent periodical, and in every way one that is accomplishing a unique work,—one much needed.

Sumner D. Seavey, Boston, Massachusetts, says:—
SUCCESS has my strongest approval. The field you have entered is one of great scope and immense importance, and such a magazine as yours should do a world of good. Our instructors and teachers have found it a source of profit and pleasure to them, and invaluable in their work with the boys.

It is needless to say that such letters as the foregoing are grateful reading to the Editor of SUCCESS and to his associates. We thank our readers for the letters and for hundreds of others, which we would gladly print if space permitted.

Digitized by Google



Vapo-Cresolene

CURES WHILE YOU SLEEP



Whooping Cough,
Croup,
Bronchitis,
Coughs,
Grip,
Hay Fever,
Diphtheria,
Scarlet Fever.

Don't fail to use CRESOLENE for the distressing and often fatal affections for which it is recommended. For more than twenty years we have had the most conclusive assurances that there is nothing better. Ask your physician about it.

An interesting descriptive booklet is sent free, which gives the highest testimonials as to its value.

ALL DRUGGISTS.

VAPO-CRESOLENE CO., 180 Fulton St., New York.



ROBINSON THERMAL BATH CABINET

Turkish Baths and Shower Baths at Home

$2.00 only $2.00

We will place a fine cabinet in your home on payment of $2.00.

VAPOR BATHS Benefit everybody. Better than water. Now inexpensive. Recommended by physicians, proven cure for Rheumatism, Bad Colds, Fevers, Pains, Liver, Kidney, Skin and Blood Diseases. Purifies the blood, makes clear skin, beautiful complexion, strong nerves, refreshing sleep, invaluable for children and ailments peculiar to women.

DO NOT WAIT but accept our great offer at once, and be prepared to treat the many ills sure to come with cold weather.

Our $2.00 Book Sent FREE to All Customers.

WRITE US TO-DAY.

ROBINSON THERMAL BATH CO.

645 Jefferson St., Toledo, Ohio

FALLACIES ABOUT LEISURE

WILLIAM MATHEWS

THERE is hardly any subject on which more delusive ideas prevail than those regarding leisure. How often men flatter or excuse themselves with the remark that they would do this thing or that, if they only had leisure! The truth is, however, that, of all conditions or situations, the one in which a man is least likely to do any good thing is that of leisure. A task which may be done at any time is done at no time. The paradox that only the busy have any leisure is true. To do increases the capacity for doing; it is far less difficult for a man who is habitually exerting himself to do a little more for an extra purpose, than for the idle man to overcome the *vis inertiæ* for the same end. Some shrewd observer has justly said: "The recreation of the weary man is apt to be busier than the perpetual leisure of the idle. As he walks through the world, his hands hang unmuffled and ready by his side, and he can sometimes do more by a single touch, in passing, than an unemployed man is likely to do by a strenuous effort."

The instinct of mankind recognizes and acts upon this fact. To what professional man do we go for aid or advice? Is it to the lawyer or doctor who has an abundance of time to attend to our business? No; it is to the attorney or physician whose office is crowded with clients or patients,—who is already overworked. To whom do men go for aid as members or officers of benevolent associations, or in promoting public enterprises? To the men of leisure, who are yawning with *ennui?* No; it is to the busy merchant or manufacturer, who is "up to his ears" in work,—engrossed with his own concerns. Snatching an hour from the time devoted to his calling, he will achieve greater results in that time than the idle man would accomplish in months.

Let no man, therefore, pray for leisure to do anything which he has deeply at heart. If he has it at heart,—if he really longs to do it, with an intense, earnest desire,—he will find time for it in some way, without an interruption of his regular employment. How often a valuable book has been written, an art or accomplishment acquired, a science mastered, or some noble benevolent enterprise achieved, by a man who had no masses of time—a month, an entire week, or even an uninterrupted day,—at his disposal, but who has turned to use the odds and ends of time, those fragments of days and remnants of hours which other men sweep out into the waste of existence! Some of the best work in the world has been done by men who have redeemed the hours which others waste in superfluous sleep, idle visits, and unenjoyed pleasures, and concentrated it upon a noble task. A noted German physician mastered the "Iliad," and so familiarized himself with it that he could repeat it from beginning to end. How did he contrive to do this? No weeks, or even days, had he for this purpose, for he was in the full tide of successful practice; but he achieved it through the brief snatches of time when he was passing from one patient's door to another. Similarly, Dr. Mason Good, the well-known London physician, author of "The Book of Nature," executed his translation of "Lucretius" while perambulating the streets of London on his way to his numerous patients. Reading a passage as he walked along until he had engraven it upon his tenacious memory, he then translated it with great care, and copied the translation, upon his return home, with as many others as he had been able to make, into a manuscript; until, verse by verse, the entire poem was rendered into English.

A few years ago there died in Chester, England, a man of remarkable activity and many-sided usefulness,—E. J. Baillie,—who, notwithstanding his devotion to business, astonished all who knew him by his mastery of many and various subjects of study and thought. What was the secret of his success? Simply, we are told, that he knew how to utilize the odd fragments of his time. He knew the full value of every moment, and, in railway trains, while waiting at stations, or while walking, he was busy with his pencil, or in some other way utilizing his time.

"Cast thy bread upon the waters,
Thinking not 'tis thrown away;
God himself saith, thou shalt gather
It again some future day."

Keep your heart on high; it is the sum of all philosophy.—MARY DANA HICKS.



A Wing style. 21 other styles to select from.

THE

WING PIANO

Save from $100 to $200

We make the WING PIANO and sell it ourselves. It goes direct from our factory to your home. We do not employ any agents or salesmen. When you buy the WING PIANO you pay the actual cost of construction and our small wholesale profit. This profit is small, because we sell thousands of pianos yearly. Most retail stores sell no more than twelve to twenty pianos yearly, and must charge from $100 to $200 profit on each. You can calculate this yourself.

Sent on Trial—We Pay Freight

NO MONEY IN ADVANCE

We will send any WING PIANO to any part of the United States on trial. We pay freight in advance and do not ask for any advance payment or deposit. If the piano is not satisfactory *after twenty days' trial in your home, we take it back entirely at our expense.* You pay us nothing unless you keep the piano. There is absolutely no risk or expense to you.

It is Easy to Deal with Us

Our many styles give a greater variety of pianos to select from than is found in any retail store. The large lithographs in our catalogue show you these styles in the different woods, making it easy for you to select. Our correspondence department answers any questions you may ask, and gives all information promptly. You will find it more convenient as well as more economical to buy a piano from us than to buy from your local dealer. We sell on easy payments, and take old instruments in exchange.

The Instrumental Attachment

imitates perfectly the tones of the mandolin, guitar, harp, zither and banjo. Music written for these instruments, with and without piano accompaniment, can be played just as perfectly by a single player on the piano as though rendered by a parlor orchestra. The original instrumental attachment has been patented by us and it cannot be had in any other piano, although there are several imitations of it.

All Wing Pianos

have seven and one-third octaves, double-lever grand repeating action, grand overstrung bass, with three strings to each note in the middle and treble registers; the scale is the same as in grand pianos, with largest size of sound-board and strings of the greatest length, giving greatest volume and power of tone; the cases are double veneered inside and outside, and finished up in Circassian walnut, dark rich mahogany, genuine quartered oak, and ebonized. The keys are of the finest grade of polished ivory and ebony.

SPECIAL FEATURES.—Built-up wrest plank construction, dovetailed top and bottom frame case construction, full length, extra heavy metal plate, metal depression-bar, metal key-bed support, improved noiseless direct-motion pedal action, noiseless twisting hammer shank, imported wrought-iron tuning-pins, copper-covered bass strings, improved practice attachment, full-length duet music-desk, instrumental attachment.

In Thirty-four Years Over 33,000 Pianos

We refer to over 33,000 satisfied purchasers in every part of the United States. WING PIANOS are guaranteed for twelve years against any defect in tone, action, workmanship or material.

A Book of Information

about pianos, bound in cloth and containing 116 large pages, sent free on request. Every one who intends to purchase a piano should have it. Write for it *to-day.*

WING & SON

312-314 East 12th Street, - New York

1868—34th YEAR—1902

Digitized by Google

OUR FREE SCHOLARSHIPS

THE idea of purchasing scholarships for deserving young men and women has always been a favorite one with SUCCESS. We can conceive of no more useful undertaking than to afford aid toward higher education to those who earnestly desire it but who are checked in their ambitions by reason of the expense.

Even in this land of free schools, education —higher education,—is expensive, as all know who have ever set out, empty-handed, to secure it. Many people, with stout hearts and strong hands, have done it in the past, and many others will, doubtless, do it in the future. They have performed manual labor for a pittance; they have deprived themselves of every simple luxury, and of many so-called necessities; in a word, they have starved the body, overtaxed the energy, and dulled the spirit in order to feed the brain. They have fought the battle and won; while others less resolute, more sensitive, and physically weaker, perhaps, have succumbed, or have come forth, at the end, with broken health and impaired vitality. Honor to them all!—to those who have striven and succeeded, and to those who have struggled no less bravely but have failed. The pity of it is that many have failed who should not. They should not have failed because they should not have been compelled to take upon themselves the double task of self-support and higher education.

SUCCESS is optimistic, and does not believe that such a necessity now exists. In this marvelous republic of ours,—rich beyond the wealth of "Ormus or of Ind,"—in a country whose citizens pour millions every year into the lap of education, there should be some practical, systematic way to help worthy young men and women to reap the golden harvest of learning without compelling them to clear the forest, plough the field, and carry burdens greater than their young shoulders can bear.

SUCCESS scholarships point the way. Those upon whom they are bestowed are enabled to enter the college, the school, or the conservatory of their choice, wherever the same may be situated. Whether it be a collegiate course, a course in music, art, elocution, manual training, domestic science, or commercial training that is desired, we take it upon ourselves to arrange and pay for the same on terms which place the object of ambition within easy reach of any one.

A scholarship is not, of course, an absolute gift. No self-respecting young man or woman would desire to rest under such an obligation. The prize is yours because you have earned it, and you enter upon your educational work without a handicap, with either your tuition or living expenses, or both, paid in advance, and you find yourself on a par with the most favored student.

SUCCESS believes that young men and women should find their bent,—should decide upon a vocation which appeals to them, and in which they think they can work with enthusiasm and efficiency. This done, they should pursue it persistently along the lines best adapted to equip them for the work in hand. Taking this broad view of life-vocations, it is, of course, impossible to select any course or any college which would meet the requirements, wishes, and inclinations of any considerable number of our great body of youthful readers. We leave the choice of the institution to them, and, in order to act intelligently in each individual case, we request that each applicant for a scholarship select the school or college it is desired to attend. Send us a catalogue or prospectus, plainly indorsed on the cover with your name and address, and write us a letter saying you have done so. We will then at once take steps to work out the problem, and will advise you just what is to be done in order to put you in the way to earn the coveted scholarship.

It may be stated that the terms are by no means impossible, or even difficult. Broadly speaking, any desired scholarship, with all the privileges pertaining to it, may be secured by any young man or woman of energy and determination. It is only such as these, indeed, who would desire a higher education, or to whom it would prove a material benefit.

On receipt of your letter of application, and also the latest catalogue of the institution selected, we will at once formulate our plan and advise you without delay. Address

SUCCESS SCHOLARSHIP DEPARTMENT,
UNIVERSITY BUILDING,
WASHINGTON SQUARE,
NEW YORK CITY.

"Better than ever"

These cheering words come to us often nowadays, from our subscribers, friends, correspondents,—from even our competitors (if such there really be). That's what they all say about

SUCCESS

There are others who voice another phrase,— alike cheering, full of present realization and future promise for them and us,— the phrase,

"Easier than ever"

spoken and written by our representatives, North, South, East, West, about

Success Subscriptions

We know why they're easy to get. We'll tell **you** if you like,—also about the compensation to those who represent us. We'll also give you full details regarding our monthly **cash prizes** and our **grand season prizes**, amounting in all to

$20,000

These large prizes, besides regular compensation, will go to our workers in 1902–3. It will pay to place yourself in touch with SUCCESS.

Write to-day

The Success Co.,

(Circulation Department)

535 University Bldg., New York.

TO OUR SUBSCRIBERS

WE desire to make a suggestion with reference to promptness in renewing subscriptions, so that no issue need be missed.

SUCCESS for the next twelve months will be exceptionally rich, interesting, and helpful in every department. In addition to a matchless array of American writers, our European representative has succeeded in securing a splendid list of articles by foreign contributors. These articles will soon begin to appear, and will, we are confident, create a wide demand for SUCCESS, which demand, with our present steady increase, will still further tax our printing and mailing resources, and we cannot undertake to supply additional copies beyond those actually due on subscriptions.

The necessity for prompt renewal therefore becomes apparent, and we ask you to examine the label on the wrapper of your copy of SUCCESS so that you may be reminded of the expiration of your subscription.

If the label is marked with a blue pencil, it indicates the last number due on your present subscription.

OUR JANUARY PRIZE-WINNERS

OUR representatives who recently read with interest the announcement of our monthly prizes for 1902, and who entered the list to compete, are of course anxiously awaiting the results of the January contest, which is the first of the series.

The rules provide that all subscriptions enclosed in envelopes bearing the January postmark will be counted for that month. For this reason we will probably receive, after going to press with this issue, a few more subscriptions which will count in the January contest, but these can hardly affect the standing of those who are the leaders at the present time.

Rev. W. J. Shipway now holds first place. He is a minister of the gospel who takes subscriptions merely as an incident to his churchwork. He did exceedingly well during the month of January. He did not commence work until the sixth, but between that time and February 1st, he secured sufficient subscriptions to score two hundred and eighty-one points, and these will, undoubtedly, give him the first prize of one hundred dollars. This, together with our liberal compensation, will make Mr. Shipway's work exceedingly remunerative.

The second place appears to be held by Dr. Carl Scharf, a Florida physician. Dr. Scharf has been traveling in his state, and while doing so he has taken, without any very great effort, enough subscriptions to give him one hundred and forty-three points in the contest. His regular compensation and the fifty dollar prize will give him a most satisfactory return for his exertions.

S. H. Stone, of Pennsylvania, follows Dr. Scharf with ninety-eight points. The race between these gentlemen was quite close until the very end of the month when Dr. Scharf closed his first campaign with a final list which firmly established him in second place.

The following contestants will each win our monthly prizes with the following points: J. E. Staudacher, eighty-six; Alexander Heath, sixty-two; A. L. Brown, fifty-two; F. M. Wilson, forty; H. H. Meyer, forty.

The following will also secure some of the smaller prizes: Professor George A. Deel, thirty-seven; O. F. Wimmer, thirty-three; L. E. West, thirty-two; John L. Emlet, thirty-two; H. R. Keyes, twenty-eight.

Of the above, Mr. Staudacher is an example of what a man can do even with the handicap of a serious affliction. He is deaf and dumb, but, nevertheless, succeeds in securing subscriptions in goodly numbers. He is one of our representatives who has been with us a number of years.

Professor Deel is engaged in teaching in a large educational institution in New York, to which he devotes the major part of his time. He has found it easy, however, to secure the subscriptions with which he figures in this contest. He has succeeded by mentioning the magazine to the students, and calling their attention to its many excellent features.

Mr. Keyes lives in the Province of Manitoba, Canada, where others less resolute than he might think the weather too cold for effective subscription work. He goes right ahead, however, regardless of the elements, and his results compare favorably with those of his fellow representatives working in the more favored climate of the "States."

Mr. Shipway's results show conclusively that SUCCESS subscriptions are easy to get. No one could secure this number of names so quickly if he did not have a magazine that makes an immediate and strong appeal. On the other hand, the records of Messrs. Stone and Scharf show that it is possible to win one of the larger prizes without having to secure a total number of subscriptions formidable to the average inexperienced solicitor. Several of the winners in the January contest, indeed, are only beginners. Mr. Shipway himself never took a subscription for any magazine until he cast his fortunes with SUCCESS last summer.

It must, of course, be remembered that our contests are open only to individual canvassers. No one who takes up the work need feel that any other competitor has an advantage over him by being able to secure the subscriptions through others or in any "wholesale" manner.

Our representatives are fully protected and assisted in every way, and, indeed, we are glad to say that they are working with an enthusiasm which bespeaks for them even greater success in the future than in the past.

Full particulars regarding compensation, monthly and season prizes, and a booklet giving experiences of some of our former prize winners, sent on request.

Digitized by Google

$10 Secures a $480 Lot IN GREATER NEW YORK

Safest, Surest and Most Profitable Investment Ever Offered—Guaranteed Increase in Value 20% Within One Year—Will Undoubtedly Double in Value Upon Completion of New Bridge—Only 35 Minutes from New York City Hall—Free Trip to New York and Return



A RUGBY RESIDENCE, E. 46TH ST.

THIS remarkable proposition carries the guarantee of the largest real estate firm in the world, established 15 years, with over 30,000 satisfied customers, whose testimony is the best evidence of its sterling character.

It brings you into personal touch with New York's wonderful expansion, and enables you to profit by its enormous growth in values. It offers you an opportunity to realize large profits from a comparatively small investment, and with absolute safety—an opportunity to make money the way the Astors made theirs, by legitimate natural increase in real estate values. We own 1,500 acres of the best land in Brooklyn, secured before its consolidation with New York, lying in the direct pathway of the tremendous development now going on, and which will be enormously increased by the new bridges, tunnels, etc., of which you have read, now building to accommodate the great and swelling tide of overflow population. Write us for all the facts and convincing evidence of this unprecedented situation and the wonderful future of Brooklyn Borough.

It's a matter of common knowledge that the big fortunes of the oldest New York families began with the enormous profits accruing from early investments in New York real estate. The time for modest investment in the older city is of course long since past but, when New York recently burst its strained boundaries and began to overwhelm Brooklyn, then again came like opportunities for early investors—yes, even far greater, for the Astors and others had no such marvellous combination of circumstances to operate in their behalf, because the last two years have accomplished, and every two years from now on will accomplish, greater development and far greater increase of values than a decade did in the old days. The shrewd ones who take immediate advantage of the present situation can repeat and surpass the historical record and unquestionably make comfortable fortunes and even great wealth.

Our property is only 3½ miles from Brooklyn Bridge; only 35 minutes from New York City Hall; we are developing it with the highest class of improvements (see photographs) in exact accordance with city specifications, on 60, 80 and 100 foot streets, boulevarded with macadam from curb to curb, granolithic curbing, gutters and sidewalks (5 feet wide and 12 inches deep) with flower beds, trees and shrubbery, city water, gas, etc. The lot we now sell for $480 and guarantee will be worth $576 within one year, will unquestionably bring $10,000 in ten years' time; it is to-day *intrinsically* worth as much as the $40,000 lot at 92nd Street, New York, for it is under the same city government, transportation is similar, same distance from City Hall, same running time, same fare, almost the same street improvement, and now merely lacking building development. Values must equalize themselves, and are already increasing with marvelous rapidity.

HERE'S OUR PROPOSITION

For **$10** down and **$1.50** per week, or **$6** per month, until paid for, we will sell you a regular New York City lot, full size, subject to the following guarantees from us:

20 Per Cent. Increase Guaranteed.

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 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 heir a deed to the lot without further cost.

If you should lose employment or be sick you will not forfeit the land.

SEND US $10 ONLY

and we will reserve you one of the best unsold lots, then you may pay $6 per month until the full amount is paid; *this gives you all the benefit of the increase in value from the time you make the first payment;* but send us your name at least, and we will mail you **maps and full information free.**



MAP OF BROOKLYN, SHOWING LOCATION OF OUR PROPERTY, RUGBY

Examples of New York City Increase

Lot on corner 146th street and 3d avenue, New York City, worth in 1881 $1500, sold in spring of 1901 for $70,000 to Henry Lewis Morris. His grandfather sold it for $155 in 1853.

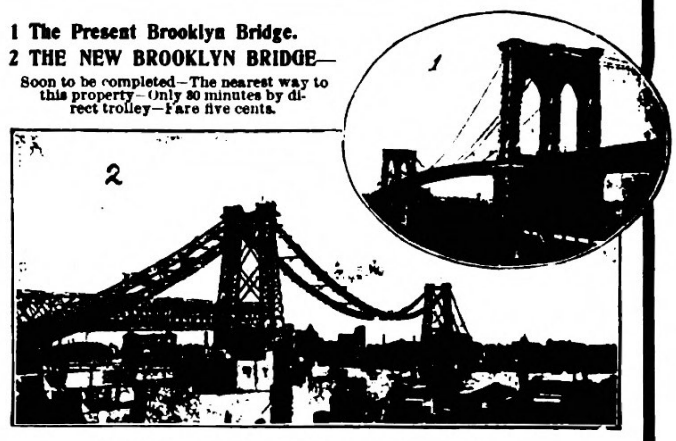
Lot on 80th street, opposite Central Park, sold in 1850 for $500, in 1901 brought a price that showed an increase of $500 every sixty days from 1850 to 1901.

Our Final Word of Counsel

These lots are SELLING VERY FAST. Sit down at once and send us $10 to secure one. If you are not perfectly satisfied on examining our entire proposition, we will gladly refund your $10. Take this first step now and

You Will Never Regret It

1 The Present Brooklyn Bridge.
2 THE NEW BROOKLYN BRIDGE—
Soon to be completed—The nearest way to this property—Only 30 minutes by direct trolley—Fare five cents.



FREE TRIP TO NEW YORK

As a further 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*, to credit the cost of the fare on your purchase; to those living farther away than Chicago we will pay an amount equal to round trip Chicago ticket

AS AN INVESTMENT

we believe this to be one of the safest, surest and most profitable that could be entered into. It is bound to increase rapidly because there is no other land within the same distance of New York City Hall that can be had for anything near as low a price, and because New York has become so congested that the "density belt" has advanced to the very gates of our properties which are directly **in the line of this development.**

You will note three distinct points of advantage in this proposition. First—It is a Life Insurance for your family. Second—It enables you to pay in small sums as you would in your savings bank and cannot cramp you; and, Third—It enables you to participate in the great growth of values in New York real estate which are due to natural conditions; and furthermore, the three advantages are **absolutely without risk.**

Titles are guaranteed to us by the Title Guarantee and Trust Co., of New York City.

NOTE OUR REFERENCES

The Commercial Agencies, 20 National Banks, and 30,000 customers all over the United States—probably some in your own vicinity with whom you are acquainted. Send to us for some of the letters from those *who bought more after seeing Rugby* than they did by mail.

The following testimonial was given us by the Nassau National Bank of Brooklyn: "*There is no doubt the property offered by Wood, Harmon & Co. in the Twenty-ninth Ward represents one of the best investments a man of limited income can possibly make within the corporate limits of Greater New York. It can be said without hesitancy that Wood, Harmon & Co. are perfectly reliable and are worthy the fullest confidence of the investor, whether he resides in Greater New York or any other section of the United States.* THE NASSAU NATIONAL BANK OF BROOKLYN."

WOOD, HARMON & CO., Dept. "F3," 257 Broadway, New York



Business and residential blocks, corner Flatbush and Linden Avenues, only 2,000 feet from Rugby

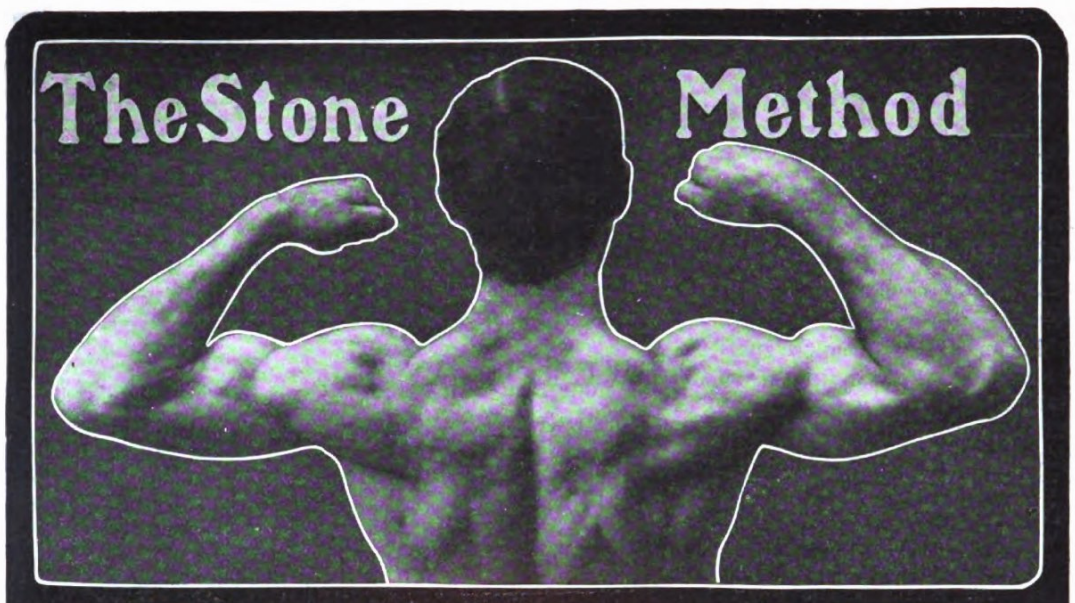


Residences on Linden Avenue, only 2,000 feet from Rugby



Corner Utica Avenue and Linden Boulevard, Rugby
Every improvement you see has been made within six months

Digitized by Google



Exercise at Home

We are successfully teaching men and women in every part of the world **The Stone Method** of Scientific Physical Culture. It requires only 15 to 20 minutes time each day in your own room, just before retiring, or upon arising. No apparatus whatever is required, and you will be put to no expense aside from our modest fee. Individual instruction is given in every case, which is based on the pupil's present condition, habits, mode of living, and the object which he wishes to attain. By **The Stone Method** of concentrated exertion, more exercise is actually obtained in 20 minutes, than by the use of apparatus for two hours. The exercises are rational, moderate and are taught by an instructor who is thoroughly versed in physiology, and who has been prominent in athletics and athletic training for 31 years. **The Stone Method** does not overtax the heart. Our pupils are of both sexes and range in age from 12 to 85 years.

Conscientiously and systematically follow our instructions and we can promise you a fine, strong, well-developed physique, which bears every evidence of perfect manhood or womanhood; a clear brain; a light step; a splendid circulation that will make itself known in a ruddy complexion; bright eyes; sound, easy-working lungs, with plenty of room in which to expand; an increased appetite; good digestion; an active liver; sound, restful sleep; & cheerful disposition; an erect carriage. In a word, **greater strength, better health, longer life.**

It is the duty, and should be the pleasure, of every mother to take a course in scientific physical culture, not alone for the benefit which would result to her own health, but that she may, in turn, instruct her children and bring them up to be strong, healthy, robust men and women. **Booklet, Testimonials and Measurement Blank FREE.**

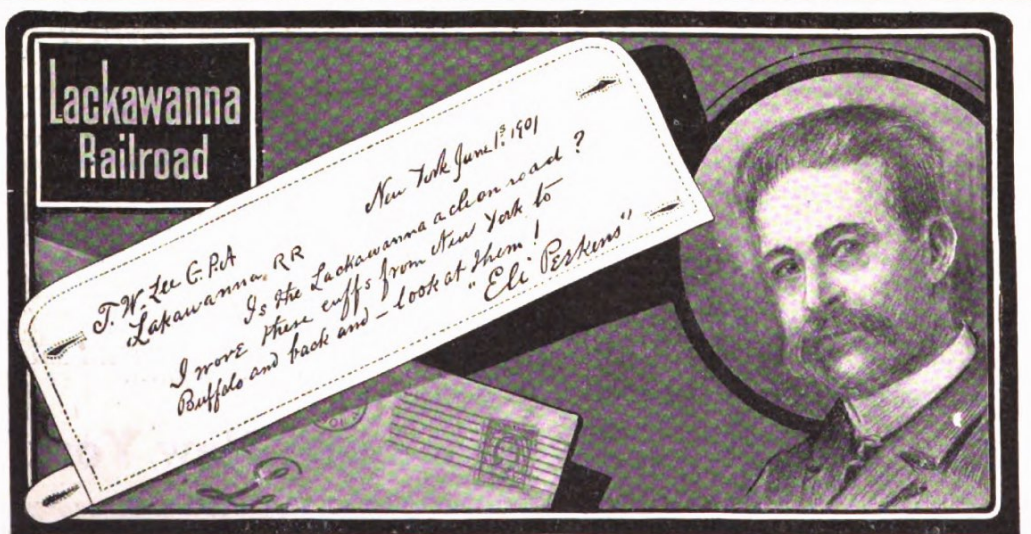
The Stone School of Scientific Physical Culture,
1649 Masonic Temple, Chicago, Ill.

FREDERICK W. STONE,
Director of Athletics of the Stone School of Scientific Physical Culture was formerly instructor of Athletics of Columbia College and the Knickerbocker Athletic Ass'n, New York, (afterwards called the Manhattan Athletic Ass'n) and is at present director of athletics in the Chicago Athletic Ass'n, where he has classes daily from 12 to 1 and 4 to 6. At the age of 51 years, he is still a physically perfect man. He established the world's record for 100 yards sprint (9 4-5 seconds); he has been before the public 31 years as an athlete and instructor in physical culture, and, it must be admitted, is thoroughly qualified to teach others the science of self-development.
Special instruction given in deep breathing without extra charge.



CHILLICOTHE, O., June 2, 1901.
When I first wrote you in regard to your method of exercise I was on the verge of nervous prostration. Six weeks exercise has worked wonders. The extreme nervous depression, headaches, insomnia and lack of appetite have all disappeared. Muscles are larger and firmer, powers of endurance much increased. Your method has gone right to the spot.
E. J. POWELL.

SOUTH BEND, IND., Aug. 3, 1901.
No one could help but derive great benefit from your course. After five weeks practice I went with a party of five to the Pan American. I stood the trip with less fatigue than any one else in the party and it was due to having taken your exercise daily.
Yours truly, LAURA J. HUNT.



One of a pair of practically unsoiled cuffs that speaks eloquently but is not "loud."

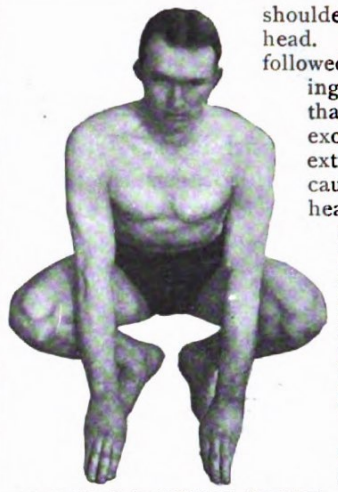
LACKAWANNA LOCOMOTIVES BURN HARD COAL.
LACKAWANNA'S ROADBED IS ROCK-BALLASTED.

Eight modern passenger trains daily between New York and Chicago, two daily between New York and St. Louis, ten daily between New York and Buffalo. Full information at 103 Adams Street, Chicago; Eighth and Olive, St. Louis; 289 Main Street, Buffalo; 429 or 1183 Broadway, New York.

PHŒNIX INSIDE **SLIDING BLINDS** ***Artistic, Convenient. The Best Made.***
PHŒNIX SLIDING BLIND CO., Box 20, Phœnix, N. Y.

PHYSICAL CULTURE AT WEST POINT

[*Concluded from page 133*]



DEVELOPING SHOULDERS AND LEGS

shoulders or from overhead. When exercise is followed by labored breathing, it is a certain sign that the work has been excessive, and such an extreme is a frequent cause of injury to the heart or lungs. Palpitation or distressful breathing calls for immediate and absolute rest, which is best obtained by lying flat on the back, with arms and legs outstretched.

Exercising is never permitted immediately before or after a meal, digestion being considered much more important. During the exercises water, not too cold, may be taken in small sips, but merely rinsing the mouth is recommended. After exercise, the body must return to its normal condition before eating is allowed. Cadets, during exercise, wear soft canvas shoes, uniform trousers, and gray flannel shirts, wool next to the skin being considered indispensable. Bathing is ordered in connection with exercise, for no man who merely cleanses the surface of his skin can be expected to possess a clean cuticle. A bath after a good "sweat" accomplishes the flushing of the millions of perspiration ducts in the body. Though a cold bath is now generally preferred for healthy men, it is impossible to lay down an inflexible rule. All depends upon the condition of the individual, and he alone can be the judge. Any bath that leaves the bather in a state of mental depression and physical lassitude must be avoided, as only that bath which leaves one better in mind and body is beneficial. For cleansing the body a warm bath, with plenty of soap, is advised. For stimulation, a bold plunge bath of short duration, taken before the body cools, is best. This latter bath must be followed by a brisk rubbing with a coarse towel. Where neither is possible, a sponge bath with tepid water, followed by brisk rubbing, is the one to use. In this connection, bathing the stomach by drinking water freely, both at rising and retiring, is strongly recommended to all.

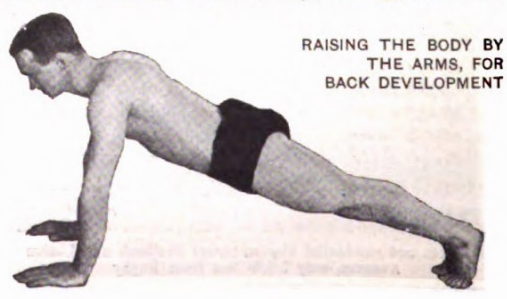
It would be impossible to describe all the exercises in vogue at West Point, but those given herewith are of the best, and, if faithfully followed for a few minutes every day, in accordance with the foregoing directions, will give any young man or woman a physique of which to be proud,—perfect poise, glowing health, sparkling eyes, and that sense of conscious power and of aggressive possibilities that is so indispensable to all who would fight their way to the top of the hill of life.

THRUSTING.—The arms are forcibly extended in the direction indicated. In thrusting forward and sideward, the arms are turned so that the knuckles are up; in the upward thrust, so that they are out; and, in the downward thrust, so that they are forward. In their order, the exercises are as follows: (1) Thrust arm, or arms, forward. (2) Thrust arm, or arms, sideward. (3) Thrust arm, or arms, upward. (4) Thrust arm, or arms, downward. (5) Thrust arm, or arms, in the various oblique directions.

STRIKING.—The hand is closed tightly, knuckles turned down. Both the striking movement, which is made from the position of arms extended sideward or forward, and the return to position, must be executed with animation. (1) Strike right, or left, arm sideward. (2) Strike both arms sideward. (3) Strike right, or left, arm forward. (4) Strike both arms forward.

CIRCLING.—Swing the arms around in as large circles as possible, keeping them fully extended and the hands closed. (1) Circle arm, or arms, forward. (2) Circle arm, or arms, backward. (3) Circle arm, or arms, inward. (4) Circle arm, or arms, outward. (5) Circle right arm backward, and left arm forward. (6) Circle left arm backward, and right arm forward. This is executed with arms extended horizontally to the front.

WRIST AND FINGER EXERCISES.—Here the arms should be fully extended sideward and horizontaliy. (1) Bend wrists downward. (2) Bend wrists upward. (3) Bend wrists



RAISING THE BODY BY THE ARMS, FOR BACK DEVELOPMENT

Digitized by Google



NEW-SKIN
TRADE MARK REGISTERED
WATERPROOF
LIQUID COURT PLASTER

Heals Cuts, Abrasions, Hang-Nails, Chapped and Split Lips or Fingers, Burns, Blisters, etc. Instantly Relieves Chilblains, Frosted Ears, Stings of Insects, Chafed or Blistered Feet, Callous Spots, etc., etc.

A coating on the sensitive parts will protect the feet from being chafed or blistered by new or heavy shoes.

Applied with a brush and immediately dries, forming a tough, transparent, colorless waterproof coating.

MECHANICS, SPORTSMEN, BICYCLISTS, GOLFERS, Etc.

are all liable to bruise, scratch, or scrape their skin. "NEW-SKIN" will heal these injuries, **will not wash off**, and after it is applied the injury is forgotten, as "NEW-SKIN" makes a temporary new skin until the broken skin is healed under it.

EACH.

Pocket Size (Size of Illustration) **10c.**
Family Size - - - - **25c.**
2 oz. Botts. (for Surgeons and Hospitals) **50c.**

At the Druggists, or we will mail a package anywhere in the United States on receipt of price

Douglas Mfg. Co.,
Dept. Y.
107 Fulton Street, New York.



THE birth and growth of the **Ingersoll Dollar Watch** is a typical example of American enterprise; it stands without a parallel. The most phenomenal growth ever known. "Two million a year" eclipses every record of sales known in history and gives our factory the only support capable of making it produce a guaranteed watch for a dollar. For sale by 10,000 Dealers, or sent postpaid by

Robt. H. Ingersoll & Bro. Dept. 30, 67 Cortlandt St. New York City

IVER JOHNSON BICYCLES.

WILL HOLD THE HOTTEST PACE SET.



Are you interested in a BICYCLE

See that truss

Get one with a Reputation made by

CATALOGUES FREE

IVER JOHNSON'S ARMS & CYCLE WORKS
FITCHBURG, MASS. U.S.A.
NEW YORK SALESROOMS 99 CHAMBERS ST.



READY FOR BATTLE

backward. (4) Bend fingers downward. (5) Bend fingers upward. (6) Bend wrists downward and upward. (7) Bend fingers downward and upward.

NECK TURNING.—Turn the head in the direction indicated, until the chin is directly over the shoulder. (1) Turn head to the right. (2) Turn head to the left. (3) Turn head to the right and left.

NECK BENDING.—Bend the head forward until the chin rests on the chest; bend backward and sideward as far as possible. (1) Bend head forward. (2) Bend head backward. (3) Bend head sideward, right. (4) Bend head sideward, left. (5) Bend head forward and backward. (6) Bend head sideward, right and left.

SHOULDER RAISING.—Raise as high as possible, lowering with force. (1) Raise right shoulder. (2) Raise left shoulder. (3) Raise both shoulders. (4) Raise right and left shoulders alternately.

MOVING SHOULDERS.—Move them as far forward, and backward, and with as much life as possible. The hands are held closed just over the hips, the forearm horizontal. (1) Move right shoulder forward. (2) Move left shoulder forward. (3) Move left shoulder backward. (4) Move right shoulder backward. (5) Move both shoulders backward. (6) Move both shoulders forward. (7) Move both shoulders forward, and backward. (8) Circle shoulders forward, or backward.

TRUNK EXERCISES.—Bending.—Place the hands on the hips, thumbs meeting in back, and bend the trunk without twisting it, bending the knees, or raising the heels. The head, individually, does not move. (1) Bend trunk forward to quarter bend. (2) Bend trunk forward to half bend. (3) Bend trunk forward to full bend. (4) Bend trunk backward. (5) Bend trunk sideward, right. (6) Bend trunk sideward, left. (7) Bend trunk obliquely forward, right. (8) Bend trunk obliquely forward, left. (9) Bend trunk obliquely backward, right. (10) Bend trunk obliquely backward, left. (11) Bend trunk forward, and backward. (12) Bend trunk sideward, right and left. (13) Bend trunk obliquely forward, right, and obliquely backward, left. (14) Bend trunk obliquely forward, left, and obliquely backward, right. (15) Circle trunk, right or left.

TRUNK TURNING.—With hands clasped at the back of the head, turn the trunk on the hips as far as possible, keeping knees straight and feet flat on the ground. (1) Turn trunk to the right. (2) Turn trunk to the left. (3) Turn trunk to the right, and left.

SWAYING.—The body is moved gently forward and backward, or from side to side; no pause is made nor is the body bent as severely as in the bending exercises. (1) Sway trunk forward and backward. (2) Sway trunk sideward, right and left. (3) Sway trunk obliquely forward, right, and backward, left. (4) Sway trunk obliquely forward, left, and backward, right.

LEG EXERCISES.—The first fourteen exercises are executed with the knee fully extended and the toes depressed. In raising the knee waist high, the lower leg must be at right angles to the thigh, toes depressed. (1) Raise right, or left, leg forward, ankle high. (2) Raise right, or left, leg forward, knee high. (3) Raise right, or left, leg forward, waist high. (4) Raise right, or left, leg backward. (5) Raise right leg sideward. (6) Raise left leg sideward. (7) Raise right leg obliquely forward, right, ankle, knee, or waist high. (8) Raise left leg obliquely forward, left, ankle, knee, or waist high. (9) Raise right leg obliquely forward, left, ankle, knee, or waist high. (10) Raise left leg obliquely forward, right, ankle, knee, or waist high. (11) Raise right leg obliquely backward, right. (12) Raise left leg obliquely backward, left. (13) Raise right leg obliquely backward, left. (14) Raise left leg obliquely backward, right. (15) Raise right knee forward. (16) Raise left knee forward. (17) Raise right knee sideward. (18) Raise left knee sideward. (19) Raise right heel backward. (20) Raise left heel backward.

LEG BENDING.—This is made up of three different exercises, known as the quarter bend, half bend, and full bend. The forearms are at the sides, hands closed, elbows and shoulders well back. In the quarter bend, the knees go slightly forward as the body comes down; the feet remain squarely on the floor. In the half bend, the heels are slightly raised, while in the full bend the entire weight of the body rests on the balls of the feet, and the body is as close as possible to the heels. In all three exercises the heels should be continually in contact, the knees far apart, and the head and trunk erect.

LEANING REST EXERCISES.—These are among the most important. The greatest stress is laid upon them in the gymnasium system of West Point. In the first position, with heels together, the cadet spreads his knees as far as possible while lowering the body to a squatting position, placing his hands on the floor outside or between his legs. From this position, at the command, "travel," he brings first his right hand forward, and then his left, until the body is fully extended. In this position, the body should be rigid and rest on the toes and on the palms of the hands, with the arms vertical, head up, and heels touching. From this the cadet recovers standing position. In the next exercise the cadet assumes the same squatting exercise, placing the weight of the body next on the hands and extending the legs backward, then recovering. In the third exercise, after squatting, the hands are thrown forward to the leaning rest. The knees are extended, the feet remaining in position as the hands are thrown forward. At the command "recover," the arms shove the body forcibly to the rear, the knees being bent and the squatting position resumed. The next exercise requires the cadet to bend forward as far as possible, the hands being on or near the floor. The body is then slightly extended and permitted to fall forward on the hands, the arms being bent as the hands strike in order to break the force of the fall. From this position, the squatting position is again secured. While in the position of the leaning rest, just described, there are several beneficial exercises

ARTISTIC HOMES

A 608-page book of moderate-cost houses sent post-paid for $1.00, or for 50c. to all new yearly subscribers to THE COTTAGE BUILDER.

ISSUED MONTHLY. 10c. PER COPY, $1.00 PER YEAR.

CHURCHES
My success in the designs of Churches in all parts of the United States and in pleasing Building committees to entire satisfaction, attests my ability to meet church requirements





SCHOOLS
My success in plans of Schools has given me an advanced and practical training of the exacting requirements of heating, light, and ventilation. My style of architecture is educational

COURT HOUSES
My Success in Court House Buildings is in understanding of the requirements of arranging to best advantage various offices in relation to one another and in monumental effects





LIBRARIES
My success in Library buildings is: Ability to understand and meet the desires of the reading public in plan arrangement without losing sight of the pleasing and attractive exteriors

CITY HALLS
My success in Municipal buildings is in my practical ideas of construction. I also secure my work on merit, single handed and without favoritism, "pull" or other undesirable methods

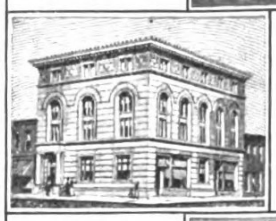




THEATRES
My success in Theatres has been in my close study of acoustics, stage-devices and fire-preventative in connection with an appreciation of suitable and appropriate interior decoration

BANKS
My success in Bank building is designing classic, lasting structures of very solid appearances calculated to inspire a substantiability of institution. I have built many of late





STORES
My success in Office and Store plans has been the arrangement of available space to best advantage for light and ventilation and an introduction of up-to-date devices of great convenience

HOTELS
My success in Hotels or apartment buildings is in a thorough insight of the many requirements of the public, embodying style, convenience, elegance with view to profitable outlay



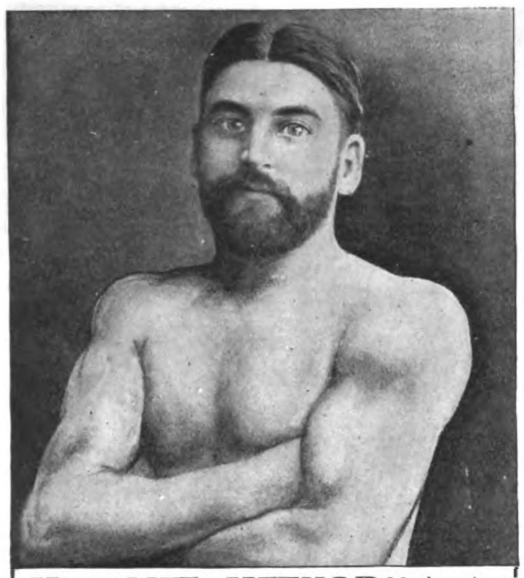


RESIDENCES
My success in Fine Houses is in readily seeing my clients' desires, producing for them a better home than was expected for a given sum. Preparedness is really the secret of my success

64 Frame Cottages, . . 25c.
64 Artistic Churches, . . 25c.
32 Houses, $1000 to $1200, 25c.
32 Houses, $1200 to $1500, 25c.
32 Houses, $1500 to $2000, 25c.
32 Houses, $2000 to $3000, 25c.

HERBERT C. CHIVERS, ARCHITECT, 109 7th ST., ST. LOUIS

Digitized by Google



My "LIFE METHOD" *is not for those* alone who suffer from specific ailments. Follow my instructions and you not only keep yourself free from disease but **you become stronger physically.** My method increases the chest measurement 2 to 6 inches in from 4 to 6 weeks; biceps ½ to 2½ in. Reduces fleshy abdomens 3 to 6 in. Increases weight of thin persons 2 to 50 lbs. **You gain mental strength also.** Your brain action is quickened. Your eyes become more lustrous; your skin clearer; your gait more elastic; and you experience a sensation of general vigor and buoyancy which nothing can take away from you. **Send stamp for booklet, etc.**

PROF. ULLRICH **Dearborn and Lake Streets,** CHICAGO

"REVERSIBLE" **Linene Collars & Cuffs.**



Have You Tried Them?

Perfect in fit, never ragged or uncomfortable. Very convenient, stylish, economical. Made of fine cloth and exactly resemble linen goods. Turn down collars are reversible and give double service

NO LAUNDRY WORK.

When soiled, discard. **Ten collars or five pairs of cuffs, 25c. By mail, 30c.** Send 6c. in stamps for sample collar or pair of cuffs. Name size and style.

REVERSIBLE COLLAR CO., Dept. M, BOSTON.

FREE WATCH AND CHAIN For One Day's Work.

BLUINE is the BEST LAUNDRY BLUING in the WORLD, and the FASTEST SELLER.

Fully Guaranteed.



We will send you a Nickel-Plated Watch, also a Chain and Charm for selling 18 packages of **BLUINE** at ten cents each. Send your full name and address by return mail, and we will forward Bluine, postpaid, and our large Premium List. **IT COSTS YOU NOTHING.** Simply send us the money you get for the Bluine, and we will send you the Watch, Chain and Charm, postpaid.

BLUINE MFG. CO.,

BOX 589, - - CONCORD JUNCTION, MASS.

The old reliable firm who sell honest goods, and give valuable premiums.

Make Your Own Lace

Do you want to make Money?

A New Industry—
"LACE MAKING AT HOME"



A SURE income can be earned at home with our

"PRINCESS LACE LOOM"

It is something entirely NEW. With it can be woven the most beautiful Valenciennes and Torchon Laces. Something never done in America before! Easy to learn and easy to work, and the lace produced is equal to the finest imported hand-made lace. Ladies who desire to make lace for their own use, or to make money, should write at once for full particulars of this wonderful little Loom. Upon receipt of 4 cents, stamps, we will send FREE our new book, Lace Making, illustrated.

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



THIS SHOWS THAT THE CADET IS NOT OVER-TRAINED

that may be gone through. (1) Leaning on the right arm and toes, extend the left arm forward. Repeat by leaning on the left arm and holding the right arm out parallel with the floor. Raise either arm and then lower it. (2) Lift either arm sideward, horizontally, raising and then lowering. (3) Lift either arm horizontally backward, raising and lowering. (4) Bend and extend arms.

No apparatus is called for in any of the foregoing exercises. With all the equipment of the West Point gymnasium, it is some four months before the cadet reaches the use of the "machines." Such simple exercises as have already been described are sufficient to give poise, health, symmetry, and grace to all who will practice them daily,—persistently and faithfully, though never to the mistaken point of fatigue. Easy as these drills are, they point the way for one to become not a professional "strong man," but a rationally healthy individual. No one who uses these exercises daily and with moderation is in any danger of ever becoming "muscle-bound." Such bodily drill can, on the contrary, be kept up as long as life lasts, and should result in increasing bodily and mental health,—the first requisites, at all ages of life, for him who would travel on the road to success.

The Confidence of Others Inspires Us

ONE of the happiest effects of knowing that others have confidence in us is the tendency it has to strengthen belief in our own ability. The feeling that some of those around us, especially those among them who have achieved success, believe in us, unreservedly,—the consciousness that they think we have ability to work our way, and to make ourselves felt in the world,—is a wonderful tonic, a powerful stimulant to endeavor.

Many an aspiring soul, working under terrible disadvantages and struggling against an iron environment to gain a foothold, has been inspired and encouraged to persevere by the knowledge that somebody was hopefully watching his efforts and would be disappointed if he should fail.

Many a poor struggler would have given up the fight in despair but for the memory of the parting words of a teacher who believed in him and expected to hear from him in the future. Many a youth has been buoyed up and nerved to snatch victory from defeat by a mother's tearful injunction not to disappoint her hopes.

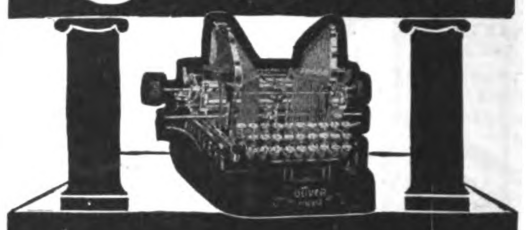
We are too chary of hopeful, encouraging words to those about us. Those who are naturally aggressive and self-confident hardly appreciate the importance of such helpfulness in winning success. They do not realize the necessity of impressing the timid and self-depreciatory with the belief that others have in them, and of assuring them of their real merits and ability. Yet the success or failure of many persons depends largely upon the estimate placed upon them by others, and upon their friends' confidence or lack of confidence in their ability. Many discouraged workers, men and women of sterling worth, have failed because no one seemed to believe in them, because no one by encouraging words of appreciation, expressing confidence in their power to succeed, stimulated them to persevere in their efforts.

Integrity Is the Price of Promotion

NOT long ago, shrewdness, sharpness and long-headedness were the qualities that won promotion in the business world. False methods were employed in thousands of establishments where now only absolute integrity and clean, straightforward dealing are tolerated. Before this century attains its zenith, unclean methods will be unknown in either large or small concerns. The double standard of honesty—one for private life and one for business purposes,—will be unknown. The foundation stones of the greatest commercial houses in this country are reliability and honesty. The world is beginning to see that, even from a utilitarian standpoint, it pays to be honest.

"The art of pleasing is the art of rising in the world."

The OLIVER



—the Standard Visible Writer.

Solidity apparent.
Durability unquestioned.
Record unequaled.
It writes in sight.
Investigation invited.
Art catalogue free.

THE OLIVER TYPEWRITER CO.
127 Lake St., Chicago, U. S. A.
Foreign Office, 42 Poultry, London, England.

RAPID ROLLER COPIER

No wet cloths to wring out—no wet blotters around—no screwing down letter-presses. The Roller Copier is always ready—lay your letter down, turn a crank, and the copy's made. The pressure is always the same; copies always uniform. Never blurs either original or copy. Four to six copies can be taken on copying paper.



Send for Catalogue "33-Q."

YAWMAN & ERBE MFG. CO.,
MAKERS OF
Card Indexes and Filing Devices.
ROCHESTER, N. Y.

PRINCIPAL BRANCHES:
New York, 360 Broadway.
Chicago, 138 Wabash Avenue.
San Francisco, 37-39 New Montgomery Street.

HEMET LANDS IN CALIFORNIA

The Hemet Lands are located near Los Angeles. Water supply abundant. Soil and climate suitable to the culture of the Orange, Lemon and Olive. Corn, wheat and potatoes yield splendid returns. Market good, prices excellent. The town of Hemet is a live, wide-awake place, prosperous stores, banks, schools and churches.

FREE TO ANY ADDRESS.
Large, illustrated pamphlet, giving reliable information about the best irrigable lands in California, in tracts to suit, on easy payments. Title perfect.

Address:
HEMET LAND CO., P. N. MYERS, Gen'l Mgr.
Dept. 18. Hemet, Riverside Co., Cal.

..READ..

"Lung Culture"

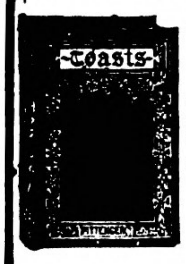
A TREATISE ON
BREATHING, the Vital Force of Life
Book and Chart of Exercises, sent on receipt of 25c.
P. VON BOECKMANN, R. S.
1137 Hartford Bldg. Union Square, New York

WE SAVE YOU 50%



on any make typewriter. Many machines as good as new. Very lowest price and strongest guarantee. You pay no agents profit. **Sent on approval anywhere.** Write for catalogue C.
E. H. STAFFORD & BRO., 18-20 Van Buren St., Chicago.

Digitized by Google



BOOKS WORTH HAVING

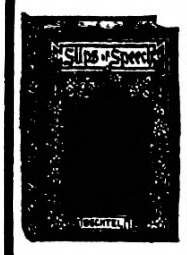


Some books are designed for entertainment, others for information. This series combines both features. The information is not only complete and reliable, it is compact and readable. In this busy, bustling age it is required that the information which books contain shall be ready to hand and be presented in the clearest and briefest manner possible. These volumes are replete with valuable information, compact in form and unequaled in point of merit and cheapness. They are the latest as well as the best books on the subjects of which they treat. No one wishing to have a fund of general information or who has the desire for self-improvement can afford to be without them.

EACH 50 CENTS

They average 200 pages, are 6x4½ inches in size, well printed on good paper, handsomely bound in green cloth with a heavy paper wrapper to match.

EACH 50 CENTS



TOASTS

By William Pittenger. What would you not give for the ability to respond to them? No need to give much when you can learn the art from this little book. It will tell you how to do it; not only that, but by example, it will show you the way.

SLIPS OF SPEECH

By John H. Bechtel. Who does not make them? The best of us do. Why not avoid them? Any one with the desire for self-improvement can. No necessity for studying rules of rhetoric or grammar, when this book can be had. It teaches both without the study of either.

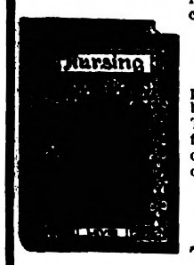


ETIQUETTE

By Agnes H. Morton. Success in life is often marred by bad manners. A perusal of this work will prevent such blunders. It is a book for everybody, for the select sets as well as for the less ambitious. The subject is presented in a bright and interesting manner and represents the latest vogue.

LAW, AND HOW TO KEEP OUT OF IT

By Paschal H. Coggins, Esq. Most legal difficulties arise from ignorance of the minor points of law. This volume furnishes to the busy man and woman information on just such points as are likely to arise in every-day affairs and thus forestalls them against mental worry and financial loss.



PRACTICAL PALMISTRY

By Henry Frith. Palmistry is one of the most popular subjects of the day. More people would be interested in it if they properly understood it. This volume furnishes full and trustworthy information on the subject, and by means of it, any one will be able to read character fully and accurately. Illustrated.

MYTHOLOGY

By John H. Bechtel. The average person dislikes to look up mythological subjects on account of the time required. This work remedies that difficulty because in it can be found at a glance just what is wanted. It is comprehensive, convenient, condensed and interesting.

NURSING

By S. Virginia Levis. No household is exempt from sickness. Not every one can have a professional nurse, but no one need be without this valuable work. The fullest particulars are given for the care of the sick, not only in the simple, but also in the more serious ailments of life.

QUOTATIONS

By Agnes H. Morton. A clever compilation of pithy quotations selected from a great variety of sources, and alphabetically arranged according to the sentiment. It contains all the popular quotations in current use, together with many rare bits of prose and verse not usually found.

FLOWERS

By Eben E. Rexford. Every woman loves flowers, but few succeed in growing them. With the help so clearly given in this volume no one need fail. It treats mainly of indoor plants and flowers, those for window gardening, all about their selection, care, light, air, warmth, etc.

BOTANY

By Julia MacNair Wright. The scientific subject of Botany made as interesting as a fairy tale. Not only is the subject treated with botanical accuracy, but there is given much practical information pertaining to the care and treatment of plants and flowers. Illustrated.

ASTRONOMY

By Julia MacNair Wright. Can you tell what causes day and night, seasons and years, tides and eclipses? Why is the sky blue and Mars red? What are meteors and shooting stars? These, and a thousand other questions, are here answered in a most fascinating way. Illustrated.

LETTER WRITING

By Agnes H. Morton. Most persons dislike letter writing because they fear they cannot say just the right thing. This admirable book not only shows by numerous examples just what kind of letters to write for all occasions, but it teaches the reader to become an accomplished original letter writer.



PRACTICAL SYNONYMS

By John H. Bechtel. Any one with the least desire to add to his vocabulary should have a copy of this book. It is designed mainly to meet the wants of the busy merchant or lawyer, the thoughtful clergyman or teacher, the wide-awake schoolboy or girl.

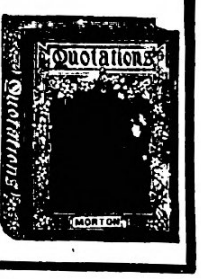


DEBATING

By William Pittenger. There is no greater ability than the power of skillful debate. Here are directions for organizing debating societies, and suggestions for all who desire to discuss questions in public. Also a list of over 200 questions for debate, with arguments, both affirmative and negative.

THINGS WORTH KNOWING

By John H. Bechtel. Can you name the coldest place in the United States or tell the probable cost of the Nicaragua Canal? What should you do first if you got a cinder in your eye, or your neighbor's baby swallowed a pin? This unique, up-to-date book answers thousands of just such interesting and useful questions.



PRONUNCIATION

By John H. Bechtel. What is more disagreeable than a faulty pronunciation? No defect so clearly shows a lack of culture. This volume contains over 5000 words on which most of us are apt to trip. They are here pronounced in the clearest and simplest manner, and according to the best authority.

Our 96-page Catalogue is enclosed with every order, or it can be had for the asking. The books mentioned are for sale at all bookstores, or will be mailed for the price

THE PENN PUBLISHING CO., 924 Arch Street, PHILADELPHIA

NEVER SLIPS or TEARS

PATENT SUSTAINED BY U. S. CIRCUIT COURT

EVERY PAIR WARRANTED

AVOID INFRINGEMENTS—INSIST ON THE GENUINE

Velvet Grip HOSE SUPPORTER

CUSHION BUTTON

GEORGE FROST CO., Makers, Boston, Mass., U.S.A.

Sample pair, by mail, 25c. Catalogue Free.

LOOK for the name on every loop





Travel Points



The superiority of the Lake Shore & Michigan Southern Railway for travel between Chicago and Toledo, Cleveland, Cincinnati, St. Louis, Buffalo, New York and Boston is a recognized fact.

The most perfect roadbed, finest track adjustment and greatest through train service in America are found on this road.

Among other desirable features it presents that of being the only double track railway between Chicago and the east. This means greater safety in travel. It means greater freedom in operation of trains and consequent punctuality in their time.

In every way the Lake Shore affords the most perfect travel facilities that can be obtained.

For copy of "Book of Trains" or information about travel via the Lake Shore, write to A. J. SMITH, G. P. & T. A., Cleveland, Ohio.

Fine Souvenir Spoon Set. This consists of six Pan-American Exposition Souvenir Coffee Spoons made to order for the Lake Shore by the Oneida Community. They are the best material, carefully finished and fully guaranteed. **Complete set,** in satin-lined box, post paid to any address **for $1.00.** Remit by express or post office money order to ONEIDA COMMUNITY, Niagara Falls, New York.



Individual Compartments for exclusive travelers are operated upon the "Great Western Limited" running every night between Chicago and St. Paul and Minneapolis. Every toilet convenience.

J. P. ELMER,
General Passenger Agent, 113 Adams St., Chicago.

CAPTURED MAUSERS and MILITARY GOODS CATALOGUE, 1,000 illustrations, Regular Cyclopedia, mailed free. F. BANNERMAN, 579 Broadway, N. Y.

THE AMERICAN MUTUAL LIFE INSURANCE COMPANY, of ELKHART, INDIANA, insures persons up to 84. **Policies guarantee from 20% to 100%.**

$75 MONTH and EXPENSES; no experience needed; position permanent; self-seller. **PEASE MFG. CO.,** Station 56, Cincinnati, Ohio.

Digitized by Google



Pearline in a Clergyman's House.

I like Pearline. We have always used soap, but are going to get Pearline. Pearline isn't so hard on the hands as some soaps. Don't have to rub so hard as you would if you used soap.

Miss M.W.P.
68-2

The World's Best Music

THIS work contains **300 instrumental selections** by the greatest composers; melodious, not too difficult, including popular and operatic melodies, dances, funeral marches and classic and romantic piano music. There are **350 best old and new songs,** duets, trios and quartets, The volumes are richly illustrated with **400 portraits,** many of them being handsome Chromatic Art plates printed in many colors. In the set there are **500 biographies** of musicians and more than **100 new and copyrighted** selections by American composers. In number of pages of sheet music, number of biographies and in illustrations this Musical Library leads all others.

This Bookcase free if you order at once.



Size of Volumes, 9x12 inches.

A Valuable Bookcase Free

In order to secure a large number of orders at once and close out the edition quickly, we are placing a **premium on promptness.** We have a few hundred elegant oak wood bookcases made to hold a set of this Musical Library. Their retail price is $4.00 each, but we will send one of these bookcases **free with each set** of the "World's Best Music" that is ordered before April 1st. If your order reaches us in time we will send you one of the bookcases with the set. If you do not keep the set, return the bookcase to us with the books; but if you decide to retain the set, the bookcase becomes yours. It is a present from us, and it does not increase the cost of your books in any manner. If you fail to take advantage of our offer, however, before April 1st, we cannot supply you with the bookcase, unless, of course, you care to pay the regular retail price of $4.00.

Absolutely the Best Musical Library

The volumes are crowded with the best selections for every occasion. There are 2,200 pages of sheet music, which would cost, if purchased one piece at a time, **more than $200.00.** The volumes are **nearly sheet music** size, and are specially bound so as to **open flat at the piano and remain open.** In number of pages of sheet music, number of biographies, and in number of illustrations, this Musical Library leads all others. In the preparation of the work **20 editors** and special contributors have assisted. It has been endorsed by music-loving people in every English-speaking country. **400** composers are represented, including such world-famous names as Paderewski, Balfe, Liszt, Wagner, Mozart, Gounod, Beethoven, De Koven, Strauss, Sullivan and Handel. There are eight volumes in the set, handsomely bound in half-leather or cloth.

Sets Sent on Approval

Our Musical Library Club has secured a new edition of the World's Best Music at a price slightly above the bare cost of paper, printing and binding. The Club is thus able to offer these sets as long as they last at about **one-half the regular price,** and you can pay in little payments of $1.00 a month. Through the Club—direct from the publisher to the customer—you can secure a set for **$21.00 in cloth binding,** and **$25.00 for the half leather.** The sets have sold previously for $35.00 and $40.00.

The Coupon in the corner will bring you a set, **express prepaid,** for examination. After five days' examination, if you are not perfectly satisfied, return the books to us at **our expense.** But, if you think this Musical Library is just what you need, send us **$1.00** at the expiration of five days, and **$1.00 a month** thereafter until the full amount is paid. You do not buy the books until you see them. If your order is mailed before April 1st, the bookcase will be sent free with the set.

The University Society,
78 FIFTH AVENUE, NEW YORK.

Suc.3-02

The University Society, 78 Fifth Ave., New York.

Please send me on approval, prepaid, a set of **"The World's Best Music,"** in half-leather. If satisfactory I agree to pay $1 within 5 days and $1 per month thereafter for 24 months; if not satisfactory I agree to return them within 5 days.

It is understood that if this coupon is mailed before April 1st I am to receive a bookcase free with the books.

Name.....

Street.....

City.....

In ordering cloth, change 24 months to 20 months.

Not necessary to send coupon if "Success" is mentioned.

Success in One's Own Estimation

IT is not an easy matter to gain the applause of the world, but it is infinitely easier than to gain the unqualified approval of oneself. Yet no man can be accounted successful until he has won his own respect,—the approval of his conscience.

There is no escape from self, and to be compelled to dwell perpetually in a gilded chamber of pretense, and hear the undertone of falsity in every bit of praise, is a most demoralizing as well as most unhappy condition.

What are place and wealth and power, the hollow mockery of sycophancy, the fawning subserviency of insincere followers, when the soul itself condemns, or withholds its approval?

Success in one's own estimation is the greatest possible success. Many a man who is very successful in the estimation of others, and much envied and sought after, stands condemned before the bar of conscience as a miserable failure, a hollow sham, the very reverse, it may be, of what he tries to appear.

To be self-approved,—to win the yea and amen of one's inner self,—this is success, indeed. Self-approval gives a satisfaction and peace beyond the power of wealth or fame to bestow. This it is which enables men and women to endure the greatest privations without murmuring, to be happy even behind prison bars.

The consciousness of living a false or double life, even though we have the good opinion of others, will in time undermine the strength and shatter the nerves of the strongest. And somewhere, somehow, the mantle of pretense will be torn aside, and the pretender, like the daw who flaunted for a time in the borrowed feathers of the peacock, will be held up to the scorn and ridicule of those whom he has tried to deceive.

Whatever his vocation or station in life, the thing which each should strive for most earnestly is the unqualified approval of his own soul. This will outweigh all honors, all riches, all fame, and will give us that power and courage which will enable us to outride in safety all the storms which may assail us on life's voyage.

The Blight *of* Shiftlessness

THERE is nothing else quite so hard to cure, in the line of moral weaknesses, as constitutional shiftlessness.

There is little hope for a youth who dawdles, who has not gumption and life enough even to sit or stand erect. Everything he wears and everything he does have a slouchy, going-to-pieces look. His backbone seems to be of the weakest, and he appears unable to hold himself together. His slipshod ways and shiftless manners are apparent in every letter he writes, in every errand he does, in every word he speaks, and in every movement of his body.

This is a very difficult disease to cure, for it will yield only to the most heroic treatment. Sometimes, however, when shiftless people are suddenly thrown on their own resources, and have no possible way to keep from starving but by hoeing their own rows, they manage to summon their energies and make a little start in life. We would earnestly caution every youth against the danger of this disease, for it is contagious. We have known it to go through whole families, schools, and communities. We have been in towns where everything had a shiftless air, in country places where fences were all down, the ground overgrown with weeds and bushes, and the barns and houses unpainted,—in short, where desolation and failure stared one in the face at every turn.

Avoid association with a slipshod, ambitionless person, as you would with a person tainted with smallpox. He is afflicted with a moral disease, which may, in spite of his determination to resist it, have a blighting influence on his life.

PEOPLE WHO LIVE ON HOPES

WE know many people who never accomplish anything worthy of their ability, but who always have good prospects. Every time you see them they are hopeful, and seem to be right on the eve of "striking it rich." They live on hopes.

These people, as a rule, lack energy,—lack initiative. They just wait around "for something to turn up;" they are sure that some relative will leave them money, or that some other good fortune will come to them.

These people never have done anything, but they are always "going to do something." They resemble prospectuses of unfinished publications. They promise well, but never appear.

Do not be a slave to money; but use money as a lever to help you serve something greater than yourself.

Digitized by Google

President Palma's Plea for Cuba

[*Concluded from page 136*]

doing my best, sending munitions of war, and working in Washington to secure the notice and favor of the United States government, and its help in our struggle for freedom. In the providence of God, that help came, and the rule of Spain in Cuba was broken forever. In June, 1899, I closed my office in New York, and retired to private life, feeling that my work for Cuba was done."

I asked General Palma if it had not occurred to him that a man who had taken so vital a part in the struggle for Cuban freedom might be desired to aid in establishing the new republic.

"I had not the least ambition to fill any public office," he replied; "my chief life-work, I felt, would be to bring up my children as good men and women, and to enjoy the rest and happiness of my home. I was not a young man, and, having spent thirty years of my life in constant struggle for the political salvation of our island, I thought I had earned a right to rest. When I was approached with reference to a nomination as a candidate for the presidency of the Republic, I refused to listen to it, and said someone else must be selected. But my friends so insisted that it was my duty that I at length consented. I know how arduous are the new duties, but I shall undertake them, now that the verdict of the people has been given, with a brave and hopeful heart."

"I presume you have outlined the general policy which you will pursue," I suggested.

"The outline of the policy I have. The details, of course, can only be worked out as events occur. Our very existence as a republic will depend upon friendly commercial relations with the United States. Our people will be bankrupted, and our free institutions will be imperiled, unless the tariff on Cuban sugar and tobacco is reduced. The prosperity of half the people of the island, directly or indirectly, depends upon the sugar crop, and it cannot be sold in the United States, under the present tariff, so as to provide a living for the producers. Our people put all the money they had, and all they could borrow, into the crops this year, in the hope that the great nation that broke the rod of their oppressors would not, by a failure to make a more friendly commercial treaty, leave them to perish by starvation. There is no doubt that Cuba will be willing to make corresponding concessions in the tax on imports from the United States. I shall encourage a continuance of those sanitary measures which have so manifestly improved the health of the island since Spain's power was broken."

I asked the general on what grounds he based his hope of the ultimate success of the Cuban Republic.

"To begin with," he replied, "we have an island materially rich, with a fertile soil and salubrious climate. The people are industrious, especially those in the country districts; all that they ask is to have plenty of work at reasonable compensation. They are fond of home, and by nature are law-abiding. They love liberty and are brave but relentless when stirred by oppression. The Cubans are anxious for their children to be educated. One of the reasons assigned in the Declaration of the Ten Years' War was that Spain treated us so murderously in order to pay the standing army that oppressed us, and would not furnish schools sufficient to educate our children. The Cuban people are singularly hospitable. A stranger, visiting a home, is not only treated with kindness, but is offered a cup of coffee as an evidence of good will. They have what is called the southern type of hospitality. Though our people are hard workers, they are not, as a rule, as provident as people of industrial habits ought to be. They have a free and easy way, spending their money on the present rather than saving for a rainy day. They are just and honest in their dealings and have faith in God."

I suggested that the delegates to the Constitutional Convention had quite a discussion over the question of recognizing God's providence in the constitution.

General Palma said, with some emphasis: "There was only one man who opposed that recognition of God; all the rest favored it. The new republic had no hesitancy in recording that faith in God, which the people feel. My mother taught me, at the start, that such trust is necessary to high character, usefulness, and happiness. I consider that all moral law and order are based on faith in the Almighty, and that we must have His guidance in industrial and national life. To



Kennedy's Oysterettes

Good with soup, too. Sold only in In-er-seal packages. Price 5c.

The Oyster Cracker with a Taste to it



MODERN COLONIAL DESIGN

A Favorite Style with many, and most economical for **room contained and cost**, due to the square and compact shape. Cost complete, **except Heating**, $3,200. Send 2-cent stamp for **figured floor plan and larger view**, if interested, and send any sketch or idea you desire to have put into **practical shape**. I will scale it up and submit on approval, giving estimates and prices for full plans. My Six Books classified are of great help to home builders. Select books according to cost house desired. Book No. 12 new and up-to-date.

Book **No. 6** has **50** designs from	- -	**$250** to	**$1,500**
Book **No. 7** has **57** designs from	- -	**1,000** to	**2,500**
Book **No. 8** has **54** designs from	- -	**2,000** to	**3,500**
Book **No. 9** has **30** (12 stables),	- -	**3,000** to	**10,000**
Book **No. 10** has **37** (20 one-story),	-	**450** to	**3,000**
Book **No. 12** has **50** (Colonial New),		**1,200** to	**5,000**

Views, plans, descriptions, dimensions, estimates, with modifications to each. Price of Books, **$1** each; any two, **$1.50**; any four, **$2**; any five, **$2.50**; all six, **$3**. Booklet of 30 sample designs, "How to Start Right and *Save Money*," 25 cents (silver). All postpaid.



D. S. HOPKINS, Architect, Dept. 7, Grand Rapids, Mich.



No. 7½, Jump Seat Trap. Price, $140. As good as sells for $50 more. Extra for 1 in. Kelly rubber tires, $27.

29 YEARS SELLING DIRECT.

We are the largest manufacturers of vehicles and harness in the world selling to consumers, and we have been doing business in this way for 29 years.

WE HAVE NO AGENTS

but ship anywhere for examination guaranteeing safe delivery. You are out nothing if not satisfied. We make 105 styles of vehicles and 65 styles of harness. Our prices represent the cost of material and making, plus one profit. Our large free catalog shows complete line. Send for it.



No. 322, Open Driving Wagon with ¾ Inch Kelly rubber tires. Price, $95.00. As good as sells for $50.00 more.

Elkhart Carriage and Harness Manufacturing Co., Elkhart, Ind.

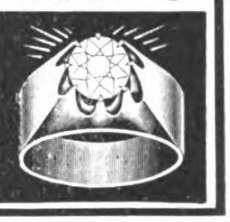
WATCHES—DIAMONDS

Cost Less than 15 Cents per Day

SPECIAL CO-OPERATIVE PLAN

THE BEST 14-KARAT GOLD FILLED CASE that money can buy. WARRANTED for 25 and 35 years, with 15, 17 and 21 Ruby Jeweled Adjusted Movements. Remington, Elgin, Waltham or other high grade if preferred. No Middlemen's profit. Lowest Cash Price. Any sizes.

Any Monogram or Emblem engraved to order. No extra charge. This proves quality. **You have the use of WATCH or DIAMOND while paying for it.** Members wanted who are honest—wealth not necessary. **We will send Watch or Diamond on approval**, and you return at our expense, if not as represented. Superb Cat. free. For prompt attention, address



The Walker-Edmund Co., 126 State Street, Dept. 64 CHICAGO, ILL.

The Twenty-five Years of Experience

in the construction of writing machines, which are behind the Remington Typewriter, mean everything to the purchaser. He knows that he is getting a reliable machine when he buys a



REMINGTON

TYPEWRITER HEADQUARTERS

332 Broadway, New York, sell all makes under half price. Don't buy before sending for samples of writing, prices, exchange and unprejudiced advice. Immense stock for selection. Shipped for trial. Guaranteed first-class condition Dealers supplied.

KORONA LONG FOCUS CAMERAS

are unquestionably the best,

Send for our Illustrated Catalogue, Free.

GUNDLACH OPTICAL CO., - - Rochester, N. Y.

Digitized by Google

The REGINA Hall Clock Music Box



is one of the most attractive forms in which this famous music box appears. The clock is modelled after a handsome antique pattern and starts the music immediately after striking the full hour. The music box may be played at any time independently.

Write for our catalogue showing our full line, costing from $10 to $400—with lists of new music—free. Address Dept. (L)

Regina Music Box Co.
Regina Building, New York
or
259 Wabash Ave., Chicago



"Grandpa, why don't you get a pair of

Wilson's Common Sense Ear Drums

and throw that long tube away?"

The use of trumpets, tubes, audiphones and other cumbersome and obsolete devices to aid the hearing is being everywhere abandoned since the appearance of these

SCIENTIFIC SOUND CONDUCTORS FOR DEAFNESS

They are **invisible** and **fit in the ear**, are comfortable, and restore the hearing. *Beware of imitations.* The WILSON is the original and genuine.

Physicians recommend them. Information and letters from many users *free on request.*

WILSON EAR DRUM CO., 387 Trust Bldg., Louisville, Ky.



Clean Hands

For every one, no matter what the occupation, by using

Bailey's Rubber Toilet Brush.

It removes **ink, tar, paint, grease, iron stains**, and in fact, everything foreign to the color of the skin, simply by using with soap and water. It has flat-ended teeth. It never becomes foul or carries any contagion, and will not injure the most delicate skin, as is done by the use of pumice-stone, bristle brushes, etc.

Price, **25c. each.** For sale by all dealers in Toilet Goods. Mailed on receipt of price. *(Rubber catalog free.)*

C. J. BAILEY & CO., 22 Boylston St., Boston, Mass.

FREE

Valuable booklets giving complete, reliable information regarding the oil and mining industries and the best companies, showing how large fortunes are easily made from small investments without risk; don't fail to write for them.

A. L. WISNER, 41-43 Wall Street, New York City.

AGENTS Our household necessity sells at sight. Immense profit. Instructions free.
The Linnard Mfg. Co., 227 Norwood Av., Cincinnati, O.

the rule there are exceptions, but I have mentioned to you, as briefly as possible, some of the qualities of our people which, with their natural advantages, will result in securing them a thrifty and happy republic."

"General Palma," said I, "you have mentioned the debt of gratitude you owe to your mother. I have heard that she was murdered by the Spaniards. Have you any objections to telling me of her death?"

"It was in this manner," said he; "during the Ten Years' War, my mother followed me to the camp. She could have lived in the city in comfort, but I was her only child, and she would not remain away from me, but kept as close to me as she could. In 1873, she undertook to make her way to me, but was captured by Spanish soldiers. She was unable to keep up with the soldiers on the march, and they left her alone in the forest. It was in the rainy season, and for fourteen days she wandered about, without shelter and with nothing to eat but the scanty wild fruit which she found. I learned of the capture, and sent men to rescue her, but they did not find her until she had been so wasted by starvation and exposure that she died the next day."

"General," I remarked, "I noticed a statement in one of the papers that revenge for this foul murder of your mother intensified your relentless warfare on Spain."

José Palma, the oldest son of the general, who was seated near us, said: "That statement is incorrect. My father's services have been rendered out of love for the country for which his mother died, and not from revenge for her fate. Some time after his mother's death, he served as a member of a court-martial, which was trying for his life a Spanish captain who had been captured leading a guerrilla band. My father objected to the death sentence, whereat a member of the court said to him: 'You ought to be the last person to reprieve this prisoner, as the Spaniards killed your mother, and this is your opportunity to avenge the crime with blood.' My father answered: 'My love for my mother is so intense, and my memory of her is so sacred, that I cannot associate with them the idea of vengeance.'"

General Palma speaks good English, but now and then, during our conversation, the Spanish accent would leave me in doubt as to his exact meaning, when he would say the same thing in Spanish to his sons, José and Tomas, Jr., who would repeat the sentence to me in a little plainer English. I asked the general whether or not he has permanently lost his properties in Cuba.

"My wealth," he said, "originally consisted of vast lands, large, ample houses and barns, and slaves. When I entered the Ten Years' War, I called my slaves together and told them to go free. That war resulted in the extinction of slavery on the island. My houses and barns and fences were destroyed by the pillaging of war. When the United States took the hand of Spain off the island, it was taken off my land, of course, and I have the title to it again."

"Will your family remove to Havana?"

"My wife and the four smaller children will accompany me in April, and the older sons, who will remain in school in this country, will follow later in the season."

General Tomas Estrada Palma, with his ability, his political sagacity, his patriotism, his bravery, his domestic fidelity, his integrity, his modesty, his kindness, and his faith in the Almighty, will make an ideal first president of the Cuban Republic.

Do Not Do Things "Just for Now"

HOW MANY youths have sown the seeds of ultimate failure by doing things "just for now," temporarily, hoping to complete them later! They drop their articles of clothing just where they happen to remove them. You will find their collars, and cuffs, and neckties in one place at one time, and in another place at another time. When called away suddenly, or interrupted, they lay the thing which they happen to have in their hand down just where they are, expecting to put it in its place when they have more time, but this is a very dangerous delusion. The time to do a thing is now. It will take only a little longer to do it right; and, if it is not done right now, the chances are that it will never be.

In the past we have made many blunders, and have been guilty of many shortcomings, and yet in the end we have always come out victorious, because we have refused to be daunted by blunders and defeats,—have recognized them, but persevered in spite of them. So it must be in the future.—THEODORE ROOSEVELT.

BICYCLE RIDING IS A PLEASURE

that you have never fully enjoyed until you have used the

Berkey Spring Seat Post

Ball Bearing, Cone Adjusting—with or without Internal Expander.



It pratically converts your bicycle into one having the advantages of a **Cushion-Frame Bicycle**, at a small cost. Made to fit any bicycle, old or new, and of varying tensions to suit all weights of riders.

Your Money Returned if not Satisfied

Nearly all first class bicycle makers give you option of this post. Insist upon it.

If dealer refuses to equip your wheel with the **Berkey Spring Post**, send us his name and $2.00, giving also diameter of seat post now on your wheel, how fastened in frame, and your weight, and we will send you one, express prepaid. Try it for thirty days, and if not entirely satisfactory in every way, return it at our expense, and we will refund your money. **Send for Booklet Free.** "Doubles the Pleasure of Cycling."

See our advertisements in February Cosmopolitan, Everybody's and Pearson's, Leslie's and Success.

Berkey Spring Seat Post Co., 85 Campau St., Grand Rapids, Mich.

SCHERING'S FORMALIN DISINFECTING & DEODORIZING LAMP



The safe and simple method for relieving and preventing Whooping Cough, Croup, Measles, Diphtheria, Catarrh, Asthma, Throat and Lung Troubles, etc. No unpleasant odor. Quickly relieves when all else fails. Used in all places where perfect Disinfection is required. A most reliable Home Safeguard. Highest endorsements from experts.

AT DRUGGISTS, LAMP, including Forty Formalin Pastils, at $1.75

Write for explanatory booklet, "THE HOME PURIFIER."

SCHERING & GLATZ, 58 MAIDEN LANE, NEW YORK.



The LOCKE ADDER $5.00

BOOKLET FREE

Now recognized as the only practical, durable low priced calculating machine. Adds, Subtracts, Multiplies and Divides without mental labor or error. Fastest, simplest, handiest, easily learned. Cannot get out of order. Will last a lifetime.

Quickly Pays For Itself.

Adds all columns simultaneously. Capacity 999,999,999. Endorsed by business people everywhere.

Price $5.00, Prepaid.

SENT FREE: Descriptive illustrated booklet and interesting testimonials. Write today. Agents wanted.

C. E. LOCKE MFG. COMPANY, 67 Walnut Street, Kensett, Iowa.

Ruethin Convertible Table-Chair, $8.95

A Most Desirable Article and Room-Saving Device.





It is made of solid oak or birch, mahogany finish. It has 25 in. shaped top. Polish finish. When made into chair, it has brace arms and full upholstered back, and removable cushion seat. This makes a most comfortable, and at the same time, convenient chair. The construction is very simple; nothing to become out of order, and so easily changed from chair to table and vice versa that a child can operate it. Write for big catalogue. Sole agents HOUSEHOLD SUPPLY COMPANY, 271 Wabash Ave., Chicago, Ill.

ANY LADY sending us names of 5 good dressers who order by mail and 10c. will receive our magazine for one year and a handsome article of seasonable neckwear. Address, Mail Order Pub. Co., S, 220 Germania Life, St. Paul, Minn.

Digitized by Google

RICH'S "JULIA MARLOWE" SHOES.



A SHOE FAMILY OF DISTINCTION.

What the name **Julia Marlowe** now means.

It will not only designate our shoes with elastic instep as heretofore, but all of the **ninety different styles** made at this factory will hereafter be **stamped and known** as the "Julia Marlowe." The same uniform quality and comfort which has gained an enviable reputation for our "front gore" shoes is maintained throughout. In ordering state whether **with** or **without** elastic instep.

LACE BOOTS, flexible machine sewed, $3.00; Oxfords, $2.00
" " Hand turned, . . . 3.50; " 2.50
" " Welt extension sole, . 4.00; " 2.75

If your dealer can't supply you, we will send *prepaid* on receipt of price and 25c.

Write for Illustrated Catalogue. THE RICH SHOE CO., Dept. N, Milwaukee, Wis.

WOOLEN

From Loom to Wearer.

If you have always bought cloth at a store **TRY THE MILL** where it is made.
We make cloth for Ladies' skirts and suits, men's suits and overcoats.
No middlemen—only our mill profit to pay. Express prepaid east of the Missouri River and north of Tennessee.
Tell us what garment you wish to make, and we will send samples and descriptive booklet free.
PASSAIC WOOLEN CO., Mills: South and 9th Sts., Passaic, N.J.

CLOTHS

PRESIDENT SUSPENDER

The ideal suspender. Moves with every bend of the body. Perfect adjustment. Trimmings can not rust. Beware of substitutes. The name "President" on the buckle insures the genuine. New model now ready for men of heavy work. Also small size for boys. Sold everywhere, 50c., or by mail postpaid, on receipt of price.
C. A. EDGARTON MFG. CO., Box 223, Shirley, Mass.

CANTON

Incandescent Gasoline Lights

MOST LIGHT—100-candle-power from each lamp.
LEAST COST—three cents per week per lamp for average use; fixtures, all kinds and styles, from $3.50 up.
GREATEST CONVENIENCE—use gasoline, with any good incandescent mantle.
SLIGHTEST BOTHER—no wicks, no wires; hang from a hook or stand on table. For houses, halls, homes. Send for catalogue to



CANTON INCANDESCENT LIGHT CO. Box A, Canton, O.



The 20th Century Perfection Suspender.

It is the best suspender made for **bowling.** Allows greatest freedom of movement without any strain on body or buttons.
50 cents at dealers or by mail.
Testimonials from Champion Bowlers and booklet FREE.
EASTMAN & SPECHT MFG. CO. 200 So. Clinton St., Chicago.

LOOK FOR THE SHINING LUMPS

EDGAR L. VINCENT

"WELL, but I don't see the use of all this fuss about getting ready to do something. The most successful men I know of plunged straight into the work they had on hand, and won. It is not so much the preparation for beginning as it is the actual beginning that counts."

The young man looked his friend squarely in the eye, as he said this, as if he considered the argument closed. For a moment there was silence.

"The other day I passed a great shipyard," the friend replied, very quietly. "Near the yards are a number of enormous piles of coal. I had seen them many times before, and they did not surprise me very much. What did make me wonder was the fact that, clambering over those coal heaps, were a number of well-dressed, refined men They were carefully examining lumps of coal and picking out those which had the most luster. These were put into baskets and carried away. I could not help asking why they did this, and learned that a new man-of-war had just been completed, and that a trial was to be given her. In order to secure her acceptance by the government, the vessel had to reach a certain speed at this trial. It was important that everything should be as favorable as possible. Her success depended on the fires under the boiler. So these learned men, with their high collars and eyeglasses, were searching for the very best coal. Success or failure depended on it. Common coal would not do. I think that this tells the story of all success. Men do not win by haphazard methods. Ask any of them and hear what they say."

That was all of the story. I noticed that the young man who had argued so strenuously for plunging directly into business without adequate preparation became thoughtful, and I observed, also, that he argued no longer, but began to put more energy into his work of getting ready for life. Who doubts that that work counted?

THEY "NEVER HAD A CHANCE"

PROBABLY nine out of ten men past middle life, if asked how it happens that they are to-day only barely earning their living, would tell you that they "never had a chance;" that they were kept back, that circumstances were against them, that they had no opportunities, such as other boys around them had, or that they did not have the proper schooling, or else plead some similar excuse.

The probabilities are that opportunity did visit every one of these men more than once in their youth or early manhood, but that they did not see that all good chances consisted in doing everything they undertook cheerfully, promptly, and just as well as it could be done.

As boys they did not look upon every errand as a chance to be polite, prompt, energetic; on every lesson in school as a foundation stone in their success-structure. They did not think that the demoralizing hours of indolence and shiftlessness which they were weaving into the web of their lives would mar the fabric forever, and reproach them through all time. They did not realize that the impudent reply to their employer, the carelessness and indifference which they slipped into their tasks, would come out as ghosts, in the future, to mar their happiness and success. They looked upon every duty shirked, the minutes they cut off from each end of a day, as so much gain. They did not realize that these things, which seemed so innocent, would grow into giant defects which would mar their future success.

They did not think that their slipshod methods, their careless attire, and their aggressive manners, would lie as great bars across the path of their future success, and keep them back from the goal of their ambitions.

They do not think that all these things were the real causes of their being fixtures at salaries of ten or fifteen dollars a week.

They did not think that these seeming trifles in youth would doom them to be perpetual janitors, clerks, or farm hands, and that it would be almost impossible in maturity to outgrow the defects of their youth.

It may be only the breaking of a hairspring in a conductor's or an engineer's watch; but, after a few minutes' silence, two crowded express trains, under fearful headway, may come together. The effect of the breaking of so small a thing may be felt around the world, spreading the pall of sorrow over many happy homes, and causing tender feet to travel life's rough journey alone in sorrow's darkening path.

For Beast



The man who wishes to hunt any kind of game from the largest to the smallest will find the

Marlin

line complete. We make all sizes of repeating rifles from .22 to .45 calibre, and our repeating shotguns are the best value for the money ever offered. All have the solid top action and eject at the side. Our new automatic recoil-operating device now furnished on all of our shotguns makes it the safest breech-loading gun ever built.

120-page catalogue, 300 illustrations, cover in nine colors, mailed for 3 stamps.
The Marlin Fire Arms Co. New Haven, Ct.



or Bird

OHIO ELECTRIC WORKS



WE ARE SELLING

Battery Hanging Lamps,	$10.00
Telephone, complete, -	5.95
Electric Door Bells, - -	1.00
Electric Carriage Lights,	5.00
Battery Fan Motor, - -	5.95
Electric Hand Lanterns,	2.00
Pocket Flash Lights, -	1.50
Miniature Electric Lamps,	.40
$8 Medical Batteries, -	3.95
Genuine Electric Belts,	1.00
$12 Belt with Suspensory,	2.50
Genuine Electric Insoles,	.25
Telegraph Outfits, - -	2.75
Battery Motors from $1 to	12.00
Battery Table Lamps, -	3.00
Necktie Lights, 75 cts. to	3.00
Bicycle Electric Lights,	2.25
Electric Cap Lights, -	2.00
Electric Railway, - -	3.50
Battery Student Lamp, -	4.00
Dry Batteries, per dozen,	2.25
Electric Books at low prices.	

We undersell all on Everything Electrical.

OHIO ELECTRIC WORKS
CLEVELAND, O.
Headquarters for Electric Novelties and Supplies.
Agents wanted. Send for New Catalogue, just out.



The Gilbert Hand-Bag

(Two Satchels in One)
(Patented January 30, 1900)

Economizes space. A great convenience. Articles in frequent use may be carried in one compartment, clothing and linen in the other. It is a handsome traveling bag with a telescoping tray which is strapped in at the bottom of the satchel.

Style No. 4, $12, Express Prepaid

18 inch, best smooth brown leather, brass trimmings. Reinforced at all points. Will wear splendidly.

If your dealer don't have the Gilbert Bags, write to us for booklet showing many handsome styles from

$2.25 to $22.00

Telescope withdrawn for packing.
THE GILBERT HAND-BAG COMPANY. 800 Caxton Bldg, Cleveland, O.



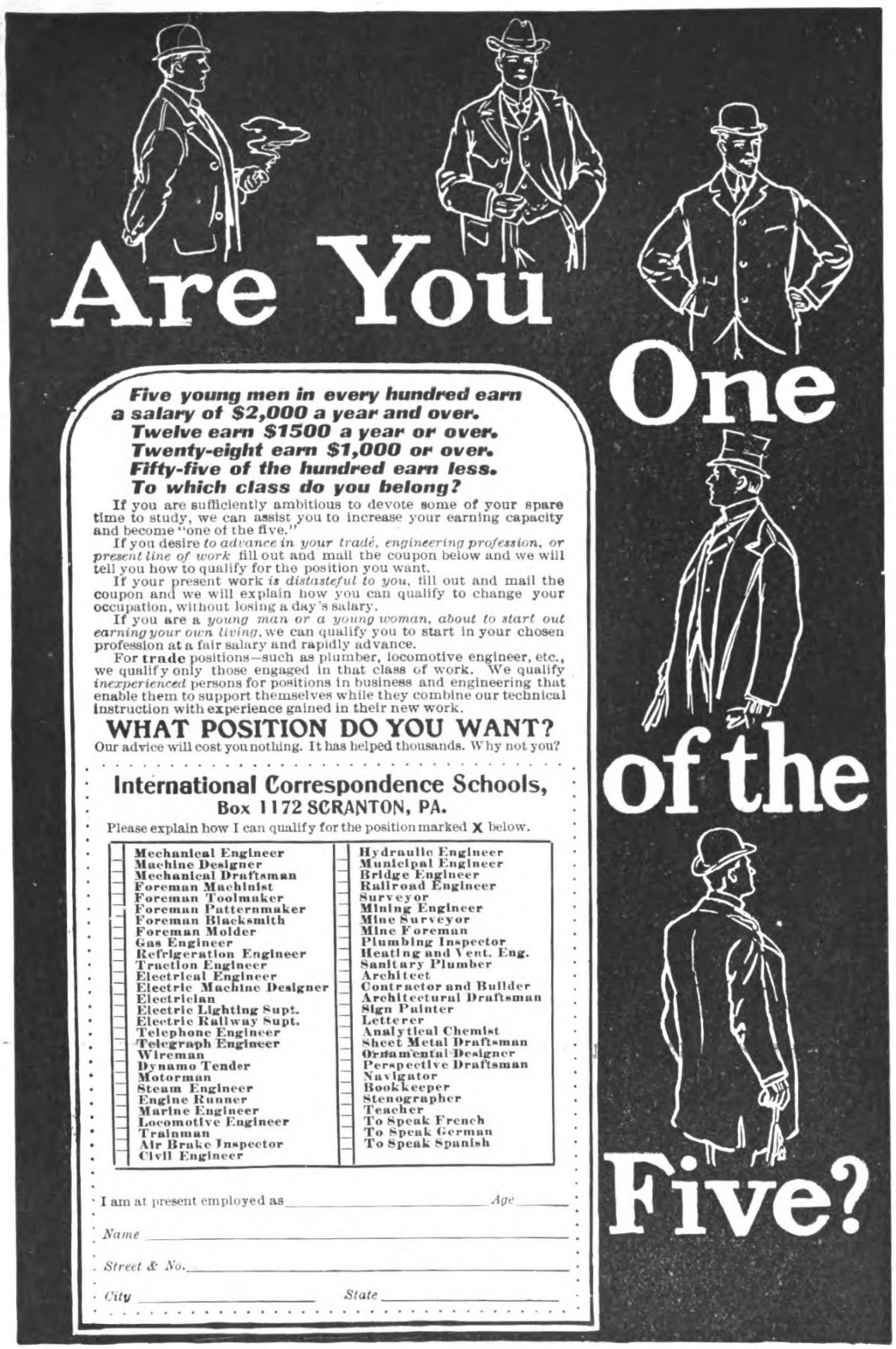
NOW WE HAVE IT!

A Perfect Square Steam Cooker

WITH DOORS. Don't miss it. Large meal cooked over one burner. Wonderful saving of fuel and labor. Doors steam tight. No burnt fingers. No lifting top dishes out to get at the lower ones. Water gauge on outside. **Special rate for ten days. Agents wanted,** salary and commission. **Write for descriptive matter to-day.**

Ohio Steam Cooker Co., 24 Ontario Bldg., Toledo, O

Digitized by Google



Five young men in every hundred earn a salary of $2,000 a year and over.
Twelve earn $1500 a year or over.
Twenty-eight earn $1,000 or over.
Fifty-five of the hundred earn less.
To which class do you belong?

If you are sufficiently ambitious to devote some of your spare time to study, we can assist you to increase your earning capacity and become "one of the five."

If you desire *to advance in your trade, engineering profession, or present line of work* fill out and mail the coupon below and we will tell you how to qualify for the position you want.

If your present work *is distasteful to you*, fill out and mail the coupon and we will explain how you can qualify to change your occupation, without losing a day's salary.

If you are a *young man or a young woman, about to start out earning your own living*, we can qualify you to start in your chosen profession at a fair salary and rapidly advance.

For **trade** positions—such as plumber, locomotive engineer, etc., we qualify only those engaged in that class of work. We qualify *inexperienced* persons for positions in business and engineering that enable them to support themselves while they combine our technical instruction with experience gained in their new work.

WHAT POSITION DO YOU WANT?

Our advice will cost you nothing. It has helped thousands. Why not you?

International Correspondence Schools,
Box 1172 SCRANTON, PA.

Please explain how I can qualify for the position marked X below.

Mechanical Engineer	Hydraulic Engineer
Machine Designer	Municipal Engineer
Mechanical Draftsman	Bridge Engineer
Foreman Machinist	Railroad Engineer
Foreman Toolmaker	Surveyor
Foreman Patternmaker	Mining Engineer
Foreman Blacksmith	Mine Surveyor
Foreman Molder	Mine Foreman
Gas Engineer	Plumbing Inspector
Refrigeration Engineer	Heating and Vent. Eng.
Traction Engineer	Sanitary Plumber
Electrical Engineer	Architect
Electric Machine Designer	Contractor and Builder
Electrician	Architectural Draftsman
Electric Lighting Supt.	Sign Painter
Electric Railway Supt.	Letterer
Telephone Engineer	Analytical Chemist
Telegraph Engineer	Sheet Metal Draftsman
Wireman	Ornamental Designer
Dynamo Tender	Perspective Draftsman
Motorman	Navigator
Steam Engineer	Bookkeeper
Engine Runner	Stenographer
Marine Engineer	Teacher
Locomotive Engineer	To Speak French
Trainman	To Speak German
Air Brake Inspector	To Speak Spanish
Civil Engineer	

I am at present employed as _____ Age _____

Name _____

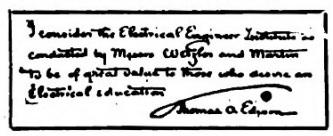
Street & No. _____

City _____ State _____

CAN I BECOME AN ELECTRICIAN?



YES. you can. We teach **ELECTRICAL ENGINEERING** at your home **by mail** at a cost within the reach of anyone. **No matter where you live,** if you can read and write, we guarantee to teach you thoroughly. Our Institute is **endorsed by Thomas A. Edison** and others. We teach also **Mechanical Engineering, Steam Engineering, Mechanical Drawing, Telephony, Telegraphy, Electric Lighting, Electric Railways, Electric Motorman's Course, Short Electrical Course, Dynamo Tender's Course, X-Rays, Mathematics, etc., by mail.**



Thousands are successful and gaining better positions and salaries studying at home by our correspondence system. Write for our **Free Illustrated Book,** "Can I Become an Electrical Engineer?"

The Electrical Engineer Institute of Correspondence Instruction, Dept. 7, 240-242 West 23d St., New York.

More Money for Office-Men

Any firm will pay office men in proportion to the value of their ideas and suggestions. Write for our pamphlet "General Expense" and learn what we do in the matter of systematizing office work, so you may be in a position to suggest to your firm the value of

Baker-Vawter Business Systems

Our accountants will analyze, devise and install a perfect system of keeping accounts which will show the condition of affairs at the close of each business day, simplify your office work and save its cost many times. Exact cost of manufacturing an article can readily be determined by our cost accounting systems.

We are the originators of the *Perpetual Ledger* and many other time saving *loose leaf* systems. Please write for pamphlet "The Outcome of Unintelligent Competition" containing pertinent and wholesome truths.

Baker-Vawter Company, 146 Washington Street, Chicago.

Accountants, Auditors, Devisers of Business Systems, Manufacturers. Representatives in all Principal Cities.

WANTED—Young men to learn telegraphy. Situations soon as qualified.
F. WHITEMAN, - - CHATHAM, N. Y.

PROFITS: Large profits and permanent income by selling our Identification Outfits, Key Tag and Pocket Book with Special $1000.00 Accident and Health Insurance Policy. **Commercial Registry Co., St. Louis, Mo.**

THE KING WEDS

ROBERT BARR

[*Concluded from page 139*]

there was a return of his customary air of gallantry.

"Madame, tell me your name, and I shall intercede that so rigid a rule for one so fair may be relaxed."

"Ah, now your impudence reasserts itself. My name is not for you. How can a humble Scottish knight hope to soften a rule promulgated by the king of France?"

"Madame, you forget that we are guests of France, and in this courteous country nothing is denied us. We meet with no refusals except from proud ladies like yourself. I shall ask my captain, he will pass my request to the general, who will speak to the king of Scotland, and the king himself, when he knows how beautiful you are, will beg the favor from Francis."

The girl clasped her hands with exuberant delight.

"I wonder if it is possible," she said, leaning toward the gay cavalier, as if he had become her dearest friend; for, indeed, it was quite evident that she thought much of him in spite of his irregular approach. She was too young to feel the rules of etiquette otherwise than as annoying bonds, and, like an imprisoned wild bird, was willing to take any course that promised liberty.

"Your name, then, madame?"

"My name is Madeleine."

"I need not ask if you are noble."

"I am, at least, as noble as Mary of Vendôme, whom your king is to marry, if he is cruel enough to."

At this point one of the women, who had stationed herself near the door, came running toward the group, and warned them that somebody was approaching. The attendants, who had hitherto remained passive, probably with some womanly curiosity regarding the strange interview, became wild with excitement, and joined their mistress in begging the stranger to depart.

"Not until I have whispered in your ear," he said, stoutly.

"I cannot permit it; I cannot permit it. Go, go at once, I implore you."

"Then I shall escort you within the hall to meet whoever comes."

"Sir, you are importunate. Well, it doesn't matter; whisper."

He bent toward her and said:—

"Madeleine, you must meet me here at this time to-morrow."

"Never, never!" she cried, resolutely.

"Very well, then; here I stay until you consent."

"You are cruel," she said, tears springing in her eyes; then, appealingly, as a knock sounded against the door, she added, "I promise. Go at once."

The young man precipitated himself over the parapet into the tree. Fortune favored him, and the last bending branch lowered him as gently to the gravel of the walk as if he were a son of the forest. He glanced upward, and saw that the luminous face, in its diaphanous environment of dark hair, was again bent over the parapet, the lips apart and still, and saying nothing, but the eloquent eyes questioning; indeed, he fancied he saw in them some slight solicitude for his safety. He doffed his hat, kissed the tips of his fingers, and wafted the salutation toward her, while a glow of satisfaction filled his breast as he actually saw a similar movement on the part of her own fair fingers, which was quickly translated into a gesture pointing to the garden door, and then a finger tip was placed to her lips,—a mute injunction for silence. He knew when to obey, as well as when to disobey, and vanished quickly through the door. He retreated in no such despairing phase of mind as he had advanced, but paid some attention to the geography of the place, that he might return unquestionably to his tryst. Arriving at the more public corridors of the palace, his first encounter was with the constable of Falaise. Talbot's dress was travel-stained, and his youthful face wore almost the haggardness of age. He looked like a man who had ridden hard and slept little, and found small comfort at the end of a toilsome journey. The king, with a cry of pleasure at the meeting, smote his two hands down on the shoulders of the other, who seemed, unconsciously, to shrink from the boisterous touch.

"Talbot," he cried, "you promised to overtake me at Tours, but you did not."

"It is not given to every man to overtake your

Digitized by Google

Majesty," replied Talbot, with visible agitation.

"Constable of Falaise, you were not honest with me that night in your castle. I spoke to you freely from the bottom of my heart; you answered me from your lips outward."

"I do not understand your Majesty," replied the young man, grimly.

"Yes, you do. You love Mary of Vendôme. Why did you not tell me so?"

"To what purpose should I have made such a confession, even if it were the fact?"

"To the purpose of truth, if for nothing else. Man, is it thus you love in France; cold Scotland can in that be your tutor. In your place, there had been a quick divorce between my sword and scabbard. Were my rival twenty times a king, I'd face him out and say, by Cupid's bark, return or fight."

"What! This in your castle to your guest?" exclaimed Talbot.

"No, perhaps not. You are in the right, constable, you are in the right. I had forgotten your situation for the moment. I should have been more polite to him within my own walls, but I should have followed him across the marshes, and slit his gullet on the king's highway."

Notwithstanding his distraction of mind, the newcomer smiled somewhat wanly at the impetuosity of the other.

"You must remember that, while your foot presses French soil, you are still the guest of all true Frenchmen; nevertheless your Majesty's words have somehow put new life into my veins. Have you seen Mary of Vendôme?"

"Yes, and there is not three months' life left to her unless she draws vitality from your presence. Man, man, why stand you here idling? Climb walls, force bolts, kidnap the girl, and marry her in spite of all the world!"

"Alas, there is not a priest in all France who would dare to marry us, knowing her to be pledged to your Majesty."

"Priests of France! I have priests in my own train who will, at a word from me, link you tighter than these stones are cemented together. Talbot, these obstacles but lend interest to the chase."

"Is it possible that you, having opportunity, care not to marry Mary of Vendôme?" cried the amazed young man, who could not comprehend that where his preference fell another might be indifferent, for she was, as he had said, the pearl of France to him, and it seemed absurd to imagine that she might not be so to all the world.

"United Europe, with Francis and Charles V. at its head, could not force me to marry where I did not love. I failed to understand this when I left Scotland, but I have grown in wisdom since then."

"Who is she?" asked the constable, with eager interest.

"Hark ye, Talbot," said the king, lowering his voice and placing an arm affectionately over the shoulder of the other. "You shall be my guide. Who is the Lady Madeleine of this court?"

"The Lady Madeleine? There are several."

"No, there is but one, the youngest, the most beautiful, the most witty, the most charming. Who is she?"

The constable wrinkled his brows in thought.

"That must be Madeleine de Montmorency. She is the youngest of her name, and is by many accounted beautiful. I never heard that she was esteemed witty until your Majesty said so. Rather reserved and proud, I considered her. Is that the lady?"

"Proud, yes. Reserved, —um, yes, that is,— perhaps not when she meets a man who knows how to appreciate her. However, I shall speedily solve the riddle, and must remember that you do not see the lady through a lover's eyes. But I will not further keep you. A change of costume may prove to your advantage, but I doubt not an untroubled night's sleep will further it."

"Your Majesty overwhelms me with kindness," murmured the young lover, warmly, grasping the hand extended to him. "Have I your permission to tell Mary of Vendôme?"

"You have my permission to tell her anything, but you will carry her no news, for I am now on my way to see her."

The king gayly marched on, his head held high, in the attitude of a man not to be denied; and, as he passed along, all bowed, for everyone in the court admired him. There was something unexpectedly French in the dash of this young Scotchman. He strode across the court and up the steps which led to the Palace Vendôme. The duchess, herself, met him with that hard smile on her thin lips which was customary to her.

I've got a FREE SCHOLARSHIP



THROUGH the generosity of the founders of the American School of Correspondence, and of several prominent manufacturers interested in the better technical education of young men, the Trustees are able to award each year a limited number of

FREE SCHOLARSHIPS

...IN...

Electrical
Mechanical
Stationary

Engineering

Locomotive
Marine
Textile

Heating, Ventilation and plumbing
(including Mechanical Drawing.)

A Few of the *Free Scholarships*

For 1902 Are Still Available

and applications from readers of SUCCESS will be considered in the order received.

Thousands of young men fail to appreciate the importance of improving their spare time. An hour a day devoted to honest study will, in a remarkably short time, give a thorough and technical knowledge of some special subject. Such knowledge will increase a young man's chances of advancement and earning capacity many fold.

Further information, and large illustrated Handbook describing Courses, Methods and Regular Terms will be sent to any reader mentioning SUCCESS.

AMERICAN SCHOOL OF CORRESPONDENCE,

(Chartered by the Commonwealth of Massachusetts)

BOSTON, MASS., U. S. A.

ILLUSTRATING **LAW** **PHARMACY**



These Paying Professions may readily be mastered by the HEEB System of Teaching and Reciting Privately by Mail

while continuing your regular occupation, without the loss of a dollar from your income. We also give preparatory Medical Course.

Send us a letter today asking for catalogue of course desired, stating which profession you wish to enter. Highest professional endorsements.

Oldest, largest, and most widely known institution in the world teaching the professions by mail.

By the Heeb System you receive individual instruction and personal help from Professionals, and your **spare time is turned into a successful career.** Expenses very low. Easy terms. We have assisted thousands in all parts of the world. Let us start you. Write postal today for catalogue of course desired, asking for any information concerning points about which you are in doubt.

National Correspondence Schools, 44 Penna St., INDIANAPOLIS, U. S. A.

Digitized by Google

Simmons Watch Chains are as richly designed and as finely made as the very best solid-gold chains. They are far cheaper in price, however, because the links have a core of alloy—which no one sees—instead of being all gold.

SIMMONS WATCH CHAINS

are known by the registered trade-mark, R. F. S & Co. stamped on the inside of swivel—as shown in cut. Sold by all jewelers.



Free on request. The new Simmons Chain Booklet. It explains just what gold-filled chains are and shows some of the many handsome designs

R. F. SIMMONS CO., ATTLEBORO, MASS.
Makers of Watch Chains, Fobs, Seals, Lockets, Etc.

Memory Training.

New Practical System for Developing and Perfecting the Memory Discovered by an Indiana Student-Business Man. Is Rapidly Becoming the Wonder of Twentieth Century Progress.

Needed by All, Possessed by So Few, a Good Reliable Memory Is the Key to Success. Anywhere, Everywhere the Person Having the Best Memory Rises to the Top.

PARTICULARS FREE TO ALL WHO WRITE.



D. F. Urbahns.

For years the world has been waiting for someone to discover a system of memory training which might be of actual benefit. Not a theoretical method requiring months or years of hard study, but a simple practical system which accomplishes the most in the least time. It has remained for Mr. D. F. Urbahns, a student business man of Fort Wayne, Ind., to bring out such a system. It is so easy that even a child cannot fail to understand. It is so plain and attractive that one can hardly help becoming interested in it, and above all it is so intensely practical that it helps one over the rough rocks of life to success, where without its aid absolute failure would be the result. Let the reader recall his or her own experience; has there ever been a time in your life when you lost money by forgetting a set of figures or a business appointment? Did you ever lose a friend by forgetting a name or face which you most wished to remember? Did your friends ever do you an injury by forgetting you when you should have been remembered? Did you ever forget anything, which, remembered, would have been valuable to you in any way? These are questions worthy of careful thought, and when one stops to consider that a system is now being used which will overcome all these serious obstacles to success what need is there to hesitate. Any bank, business house or minister of the Gospel in Fort Wayne will be glad to tell what they know of Mr. Urbahns. His integrity and honesty of purpose is unquestioned. He is prepared to furnish plenty of evidence as to the value of his method among those who have used it, and it does seem that anyone who feels the need of a better memory can not do a wiser thing than to investigate this new system thoroughly, coming as it does from a source entirely trustworthy. Simply send your name and address to Mr. D. F. Urbahns, 94 Bass Block, Fort Wayne, Indiana, and the full information and particulars will be forwarded to you free by return mail.

Readers are requested to write without delay.

"Madame," he said, briskly, "I would see your daughter alone."

The grim duchess hesitated.

"Mary is very shy," she said, at length.

But the king interrupted her.

"I have a cure for that. Shyness flees in my presence. I would see your daugher alone, madame; send her to me."

There being no remedy when a king commands, the lady made the best of a dubious proceeding.

James was pacing up and down the splendid drawing room when, from the further door, the drooping girl appeared, still with downcast eyes, nunlike in her meek obedience. She came forward, perhaps, a third the length of the room, faltered, and stood.

"Mary," said the king, "they told me that you are beautiful, but I have come to announce to you that such is not my opinion. You are ambitious, it would seem, so I tell you, frankly, you will never be queen of Scotland."

For the first time in his presence, the girl uncovered her eyes and looked up at him.

"Yes," said the king, "your eyes are fine. I am constrained to concede thus much; and, if I do not wed you, myself, it is but right that I should nominate a candidate for your hand. There is a friend of mine, for whom I shall use my influence with Francis and your father, that they may persuade you to accept. He is young Talbot, Constable of Falaise, a demented stripling who calls you the pearl of France. Ah, now the color comes to your cheeks. I would not have believed it. All this demureness, then—." But the girl had sunk at his feet, grasped his hand, and pressed it to her lips.

"Tut, tut," he cried, hastily, "that is the reversal of the order of nature. Rise, and, when I send young Talbot to you, see that you welcome him; and now, good day to you."

When he passed through the outer room, he found the duchess waiting for him; she began murmuring apologies for her daughter's diffidence.

"We have arranged all about the wedding, madame," said the king, reassuringly, as he left the palace.

The next day, at the same hour as when the king had met Madeleine for the first time, he threaded his way eagerly through the mazes of the old castle, until he came to the door that led into the elysian garden. The weather still befriended him, being of an almost summer mildness.

For several minutes he paced impatiently to and down the gravel walk, but no laughing face greeted him from the battlements above. At length, becoming impatient, he said, "I'll solve the mystery of the balcony."

Seizing the lower branch of the tree, he was about to climb, as he had done before, when a tantalizing, silvery laugh brought his arms down to his sides again. It seemed to come from an arbor at the further end of the grounds; but, when he reached there, the place proved empty. He pretended to search among the bushes, but nevertheless kept an eye on the arbor, when his sharp ear caught a rustling of silk from behind the summer house. He made a dash toward it, then reversed his direction, speeding like the wind, and the next instant this illusive specimen of Gallic womanhood ran plump into his arms, not seeing where she was going, her head averted to watch the danger that threatened from another quarter. Before she could give utterance to more than one exclamatory "Oh!" he had kissed her thrice full on the lips. She struggled in his arms, like a frightened bird, nobly indignant, with shame-crimsoned cheeks, and smiting him with her powerless little snowflake of a hand. Her royal lover laughed.

"No, my Madeleine, this is the second stage of the game. The hand was paradise on earth; the lips are the seventh heaven itself."

"Release me, you Scottish clown!" cried Madeleine, her black eyes snapping fire. "I will have you whipped from the court for your insolence!"

"My dear, you could not be so cruel. Remember that poor Cupid's back is naked, and he would quiver under every stroke."

"I'd never have condescended to meet you, had I dreamed of your acting so. 'Tis intolerable, the forwardness of you beggarly Scots!"

"Nay, never beggarly, my dear, except when a woman is concerned, and then we beg for favors."

"You little suspect who I am, or you would not venture to misuse me thus, and be so free with your 'my dears.'"

"Indeed, lass, in that you are mistaken. I not only found you in the garden, but I found your name as well. You are Madeleine de Montmorency."

Digitized by Google

She ceased to struggle, and actually laughed a little.

"How clever you are to have discovered so much in so short a time. Now, let me go, and I will thank you; nay, more, I promise that, if you ask the Duke of Montmorency for his permission, and he should give it, I will see you as often as you please."

"Now, Madeleine, I hold you to that, and I will seek an introduction to the duke at once."

She stepped back from him, panting, and sank into a deep courtesy that seemed to be characterized more by ridicule than politeness.

"Oh, thank you, sir," she said. "I should dearly love to be an eavesdropper at your conference."

Before he could reply, the door opened by which he had entered the park.

"The king!" muttered James, in no manner pleased by the unwelcome interruption.

All color left the girl's face, and she hastily endeavored to arrange, in some measure, the disordered masses of her hair, which had become somewhat tangled in the struggle. As Francis advanced up the walk, the genial smile froze on his lips, and an expression of deep displeasure overshadowed his countenance, a look of stern resentment coming into his eyes that would have made any man in his realm quail before him. The girl was the first to break the embarrassing silence, saying, breathlessly:—

"Your Majesty must not blame this Scottish knight. It is all my fault, for I lured him hither."

"Peace, child," exclaimed Francis, in a voice of cold anger. "You know not what you say. What do you here alone with the king of Scotland?"

"The king of Scotland!" echoed Madeleine, in surprise, her eyes opening wide with renewed interest as she gazed upon him. Then she laughed. "They told me that the King of Scotland is a handsome man!"

James smiled at this imputation on his appearance, and even the rigor of the king of France relaxed a trifle, and a gleam of affection for the wayward girl, that was not to be concealed, rose in his eyes.

"Sire," said James, slowly, "we are neither of us to blame. 'Twas the accident that brought us together that must bear the brunt of the consequence. I cannot marry Mary of Vendôme, and, indeed, I was about to beg your Majesty to issue your command that she should wed your constable of Falaise. If there is to be a union with France and Scotland other than now exists, this lady, and this lady alone, must say yes or no to it. Desiring her consent, I ask her hand.

"She is but a child," objected Francis, with a sigh, which had, however, something of relief in it.

"I am fully seventeen," expostulated Madeleine, so promptly that both men laughed.

"Sire, youth is a fault which, alas, travels continually with time, its antidote," said James. "If I have your good wishes in this project, on which, I confess, my heart is set, I shall at once approach the Duke of Montmorency, and ask his consent."

The face of Francis had cleared as if a ray of sunshine had fallen upon it.

"The Duke of Montmorency!" he exclaimed, "what control has he of my daughter?"

James murmured something that may have been a prayer, but sounded otherwise, as he turned to the girl, whose delight at thus mystifying the great of earth was only too evident.

"I told him he little suspected who I am," said Madeleine, with an arch smile, "but these confident Scots think they know everything. Indeed, it is all your own fault, father, in keeping me practically a prisoner, when the whole castle is throbbing with joy and festivity." Then the irrepressible princess buried her flushed face in her hands, and laughed and laughed, as if this were the most irresistible comedy in the world, instead of a grave affair of state, and at last the two monarchs were forced to laugh in sympathy.

"I could not wish her a braver husband," said Francis, at last. "I see she has bewitched you, as is her habit with all of us."

And thus it came about that James V., of Scotland, married the fair Madeleine of France.

"'Blues' are the soggy calms that come
To make our spirits mope,
And steal the breeze of promise from
The shining sails of hope."

Not victories, but defeats, make us. Difficulties call out great qualities.

WANTED—LOCAL MANAGERS

$2,000 to $5,000 a Year for the Right Men

WE are about to offer to the general public a block of stock in one of the largest mining and smelting companies in North America; and when the facts become known the demand for shares will be immediate and strong.

Before advertising this stock for public subscription we wish to appoint a man or a firm in all the principal cities and towns to represent us.

It should be understood that we are not seeking canvassers.

The work of the local managers will be confined—unless they wish to do some canvassing on their own account—to handling inquiries in their locality.

That is to say, all inquiries in answer to our newspaper and magazine advertising will be referred to our local managers in the towns and cities from which the letters are written.

The duties of our local managers will be to call or send a representative to call upon the writer of these letters of inquiry, and to lay before them the facts and information for which they have asked.

It will be seen at once that this is not only a legitimate but a dignified position, and we can assure interested parties that **we will make it an extremely profitable one as well.**

We can guarantee to our local managers a handsome income and certain opportunities and interests which will double in value within a few months.

It should be borne in mind that this is not a small catch-penny scheme, but one of the greatest and most comprehensive mining enterprises in America to-day.

It should further be understood that we are not seeking cheap men. We want the best men to be had. Men who are capable of earning $2,000 to $5,000 a year. We want men of good reputation, gentlemanly address, wide acquaintance and most undisputed reliability.

To those who give us satisfactory references we can offer a permanent position. We can offer a good income to men who can give even a small portion of their time to our business.

Prompt application should be made, as we are anxious to make all appointments as early as possible. Write at once for full information concerning our proposition.

The Albert E. Hall Company
220F Broadway New York City



Boys Names Wanted

THE STAR MONTHLY wants names and addresses of bright boys between 12 and 20 years of age. We want to get them interested in our 32-page illustrated magazine of boys' stories, which has a circulation of 100,000 copies monthly, although only eight years old. It contains fine stories and handsome illustrations as well as departments for the Amateur Photographer, the Collector of Stamps, Coins and Curios, a Puzzle Department, an Educational Contest, and each month awards a number of valuable prizes to subscribers. The subscription price is fifty cents, but if you will send us five boys' names and addresses plainly written, and **FIVE** 2 cent stamps, or **10 CENTS** in silver, we will enter you as a subscriber fully paid for six months in advance. Address,

The Star Monthly, OAK PARK, ILLINOIS.





LEARN Bookkeeping FREE

A RARE OPPORTUNITY.

Would You Become a Successful Business Man? Would you obtain a good paying position or secure an increase in salary? Would you possess the capacity that directs and controls large business enterprises? A knowledge of accounts increases your opportunities a hundred fold. Our method excels all others. You can learn quickly at your own home without the loss of time or money. We guarantee it. No trouble to learn bookkeeping when a bookkeeper explains it. The author of our works is an expert accountant; he has kept and audited books for the largest corporations in the world.

"How to Become a Successful Business Man," is the title of an extensive treatise on book-keeping and business. It tells you of the best system of keeping accounts in the world. It explains how you can make more money and better your position in life. It is just the book for beginners. It is invaluable to book-keepers and accountants. For the purpose of advertising our other works we propose to give away 5,000 copies of this book absolutely free. This offer is positively genuine and without any condition whatever. Simply send us your name and address and receive the book without cost. A postal card will bring it. Address, **Commercial Correspondence School, Drawer 3, Rochester, N. Y.**

Digitized by Google

THE FINEST COCOA IN THE WORLD



BAKER'S
BREAKFAST COCOA

has the largest sale in the United States, because it yields the most and best for the money

NOTE THE TRADE-MARK ON EVERY CAN

WALTER BAKER & CO. LTD.

ESTABLISHED 1780 DORCHESTER, MASS.

BAKER'S

Bedside and Reading Table.



ADJUSTABLE for use over Bed, Lounge, Chair, etc. Finely polished quartered oak Top, can be raised, lowered or tilted either way. Book Holders on each side. Frame is steel tubing. Adopted by U. S. Government Institutions.



A GREAT COMFORT for the SICK.

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.*

J. R. BAKER & SONS CO., 93 Wayne St., Kendallville, Ind.

What the World Wants

HINTS ON SELF-HELP.



PROGRESS, HAPPINESS AND SUCCESS.

Teaches Self-Control, Mental Culture, Right Living, Power of Kindness, Personal Influence, Etc.

Everything that tends to make life higher, happier, healthier and more successful. Full of grand and inspiring thoughts which enkindle the kind of enthusiasm that wins. It multiplies one's ability by awakening sleeping powers, stimulating latent energies and bringing forth resources before undreamed of. No one can possibly read this book without becoming wiser, better and more successful. Over 100 pages nicely bound, 25 cents or 12 cents in stamps and addresses of five persons likely to be interested in our books. Circulars free. Address,

SELF-CULTURE SOCIETY, Dept. S-22, Armour Sta., Chicago, Ill.

SEWS ANYTHING

$14.75

from silk to coarsest fabrics. The celebrated

BALL-BEARING

ARLINGTON

(equal of any $40 to $65 Machine.)



Combines highest grade mechanical efficiency with beautiful appearance. Finest and most complete attachments. BALL BEARING, hence easy running, noiseless. Guaranteed for 20 years. 250,000 sold. Testimonials from every state.

Shipped on 3 Months' Trial

Write for Free Catalog showing all styles and samples of work. Arlington guaranteed machines from $11.95 up.

OUR AUTOMATIC CABINET AT $17.75 IS A WONDER.

CASH BUYERS' UNION, Dept. A-380, Chicago, Ill.

REFERENCE, FIRST NATIONAL BANK, CHICAGO.

UNIVERSAL PACKAGE TIE



DISPLACES the RUBBER BAND.

Neatest, quickest and most secure way of tying up Valuable Documents, Notes, Deeds, Insurance Papers, etc., when putting away for safety or convenience. Considering their utility and durability, they are cheaper than perishable rubber bands or tape. Three lengths and colors. Stationers keep them, or write us. Sample dozen 36-in., postpaid, 50c.

Universal Package Tie Device Company,

Dept. "A" MACON, GA., U. S. A.

B. KUPPENHEIMER & CO.

AMERICA'S LEADING CLOTHES MAKERS

CHICAGO

Send for Booklet of New

SPRING FASHIONS

A Touch *of* Human Brotherhood

[*Concluded from page 141*]

remembrance, while yours is self-forgetfulness."

"Don't you believe it," he replied. "I get as much fun out of my life as you get out of yours."

"You certainly get it in a different way."

"I get it all the same," he replied, "and I don't have to worry over who is going to hire or discharge me. I have a job, and no one ever tries to take it away from me. They won't try to stop me from giving. It's just the other way."

"But you don't get anything out of it financially, do you?"

I was sorry afterwards that I had asked the question.

Some months later, I sought to study the captain, and, as often as circumstances admitted, to throw a high light upon him, as his actions were shown to be consistent. He had a hall bedroom in one of the poorest sections of Thirty-first Street, where, among negroes, poor whites, and the flotsam and jetsam of the great city, he made his home.

"Just a place to lay my head is all I need," he said to me in explanation; and, when I asked him if he really longed for something better, he replied:—

"Men are queer. They won't believe I'm contented. I am, though. I tell you I have all I need."

"Don't you ever long for fine clothes, a splendid hotel or home, and some of the carriages you see rolling by here?"

We were sitting on the stoop of his lowly tenement, and the rumble of Broadway, throbbing with a spendthrift life, was even then in our ears.

"I'd lie if I said I didn't," he said, almost mournfully. "Those thoughts do come to me at times. I put them down. I face right about, and then I'm just as happy as any man can ever expect to be."

"Yes, I know," I replied.

"After all," he replied, experiencing the change of mood which he had just been discussing, "it's not inside, but outside, that life is beautiful. The hotels and theaters, the carriages and fine homes,—they're all in the eye. If you think of their delights, you have them. It's only for a season,—just for a little while. The lights, the happiness, the gambling, the wine, the high living of whatsoever form you want to think of,—it's only for a season. Besides," he said, more earnestly, "I see them coming down to me,—those that have been up there,—millionaires, college boys, high rollers,—I put them to bed. That's why I'm here. I believe that I should be just where I am,—waiting for them when they get through."

ENCOURAGE SELF-RELIANCE

TRAVELERS tell us that wild plums and berries attain an average of sweetness and flavor in Alaska which is entirely unknown in our climate. A mountain oak, which stands alone and has withstood the storms and tempests of centuries, has become stout and mighty because it has had to wrestle with the wind and soil for its life, while the sapling in the forest, which has always leaned upon its neighbors and has never been compelled to buffet with the elements, is a weakling. Its roots have never been forced to struggle deep down in the earth and clutch the rocks.

A youth, born and bred in the midst of luxury, who has always leaned upon his parents, and has never been obliged to fight his way up to his own loaf, who has been coddled from his infancy, is like a sapling. A youth who, perhaps, has been an orphan since babyhood, and has had to struggle for an education and a place in the world, has developed a fiber as strong as that of a mighty oak. His roots have struck deep; they have drawn nourishment and strength from the soil of adversity, and they sustain him in reverses of fortune amidst the tempests of panic, and in great emergencies, when weaklings bend and fall to earth. The giant is made strong in wrestling with obstacles. Power is the resultant of the forces overcome. The savage believes that he receives the strength which he overmasters in his enemy, and this very belief adds to his physical powers. In a more real and salutary sense, we gain the strength we overcome; poverty and difficulty and hardships, when conquered, lend the force they formerly exercised in opposition to their conquerer.

In every epoch, the great event, parent of all others, is it **not the arrival of a Thinker** in the world?—CARLYLE.

LIEBIG COMPANY'S EXTRACT OF BEEF

"MUCH SUSTENANCE IN LITTLE BULK"



REFUSE COUNTERFEITS

LOOK FOR THIS SIGNATURE IN BLUE



LET US SEND OUR LEADER BICYCLE

High Grade, 1902 model, for your examination. **It is the wonder value of the new year,** the perfection point in bicycle construction. Up-to-date in design, size and trimmings. Weighs twenty-two pounds, and guaranteed to carry

A Rider Weighing 600 Pounds.

Send for this wheel, examine it critically; costs you nothing to examine it. If you like it, pay Express Agent $9.95 and expressage. If you don't like it, return it. Write today for 1902, large free Catalogue of BICYCLES and SUNDRIES.

$9.95

Sutcliffe & Co., Louisville, Ky.

The New Sun Typewriter

A Revelation



A Type-Bar Machine
Highest Speed
Lightest Touch
Visible Writing
Universal Keyboard
Beautiful Work

Price, No. 1—$25.00; No. 2—$40.00

The Sun Typewriter Co.

239 Broadway - New York

SMITH'S ADJUSTABLE INDEX TAGS

"SAVE 20 PER CT. OF A BOOK-KEEPER'S TIME."



Instantly applied or moved to meet changing conditions. 400 kinds of printed tags, including Alphabets, Months, etc., kept in stock. Tags to WRITE on. Used by U.S.P.O. & War Depts.

Catalogue and Price List Free.

Sample Tag 5 Cents.

Dept. E, CHAS. C. SMITH, EXETER, NEBRASKA.

HAPPYFOOT HAIR INSOLES



keep the feet warm and dry. Make walking a pleasure. Relieve tender, callous, perspiring feet or rheumatism. Do not crowd the shoe.

10c. pr.; 3 prs. 25c. Better grade, crocheted, 15c. pr.; 2 prs. 25c. If not at your druggist's or shoe dealer's send to us with size. Satisfaction guaranteed.

The Wm. H. Wiley & Son Co., Box 54, Hartford, Ct.



BATH CABINETS

We make 8 styles of cabinets, under our patents, for taking Turkish Baths at home. We sell on approval, and warrant them to be the best cabinets made. More of the best families use the **RACINE** than all others together. Write for catalogue.

RACINE BATH CABINET COMPANY,

Box 8, - Racine, Wisconsin.



"CLINGFAST" NIPPLE

Warranted Pure Gum.

Right Size, Right Shape.

Small hole, easily made larger.

Simple, easily turned to cleanse.

No Ribs to catch secretion.

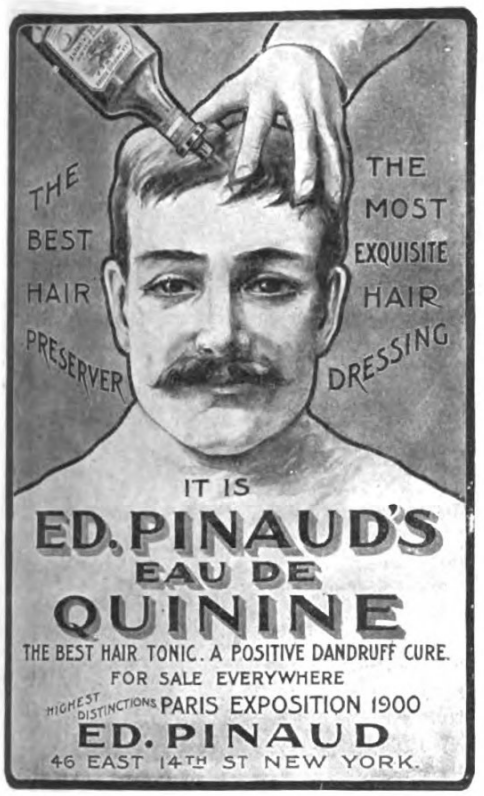
Baby cannot pull it off.

Outlasts 3 ordinary nipples.

Same price as cheaply-made, adulterated nipples—5 cents each, or 50 cents dozen. At druggists', or from us, postpaid.

THE GOTHAM CO., 82 Warren St., New York.

Digitized by Google



YOU WORK

Year after year for

ONE HUNDRED DOLLARS PER MONTH, OR LESS,

When an investment of a very few dollars **will double the result.** $250, payable $5 per month, will insure you all the profits for life that can be grown from six acres of land, planted to the very choicest tropical fruits; $500, or $10 per month, will

MORE THAN DOUBLE YOUR SALARY.

"Proof of the pudding is in the eating of it."

Our plan is purely mutual. Our Company is incorporated with five assets of over a **Quarter of a Million Dollars.** We have the best proposition offered the investment world to-day and invite legitimate investigation. **No Scheme,** but an honorable business enterprise which will do all we claim. One great commercial agency says of us: "The Company is engaged in a safe and legitimate venture, well located and entitled to confidence." **Call on or write us for particulars.**

TEHUANTEPEC MUTUAL PLANTERS' COMPANY,
700 Journal Building, Chicago.



No. 20

STAFFORD'S $19.30 Desk

Fine Quartered Oak front, is finished golden, polished top and bed, two legal blank drawers, letter file, six all wood file boxes, hang over front, center drawer, **document file, card index drawer** and other features as illustrated. It is 48 in. long, 30 in. wide, 47 in. high. **Sent anywhere on approval** and only $18.75 if remittance is sent with order, not otherwise. We have others at factory prices. Ask for catalogue No. 99, or House Furniture catalogue No. 100.

E. H. STAFFORD & BRO., 18-20 Van Buren St., CHICAGO.

MOVING PICTURE MACHINES

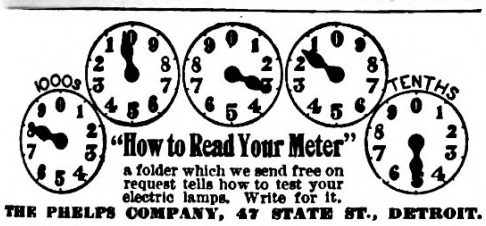
STEREOPTICONS You Can Make BIG MONEY Entertaining the Public.



Nothing affords better opportunities for men with small capital. We start you, furnishing complete outfits and explicit instructions at a surprisingly low cost.

THE FIELD IS LARGE comprising the regular theatre and lecture circuit, also local fields in Churches, Public Schools Lodges and General Public Gatherings. **Our Entertainment Supply Catalogue** and special offer fully explains everything, **Sent Free.**

CHICAGO PROJECTING CO., 225 Dearborn St., Dept. 232, Chicago



"How to Read Your Meter"

a folder which we send free on request tells how to test your electric lamps. Write for it.

THE PHELPS COMPANY, 47 STATE ST., DETROIT.

Be Your Own Boss!

MANY MAKE $2,000.00 A YEAR.

You have the same chance. Start a Mail Order Business at home. We tell you how. Money coming in daily. Enormous profits. Everything furnished. Write at once for our "Starter" and Free particulars. **E. S. Krueger Co.,** 155 Washington St., Chicago.

COMBINATION DIPPER

Nine Useful Articles in One. Fast Seller. Fifty other rapid sellers. *Samples free* to agents.

C. S. HORNER CO., 1477 Penn Avenue, PITTSBURG, PA.

Character-Building Through Right Thinking

You are owned by the thought you cultivate.

OUR thoughts and our conduct are our own.—FROUDE.

▲ ▲

A MAN can do easily, under the stress of an overpowering conviction, what before would have seemed like a miracle to him.

▲ ▲

THOUGHTS may be classified as friends and enemies. Charitable, inspiring, uplifting thoughts are our friends, and discordant, malicious, life-destroying thoughts are our enemies.

▲ ▲

GOOD impulses are God-given. All that aspires and looks up bears the stamp of the Omnipotent. The good in us, so far as it goes, is Omnipotence; for good, wherever manifested, is God and life. All else is death.

▲ ▲

BROODING over the evil that you have done will never correct that evil. Rather will it make possible a repetition of the thing dwelt on. Set your mind the other way. Think honest, pure, kind, courageous thoughts all the time, and your mind will have no time for their opposites.

▲ ▲

FARMERS often sort over their apples in winter, in order to pick out all the "specked ones," as a single decayed spot in an apple will, in time, destroy an entire barrelful. A single bad trait in a boy may develop until it not only ruins him, but also spreads through a neighborhood. Just so, a diseased thought carries its blighting infection through one's whole character, and undermines life. The whiter the life, and the cleaner the character, the more conspicuous a single stain appears.

▲ ▲

YOU cannot become a physician, a lawyer, or an engineer until you deliberately make up your mind that you can. How can you expect to become a free, harmonious, healthy man, unless you overcome the conviction that you are so handicapped by hereditary influence that you cannot do much if you try? You must start out with the same conviction of your ability to free yourself and to put yourself in a position to succeed in life as you do when you start out in a vocation,—with a determination to surmount all obstacles and to prepare yourself thoroughly for your life-work, no matter what stands in the way.

▲ ▲

IT is astonishing what power there is in the intense, absorbing realization of what is true, good, and real. The holding of this intense thought of reality, of goodness, of our divinity, strengthens our character and reveals to us consciousness of the possession of omnipotent power. Character can only grow by what it feeds upon: if we take only divine thoughts into our minds, the character will be divine; but every foolish, wicked thought mars the web of character, and the wicked threads stretch themselves across the web, as a perpetual testimony of our folly. Remember that your success is a child of your thought. If your thought is mean and contemptible, your success must be of the same kind.

▲ ▲

RIGHT thinking is the foundation of right living. To live the highest life of which we, as human beings, are capable, we must firmly believe and live up to our belief that we can, should, and must resolutely master our thoughts as well as our actions; and that we must control the mental pictures in which we indulge as much as the words which issue from our lips. As a man "thinketh in his heart, so is he." Thoughts generate feeling. When discouraged and depressed, lift up your chest, take an attitude of courage, and speak these words several times, slowly and earnestly,—"faith,—hope,—courage." When sensitive over ill-treatment, take the correct physical attitude and say, several times, slowly and earnestly,—"love,—patience,—forgiveness," and see if you don't feel better.—H. F. WESTFORD.

▲ ▲

ONE of Spurgeon's students said to him, "I am afraid I have mistaken my calling, and that the ministry really isn't my proper work." "Why," said Spurgeon, "what is the reason you have come to that conclusion?" "Well, I have been working in such a place for such and such a time, and I don't seem to have accomplished much." "Why, man alive! You didn't expect that every time you preached a sermon somebody would be converted, did you?" "No, of course I didn't expect that." "Well, you don't get it, then." Many people never get far in bettering their characters because they say, "Of course, I should like to be less selfish, more energetic, more prompt, but it is so hard to change one's habit, and I really think I have become set in my ways. I'll try, though." They might just as well not try. Their belief kills all success in character-forming.

▲ ▲

A PERSISTENT affirmation that you do possess the qualities which are necessary for your higher success, that you will develop them to their utmost strength, aids wonderfully in acquiring the desired possession. If you lack courage, if you are a coward in some part of your nature, gradually brace up your weak point by daily exercise. Like an actor, assume the part you would play with all the strength of your being, until you actually live his life and are surrounded by his atmosphere. Experienced actors tell us that they feel the characters which they impersonate; that, if they are playing noble, heroic characters, they actually feel the noble impulses, the strong tonic of heroism assumed. On the other hand, when they are playing mean, contemptible parts, they feel mean and debased. There is everything in assuming, firmly and persistently, the part you wish to play in life. Resolve and believe that you are manly, or womanly, noble, vigorous, and strong. Never for an instant allow yourself to think that you are weak and mean and contemptible. After awhile, you will retain permanently the character which you assume.

5,000,000 "Hohner" Harmonicas

SOLD EVERY YEAR.

Hohner's Greatest Novelty:



CARTRIDGE HARP

consisting of cartridge shell and a detachable **"Hohner" Harmonica** produces all effects from the softest tremolo to the most melodious tone. Price, 50c., by all leading dealers.

The **"Hohner" Harmonica** (or mouth-organ) is the most popular instrument made, because any one can play almost any tune on it with very little practice, and no end of enjoyment may be derived from its music. Professionals in all parts of the world prefer **"Hohner" Harmonicas** to any other make, for their quality of tone and durable construction.

If your dealer does not keep the **"Hohner" Harmonica,** don't purchase another make, but send his name and address, and write for a circular.

M. HOHNER, 354 BROADWAY, NEW YORK

vose

PIANOS

HAVE BEEN ESTABLISHED 50 YEARS

and are receiving more favorable comments to-day from an artistic standpoint than all other makes combined.

WE

Challenge Comparisons.

By our easy payment plan, every family in moderate circumstances can own a **vose** piano. We allow a liberal price for old instruments in exchange, and deliver the piano in your house free of expense. You can deal with us at a distant point the same as in Boston. Send for catalogue and full information.

VOSE & SONS PIANO CO.,
163 Boylston Street, - - - Boston

Lablache Face Powder

"An Exquisite Toilet Necessity"



Every woman may possess the charm of a lovely complexion by the use of *Lablache Face Powder.* It soothes, freshens, clears, beautifies—preserves a fine complexion, restores a faded one. Delightful to use. *Take no other.*

Flesh, White, Pink, Cream Tints. 50 cents per box. Druggists or by mail.

Ben. Levy & Co.,
French Perfumers,
125 Kingston Street, Boston Mass.

THE GEM NAIL CLIPPER



25 cents

WHY MUTILATE YOUR FINGER NAILS?

"THE GEM" trims them any desired length. Perfect for removing hang-nails. Neatly finished in nickel. All goods warranted. Sent postpaid on receipt of price, if not obtainable from your dealer.

THE PRACTICAL POPULAR POCKET MANICURE CUTS! CLEANS! FILES!

The H. G. Gook Co., 81 Main Street, Ansonia, Conn.

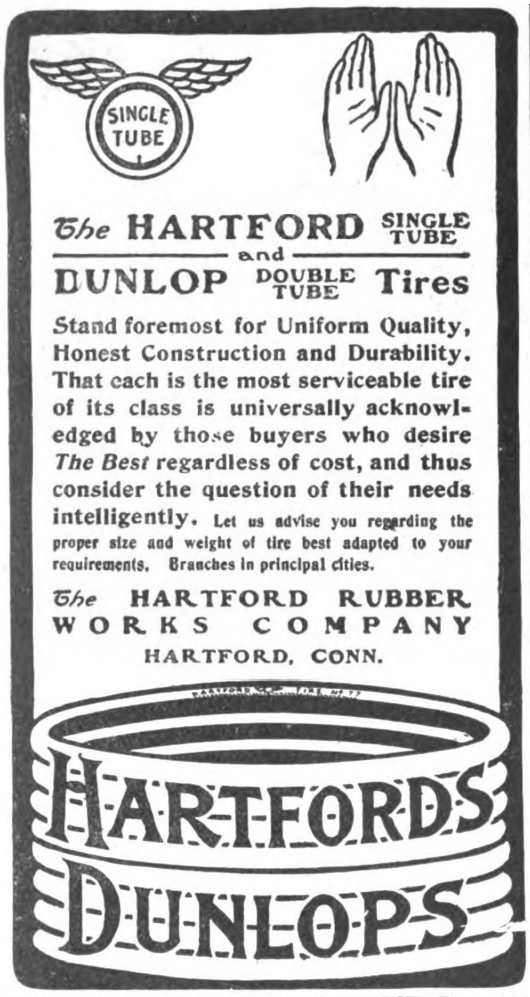


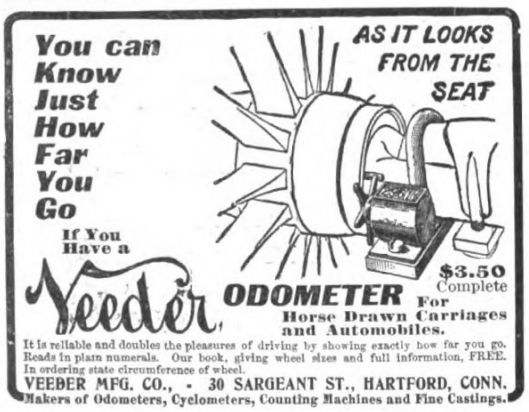
FOUND A NEW MONEY MAKER

for Agents. A Household Necessity. 70,000 sold in Minneapolis. Costs 7 cents; sells for 25 cents. Agents making $7.00 per day. **Millions will be sold.** You show what it will do and it sells itself. People borrow money to buy it. **Beats everything as a money maker.** Send 10 cents **to-day** for sample outfit.

DOMESTIC MANUFACTURING CO.,
506 North Washington Ave., Minneapolis, Minn.

Digitized by Google





AN INCOME FOR LIFE

may be secured by the saving of a small amount each month invested in our stock.

Sir Thomas Lipton

Says:—"For sure, large and permanent returns nothing equals a well managed Tropical Plantation" We own one of the

RICHEST TROPICAL PLANTATIONS

in Mexico, now paying good dividends. We have a few shares left for sale for cash or on installments. Write for prospectus.

LAGUNA CHICA PLANTATION CO.,
841 Fullerton Building, ST. LOUIS, MO.



The AMERICAN $10 TYPE-WRITER



Was the making of Jones' business. Here he is in his private office. Typewritten letters are the first requisite of an up-to-date business, and Jones got them at a price he could afford. 37,000 AMERICANS sold in nine years. Catalogue containing special trial offer and sample of work sent free if you mention SUCCESS. Be sure you do this before paying a higher price.

The American Typewriter Co., C. 265 Broadway, New York City

NEW IDEAS IN MEN'S DRESS FOR SPRING AND SUMMER



C. M. CONNOLLY *Editor of "The Haberdasher"*

IN all shirts it would be well to select the more simple designs and the neater colorings. The flashy broad-striped affairs are generally offered in the cheapest shirtings, and are not at all likely to keep their color or to wear well.

▲ ▲

THE fashionable shoe next summer will be a heavy calf-skin Oxford with medium-rounded toe, deep tip, ornamented vamp, and very wide silk laces. Heavy shoes are now worn all summer, as practice has proved that they are, after all, the coolest.

▲ ▲

IN headwear there will be but two distinctive types to select from,—the Panama, and the "boater." The Panama hats come in the alpine form and in a great many qualities. The "boater" modes will be made of split straw, and will have rather a low brim and a medium-width crown.

▲ ▲

BATHING suits will be in two pieces, consisting of shirt and drawers. The shirts will be made with quarter-length sleeves or without sleeves. The suits will come in dark colors with contrasting tone stripes on the sleeves, waist, and at the knees of the drawers, or they will have broad-striped shirts with solid-colored drawers.

▲ ▲

THE best belt is known as the saddler-stitched trace belt. It is made of one solid piece of heavy black leather, is about one inch wide, and has a trace buckle plated in satin-finished gold. This is a dull, soft gold that does not shine. There are many other styles of belts, but the one described will undoubtedly be the favorite.

▲ ▲

IN all matters pertaining to summer dress, comfort is essential. Clothing should be of easy fit, and should be kept well pressed. Light fabrics crease and wrinkle easily, and it is therefore necessary to fold up the trousers, and to hang up the coat carefully, so that the clean-cut lines they possessed when new may be preserved as long as possible.

▲ ▲

FANCY half hose will be worn with the low cut shoes which have practically displaced all other styles for summer wear. The hosiery is in fine lisles or in silk. They should not be in conspicuous colors or patterns. Solid colored hose with neatly embroidered insteps or side-clocking will be favored by the best dressers. Striped hose will also be worn.

▲ ▲

FOR business and everyday wear the single and the double-breasted jackets will be most popular. These jackets will be made with waistcoats to match. The two-piece suit, consisting of a jacket and trousers only, will appear later in the season, and may be worn with washable waistcoats. The "Norfolk" jacket will be very popular for golf, lounging about the country, and for general negligee wear.

▲ ▲

FLANNEL will be used for outing suits. The coats will be in "Norfolk" style, and the trousers turned up widely at the bottom. With a suit of this kind a flannel shirt way be worn. Very low collars and narrow four-in-hands, or neckerchiefs, or hunting stocks will accompany the outing suits. Knickerbockers will only be worn during the early spring and late fall, except by men who ride wheels.

▲ ▲

AMONG the possible introductions for next summer are the sash, the stock for street wear, and the colored hatband. The sash should only be worn with flannel trousers. It should be a simple handkerchief of twilled silk about twenty-eight inches square. Stocks should never be worn in town. They are only proper for driving, riding, outing, and golf. If a man is a 'varsity man, he may properly wear his "colors" in a hatband; otherwise he should adhere to plain tones.

▲ ▲

FOR yachting, the unfinished blue worsted or serge coat, cut double-breasted, will be worn with white duck trousers. The trousers should be turned up at the bottom. The shirt should be a white or a neatly striped negligee affair. The collar may be of the turn-over variety, and the cravat of a dark blue or black design in either ormuchunda or twill. The shoes to be worn with this toilet should be of white canvas or chamois and have rubber soles. The cap should be of the regulation club shape.

▲ ▲

THERE will be no noticeable changes in either the cut or the material in frock or cutaway coats. They are made of rough-faced vicunas. The frock coat closes with three buttons and the lapels are faced to the buttonholes with silk. The coat may be worn with a double-breasted waistcoat of white duck or *piqué*, or one of the new tan-colored washable waist-coatings. The trousers should be of a fine striped worsted, and should be cut rather loose about the hips and close about the instep. These trousers and waistcoats may also be worn with the cutaway coats.

▲ ▲

SHIRT-WAISTS for men, which were advocated very earnestly last summer by enterprising dealers, will not find a place in a gentleman's wardrobe. These waists are really abbreviated shirts, and many of them are designed to be worn with suspenders underneath. The coat-shirt, which is a regular shirt that opens all the way down the front, is one of the most popular new innovations. It pos-

Carriages at First Cost

By our system of selling carriages direct from the factory to customer, you can purchase a buggy, phæton or other high grade carriage at one-third less than from a local dealer. Why not

DEAL DIRECT WITH THE MAKER

and save two profits—the jobber's and the dealer's. We give the broadest guarantee with each purchase—you can return the vehicle and we will pay freight both ways if you are not thoroughly satisfied. The largest stock of carriages in America to select from.

Our complete illustrated catalogue showing many styles of high grade vehicles, also harness, robes, blankets and horse equipments with detailed description of each, mailed free.



THE COLUMBUS CARRIAGE & HARNESS CO.,
St. Louis, Mo., P. O. Box 54.
Columbus, O., P. O. Box 772.
Write to nearest office.

No. 5006 Runabout. Price $48.50. Shipment from Columbus.

A Shakespearean Classic FREE

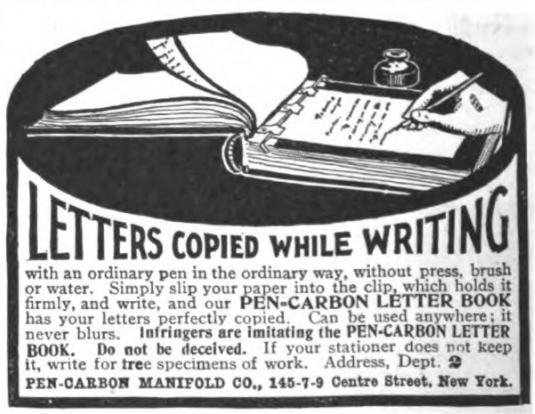


If you do not **own** a complete Shakespeare, or if you own a complete set and the **Notes** are not sufficiently full and clear, if there are no satisfactory **Glossaries,** no **Critical Comments,** or no **Helps** to the **study** of the **plays,** send us your name and address and **six cents in stamps** to pay postage, and we will forward to you an elegant printed copy of

"Shakespeare, the Man"

by Walter Bagehot. This brilliant and unique essay is sold by another publisher at 50 cents a copy. With it we will send a fine photogravure plate of Shakespeare, and a colored chromatic plate, representing a scene from one of the plays, and hints regarding the study of the plays. We make this offer to enable us to give you some information regarding the **best Shakespeare ever published,** and it is made only to reliable men and women. Send name and address and **six cents in stamps** to pay postage. Mention SUCCESS when writing.

THE UNIVERSITY SOCIETY,
78 Fifth Avenue, - - - - New York.



LETTERS COPIED WHILE WRITING

with an ordinary pen in the ordinary way, without press, brush or water. Simply slip your paper into the clip, which holds it firmly, and write, and our **PEN-CARBON LETTER BOOK** has your letters perfectly copied. Can be used anywhere; it never blurs. **Infringers are imitating the PEN-CARBON LETTER BOOK. Do not be deceived.** If your stationer does not keep it, write for free specimens of work. Address, Dept. 2

PEN-CARBON MANIFOLD CO., 145-7-9 Centre Street, New York.

VIOLIN VALUE

A Violin bought by our Original and unique plan becomes simply an investment. It is always worth exactly what you paid for it. It will pay you to investigate. We carry the largest line of fine and rare Violins in America. Good ones, $5 up. Easy payments, if desired.

Large, handsomely illustrated Violin Cat. FREE on request.



THE RUDOLPH WURLITZER CO.
180 E. Fourth Street, CINCINNATI, O.

HOTEL HEMET

is an ideal place to spend the winter. Elegant rooms, Electric lights, Cuisine unexcelled, Climate unsurpassed, elevation 1,600 feet Golf Links, Croquet Grounds and other amusements. Fine scenery and beautiful drives. Full particulars on application. Address,



HOTEL HEMET,
P. O. Box 60. HEMET, CAL.

"The Guaranteed Shoe"

Crawford Shoe

For Men and Women **$3.50**

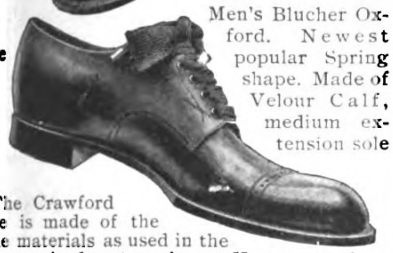
This is the name of the best shoe made. If you want but one good feature in a shoe, Crawford's won't suit you. It has every good feature.

Style No. 144 is one of our newest Spring styles for men. Made of the finest Patent Kid which will not crack or break, with soft, dull, kid top, New York toe. Medium extension sole.



Style No. 144

Style No. 121



Men's Blucher Oxford. Newest popular Spring shape. Made of Velour Calf, medium extension sole

The Crawford Shoe is made of the same materials as used in the highest priced custom shoes. You get the best materials, the latest style, and perfect fit in the Crawford Shoe.

Sold by all first-class dealers everywhere.

If not in your town, drop a postal for illustrated catalogue and measuring guide, telling you how to order by mail.

Delivered for $3.75 (25c. for delivery) anywhere in the United States and dependencies and all Parcel Post countries.

Address Mail Order Dept. S,
140 Duane Street, New York City, U. S. A.

Men's Stores 160 Summer St., Crawford Building, Boston; 169 Tremont St., Boston; 208 E. Baltimore St., Baltimore; 150 W. 125th St., 96-98 Nassau St., 54 W. 23d St., 825 Broadway, New York; 433 Fulton St., Brooklyn; 908 Pennsylvania Ave., Washington, D. C.

Women's Stores 908 Pennsylvania Ave., Washington, D. C.; 433 Fulton St., Brooklyn; 825 Broadway, 54 W. 23d St., 137 Fulton St., 150 W. 125th St., New York; 208 E. Baltimore St., Baltimore; 169 Tremont St., 160 Summit St., Boston.

FACTORIES: New York City and Brockton, Mass.

PATENTS

SECURED OR FEE RETURNED.

Send model or sketch for Free opinion as to patentability. Send for our Guide Book and "What to Invent." Finest publications issued for Free distribution. Patents secured through us advertised without charge in The Patent Record. Sample Copy Free. Address

EVANS, WILKENS & CO.,
WASHINGTON, D. C.



THE "BEST" LIGHT

is a portable 100 candle power light, costing only 2 cts. per week. Makes and burns its own gas. Brighter than electricity or acetyline, and cheaper than kerosene. **No Dirt. No Grease. No Odor.** Over 100 styles. Lighted instantly with a match. Every lamp warranted.

Agents Wanted Everywhere.

THE BEST LIGHT CO.,
76 E. 5th St., Canton, Ohio.



PHOTOS! 25c. Per Doz.

Size 2 by 3 inches.

FINELY FINISHED PHOTOGRAPHS.

HOW TO GET THEM.

Send any photo with 25c. and 2c. stamp for return postage, and get 12 elegantly finished "TRILBY" Photos made from it. Original photo returned unharmed. Send for free sample.

STANTON PORTRAIT CO.,
84 Market Street, - Springfield, Ohio.



Patented Jan. 23, 1900.

THE IDEAL Steam Cooker

Cooks a whole meal over one burner, on *gasoline, oil, gas, or common cook stove.*

Reduces Fuel Bills One-half.

Makes tough meats tender. Prevents steam and odors. Will hold 12 one-quart jars in canning fruits. **Whistle blows** when Cooker needs **more water. Dinner Sets, Bicycles, Watches,** and other **Valuable Premiums given with order for Cookers.** Send for illus. catalogue. *We pay express.* **Agents Wanted. TOLEDO COOKER CO., Box 45, Toledo, O.**

sesses merit and is one of the most comfortable of the summer shirts, as one is not compelled to drag it over one's head when taking it off. It is put on and taken off just as a coat is.

▲ ▲

PROBABLY the most radical departure to be made in men's dress is in the underwear. A combination suit that has grown very popular with athletes, 'varsity men, and hard-working business men, has an undershirt modeled like a rowing shirt,—that is, with low-cut neck and very large arm-holes. These shirts are made of gauze, or of balbriggan, or lisle. The drawers extend to the knees and are very wide. They are made of linen or of jean. This combination suit of underclothing is the most comfortable ever designed for wear during our almost tropical summer weather.

▲ ▲

THE best topcoats for spring wear will be made of soft unfinished worsteds or vicunas, or of the firm hard covert clothes. The former will be used for long coats, those of the plain fly-front Chesterfield type, and the new waistline or skirted coats, while the latter will be popular for coats of the full-back Chesterfield, paddock, and short covert styles. Long coats are designed for wear with evening dress and with frock or cutaway coats,—in other words, whenever a silk hat is worn, long overcoats, and skirted undercoats always go together. The short coverts are worn over sack suits and are appropriate with soft, straw, or stiff hats.

▲ ▲

THE haberdashery proper for the formal day coats will consist of a plain white shirt with square-cornered link cuffs with wide stitching, attached, and either a "poke" or a "wing" collar. The cravat may be either a once-over ascot or an imperial of a black, gray, suede, or white ground, with a relief figure in the same color. The cravat pin may be of gold, with or without jewels. Watchguards and fobs are not worn with formal day dress. The silk hat should have a cloth band about one and five-eighth inches wide. The shoes should be of patent leather with kid button tops, and the gloves of a light gray tone, chevrette or suede being the finish.

▲ ▲

NEGLIGEE shirts, made of cheviot, madras, or flannel, will be correct. The cheviot and madras shirts will be made with plain or pleated bosoms in white and in neatly striped effects. The whites, white-and-black, and white-and-ox-blood are the favorite effects. Collars will be of the fold-over, or high-banded type. They should not be over two and one-half inches high. The best cravat will be what is called the square-end bat's-wing tie which is one and three-quarter inches wide, and the four-in-hand, which will run from one and three-quarters to two and one-quarter inches in width. Suspenders will be practically abandoned during the summer months. In their place belts will be worn.

▲ ▲

CLOTHING for men, for the spring and summer of 1902, will be particularly noticeable on account of the marked absence of what may be termed sartorial radicalism. Gentlemen no longer consider it necessary to follow peculiar fads or indulge in "one-season" ideas. Dress is, after all, a matter of good taste, and only such modifications or departures as commend themselves to men of good taste may be safely adopted as stable standards of fashion. As a general rule, one may accept quiet color schemes, well-fitting garments, and an unostentatious display of jewelry. These are the leading characteristics of the prevailing mode.

Ruined by *the* Choice of Parents

EVERYWHERE we go, we see splendid natural ability wrecked by misfit occupations. There is a crushing, blighting influence in work which the soul loathes, and against which every faculty perpetually protests.

We are fed by hope and anticipation, and there is nothing which kills aspiration and ambition more quickly than trying to do something for which we are not at all fitted.

You can read the misery engendered by a misfit vocation in one's face and manner. Disappointment is manifested in every attitude and movement; dead hopes leave their pitiless marks in every line of the face.

We can hardly conceive of anything more cruel than for parents to persuade or compel those dearer to them than their own lives to engage in occupations for which they have no natural ability, and against which the whole nature of the boy or girl revolts. They may think they are acting wisely in choosing what they believe to be the most honorable or lucrative professions or businesses for their children; but, when they attempt to oppose nature, they make a mistake which not only dwarfs the faculties of those they seek to benefit, but also, in a great many instances, ruins their prospects for life.

THE GRACE WE SAY TO GOD

JEAN INGELOW

So take joy home,
And make a place in thy great heart for her,
And give her time to grow and cherish her;
Then will she come and oft will sing to thee
When thou art working in the furrows; ay,
Or weeding in the sacred hour of dawn.
It is a comely fashion to be glad—
Joy is the grace we say to God.

Artistic Monuments



YOUR GRANDFATHER thought that MARBLE would last forever; but he was mistaken.

YOUR FATHER thought that GRANITE was imperishable; but he too was mistaken. His monument is moss-grown, discolored, cracking and crumbling. Perhaps you have had it refinished one or more times at great expense.

YOU, YOURSELF, if you investigate the subject, will be convinced that **WHITE BRONZE** is superior to granite in every way—more artistic, more enduring, less expensive. We have hundreds of beautiful designs at prices from $4.00 to $4000.00. If interested write to us for designs and prices. It will cost you nothing and put you under no obligations whatever. We deal direct and deliver everywhere. Distance is no obstacle.

WHITE BRONZE is no experiment; it has been on the market over twenty-five years and is an established success. Write now. Special inducements offered now for orders for spring shipment. Address

THE MONUMENTAL BRONZE CO.,
358 Howard Ave., BRIDGEPORT, CONN.

SEND NO MONEY



FURNISH YOUR HOME

with one of the finest and most beautiful Clocks ever manufactured. Made in perfect imitation of Mexican Onyx. Embellished with beautiful gilt ornaments, hand carved, will run eight days without winding, strikes the hours and half hours on a beautiful tone Cathedral Gong.

Given Absolutely Free for just going among your friends and selling only 5 dozen of our Royal Vanilla or Lemon flavoring extract.

Each bottle a full 2 oz. size and of *excellent quality.* To help you make quick sales we allow you to give **Entirely Free** to every customer a large **16 x 16 Linen Centerpiece and three 6 x 6 Doilies,** ready for embroidering (Strawberry, Holly, Violet, Roses, Carnations, etc.)

We positively guarantee every Clock to be as represented and advertised, and to give perfect and entire satisfaction. No money required in advance. You deliver the extracts before paying us. The clock will be sent with your order. **Write to-day for catalogue and full information.**

Address **Fixture Dept. ROYAL TEA CO., Wilkes Barre, Pa.**



Of course they're

Bargains

Fine quality, Louis XIV Renaissance pattern, double thread, overlocked edges, full size—3½ yards long by 8 feet wide. As many pairs as you want at $1.15 per pair.

1000 other bargains.

Our Handsome Catalog Free.

NEW YORK PURCHASING CO.,
10-12 West 22d St., New York.
Agents for 125 Mills, Factories, Importers.

MENNEN'S BORATED TALCUM **TOILET POWDER**



A Positive Relief For
CHAPPED HANDS, CHAFING,
and all afflictions of the skin. *"A little higher in price, perhaps, than worthless substitutes, but a reason for it."* Delightful after shaving. Sold everywhere, or mailed on receipt of 25 cents. Get Mennen's (the original). *Sample free.*

GERHARD MENNEN COMPANY, Newark, N.J.

Digitized by Google

MISS LIPPINCOTT'S

FLOWER SEEDS

8 CENTS will bring you, by mail, my magnificent collection to introduce to new buyers, my famous sure-growing seeds, as follows:

ASTERS Finest Mixed. Of all the best varieties, such as Victoria. Perfection, Comet, Harlequin, New Queen, etc.

NASTURTIUMS. Over 20 varieties, embracing every known good sort, including Aurora, Empress of India, Lady Bird, King Theodore, Pearl White, Ruby King, New Brilliant, Yellow, Spotted. Very best.

ROYAL SHOW PANSIES. Over 100 color and marking. All the largest flowering and finest varieties that can be secured in Europe, without question the best strain of Pansy offered.

SWEET PEAS. Over 40 named varieties of Eckford's best European and American named sorts. Very best.

Every lover of flowers—man or woman, should have my 1902 catalog. Larger, finer than ever. Biggest bargains in reliable trustworthy seeds.

CONDITION—In accepting my special offer—which I make only to introduce to new buyers—be sure and send two names of friends who grow flowers

MISS C. H. LIPPINCOTT, 319 6th St., Minneapolis, Minn

16 D&C Roses $1.00

We grow annually nearly one million Rose plants. We have for sale over one thousand varieties. Among these are some really great Roses that combine such beauty of form and coloring of flower, freedom of bloom, hardiness and health, as to make them the equal, if not the superior of many with famous names. To introduce them we are making a special offer of our **Great Trial Collection**—16 famous D. & C. Roses $1.00. No matter where you live, we guarantee satisfaction and safe arrival. Will bloom profusely this season. Strong plants—not slips—*on their own roots*. **We pay the postage. FREE** with every order for the above the great new Rose **Yellow Maman Cochet** as one of the 16 varieties, if you mention where you saw this advertisement. **Also Free** return check good for 25c on next order.

Our New Guide to Rose Culture, 114 pages, tells how to grow, and describes our famous Roses and all other flowers worth growing, free with every order for above. *Also free on request.* Ask for it.

THE DINGEE & CONARD CO., West Grove, Pa.
70 Greenhouses—Established 1850.

CHOICE SEEDS
The Rarest and Best!

My pretty catalogue free, or send 6 cents and addresses of two who grow flowers, and receive also my "**Surprise**" **Packet** of **twenty varieties** of Favorite Annuals, mixed, (guaranteed 400 seeds) and valuable Prize Offers for flowers grown from it.

MISS EMMA V. WHITE, Seedswoman,
818 Nicollet Avenue, - - Minneapolis, Minn.



HAVE YOU TALENT FOR DRAWING?

We teach drawing by **Mail** and instruct you in the same manner that is done in **Art Departments** connected with **Newspapers.** We give original pen and ink drawings by celebrated artists to students enrolling with us showing them line technic, &c. Send for **Guaranty** and **Free Lesson.**

DAN McCARTHY, Director.
National School of Caricature,
81 WORLD BUILDING, - Dept. S, - NEW YORK.



GOOD RESULTS.

To be absolutely sure about it use the **RELIABLE INCUBATORS & BROODERS.** If the eggs are right you can't make a mistake. Just follow instructions—the **Reliable** will do the rest. **OUR 20TH CENTURY POULTRY BOOK,** mailed for 10c. tells all about it and other things you should know. We have 115 yards of thoroughbred poultry.

RELIABLE INCUBATOR & BROODER CO., Box B. 141. Quincy, Ill.

A MILLION TESTIMONIALS DON'T CONVINCE
30 DAYS TRIAL WILL



Our 50 egg compartment hatchers have advantages over all other incubators. Bantams at $5.00, $9.50 and $15.00 for 50, 100 and 200 egg sizes. Hatch every good egg. Send 2 cents for No. 34 catalogue.

RELIANCE INCUBATOR CO., SPRINGFIELD, OHIO.

SANITARY AIDS TO SUCCESS

F. L. OSWALD, M. D.

VII. Recreation

PERFECT health is as incompatible with overwork as with idleness, and its collapse, as a result of too long continued drudgery, has been called "Nature's method for enforcing a holiday." Long before its resort to that extreme expedient, the jaded organism voices its protest in the form of a restiveness akin to that of a maltreated horse. The exorbitance of the task avenges itself in a reduction of working capacity, till the taskmaster realizes that his plan is likely to defeat its own purpose.

The most successful men have, indeed, recognized the wisdom of the proverb that an ever-bent bow will fail the archer. Charlemagne was so fond of boar hunts that he established a game park near every one of his provincial assize towns. King Alfred patronized minstrels and wrestlers. Frederick the Great, with all his extraordinary "passion for work for its own sake," let nothing but the fatigue of a forced march prevent him from concluding each working day with a symposium, in the old Grecian sense of the word, a protracted supper, music, and philosophical banter. To that habit of his Dr. Zimmerman attributes the preservation of his mental vigor to an age of nearly fourscore years.

It has also been pointed out that the remarkable longevity of French aristocrats,* in spite of their dietetic and other sins, must be ascribed to the sorrow-dissipating gayety of their pastimes.

In a temperature of fifty-six degrees below zero, Fahrenheit, Dr. Elisha Kent Kane kept his men in good humor by devoting a part of the long northern nights to burlesques and pantomimes, and was not disappointed in his expectation that the same plan would keep them in good health, too; nay, the naturalist Brehm found by actual experience that specimens of our Darwinian cousins can be kept alive in "happy family" cages from three to four times as long as in solitary confinement.

Mirth has been called the sunshine of the heart; yet the same sun that calls forth the flowers of a plant is also needed to expand its leaves and ripen its fruits, and exhilarating pastimes should be encouraged from a purely utilitarian point of view, as a condition of mental and physical vigor.

It is perhaps more than an accident that the custom of a weekly rest day is found among scores of different nations of as many different creeds. The Chaldeans had it and the ancient Persians; the Greeks approximated it in their four monthly holidays, supplemented by a variety of annual festivals.

One recreation-day to six days of work should be the minimum in our age of complex worry, but it is true that relief from the strain of routine drudgery can often be found in a mere change of occupation. Manual laborers may enjoy a holiday visit to a library, while brain-workers pine for the fields and woods. The common delusion that life was once celebrated like a perpetual picnic may, in fact, be due to the circumstance that the labors of savages have become the pastimes of civilized men.

Neither hunting nor fishing was unalloyed fun to our forefathers, but either is now welcomed as a change of programme by indoor workers, who, in a gameless region, would make shift with a trip to the steepest and rockiest summit of a barren mountain-range,—a form of enjoyment absolutely incomprehensible to many natives of the same highlands. Nor should it be forgotten that the mere "charm of contrast" is apt to reconcile toilers of the noisy streets to the silence of a Puritan Sabbath.

But it is likewise true that reliance on the "change of employment" principle can be carried too far, where the alternative of routine work involves exhausting labor. After working six days in the fumes of a pickle factory, a New England neighbor of mine devoted his Sundays to mountain trips in quest of fuel, and often came home completely worn out with the fatigue of wood-cutting and dragging his sledge through deep snowdrifts.

"It helps to clean out my lungs, after breathing vinegar-steam all the week," he explained; but the "all work and no rest" plan undermined his constitution, till he worked himself into a hectic

* Corneille lived to the age of eighty years; Richelieu, eighty-three; Polignac, eighty-one; De Joinville, ninety-one; La Rochetoucauld, eighty; Sully, eighty-one; Talleyrand, eighty-four; Soult, eighty-one; Palinet, eighty-five; Dumouriez, eighty-four; Fontenelle, ninety-nine; Lafayette, seventy-eight.



RED CALLA YELLOW CALLA

5 NEW AND RARE CALLAS, 50c.

We are the only house offering these beautiful **Callas** this year, and we offer them at a price never before attempted by any seedsman.

RED CALLA.—Can you imagine anything more beautiful than a bright red calla, with foliage variegated most artistically? **20c.** each.

GREEN CALLA.—As a foliage plant this calla excels the Fancy Leaved Caladiums, the leaves being marked and veined in a fashion never before seen. The flowers measure from 8 to 12 inches and are a beautiful green color. **20c.** each.

YELLOW CALLA.—One of the rarest colors in callas. The beautiful yellow flower, with jet black centre, is indeed charming. **30c.** each.

CALLA FRAGRANCE.—Flowers are very large, pure white and delightfully fragrant. **20c.** each.

SPOTTED CALLA.—This is the ever blooming calla with spotted leaves; easy to grow and always in bloom. Enormous size bulbs, **20c.** each.

SPECIAL OFFER.—For **50c.** we will send the Set of 5 Callas, by mail, postpaid, together with our Colored plate Catalog. All Blooming Bulbs.

J. ROSCOE FULLER & CO., FLORAL PARK, N. Y.



NEW, RARE AND BEAUTIFUL PLANTS
FROM THE WORLD OVER

Choicest Palms, Ferns and all decorative stocks; Tropical Fruit and Economic Trees; Bamboos, Orange Trees, Conifers, Aquatics, etc. Established in 1883. Send for unique and interesting Catalogue. Our naturally grown plants are much superior to hothouse stock in every way. We send by mail, express and freight to all parts of the world, every week in the year—**SAFELY.**

REASONER BROS., Oneco, Florida

FERRY'S SEEDS

Ferry's Seeds make good crops, good crops make more customers—so each year the crops and customers have grown greater. That's the secret of the Ferry fame. More Ferry's Seeds sold and sown than any other kind. Sold by all dealers.

1902 Seed Annual FREE.

D. M. FERRY & CO.
Detroit, Mich.



Seeds, Plants, Roses,

Bulbs, Vines, Shrubs, Fruit and Ornamental Trees. The best by 48 years' test. 1000 acres, 40 in Hardy Roses, 44 Greenhouses of Plants and Everblooming Roses. Mail size postpaid, safe arrival guaranteed. Try us, our goods will please you and direct deal will save you money. Write for valuable catalogue, free.

The Storrs & Harrison Co.,
Box 121 PAINESVILLE, OHIO.

25,000 SEED AND PLANT ORDERS

I am giving away 25,000 presents (some worth $40.00) absolutely free with orders and you can just as well have one. Entirely new plan just out; will please everybody. Seed Book and List of Presents to select from—FREE.

F. B. MILLS, Seedsman, Box 25, Rose Hill, N. Y.



CYPHERS INCUBATOR.
World's Standard Hatcher.

Used on 26 Gov. Experiment Stations in U. S., Canada, Australia and New Zealand; also by America's leading poultrymen and thousands of others. Gold medal and highest award at Pan-American, Oct. 1901. 32-page circular free. Complete catalogue, 196 pages, 8x11 in., mailed for 10c. Ask nearest office for Book No. 156.

CYPHERS INCUBATOR COMPANY,
Buffalo, N. Y., Chicago, Ill., Boston, Mass., New York, N. Y.



POULTRY PAPER, illust'd, 20 pages, 25 cents per year. 4 months' trial 10 cents. *Sample free.* 64-page practical poultry book free to yearly subscribers. Book alone 10 cents. Catalogue of poultry books free. **Poultry Advocate,** Syracuse, N. Y.

Digitized by Google

No other SEEDS

are so thoroughly tested as

BURPEE'S Seeds

If you would have the choicest Vegetables or most beautiful Flowers, you should carefully study

BURPEE'S Farm Annual for 1902

The "Silent Salesman" of the largest mail-order seed business in the world, it is a complete Catalogue of **132 pages,** with numerous illustrations from photographs. Six Superb Vegetables and five fine new Flowers are lithographed in colors, from original paintings.

Our new **"Bull's Eye"** feature makes it safe even for a child to select your vegetables. No other catalogue is so easy to order from. **Write to-day.** Then by return mail, we shall send you a copy **entirely FREE.**

W. ATLEE BURPEE & CO.,
Seed Farmers,
Philadelphia, Pa.

Japanese Climbing Wonder



This discovery in Tomatoes is a *perfect wonder*, and the most magnificent in America. It is new to American people, and everyone who grows tomatoes should have it. At enormous expense I secured a quantity to offer this spring. It is very early ripening in Canada, large perfect fruit, beautiful red color, very solid, and few seeds. If you once get seed you would not take $5.00 for it, because it must be grown to be appreciated. You cannot obtain this seed elsewhere.

Sure Crop Cabbage

is the earliest in the world. Sure of a crop, and sure to head every time. Excellent quality, good keeper, and first introduced this spring. You will have first cabbage in your neighborhood if you plant it.

Picnic Lettuce

Best spring, summer, fall and winter Lettuce ever offered. Fancy, but grows quick, and so tender.

50 Brilliant Flowers

is another of my 1902 specialties, and will produce a magnificent display of flowers. Their beauty is beyond description; cost hundreds of dollars to collect the colors.

My Souvenir Catalogue is filled with bargains, colored plates, photographic reproductions, premium offers, and new plans worth dollars to anyone. 800,000 copies going out. It is **free.**

☞ I will mail a trial **packet** each of **Wonder Tomato, Sure Crop Cabbage, Picnic Lettuce, 50 Brilliant Flowers** and **Catalogue** for only **25c** and addresses of three friends who buy seeds or plants. Send to-day.

F. B. MILLS, Seedsman, Box 55, Rose Hill, N. Y.



43 FLOWERS only 30 cents

Worth $1.25 A Special Offer made to introduce our goods. Satisfaction guaranteed or money refunded.

20 Packets of Seeds

1 Pkt.	Pansies, 10 colors, mixed.	1 Pkt.	Japan Morning Glory.
1 "	California Sweet Peas.	1 "	Poppy—New Shirley.
1 "	Lovely Butterfly Flower.	1 "	Heliotrope, mixed.
1 "	Forget-me-not Victoria.	1 "	Double Chinese Pink.
1 Pkt.	Washington Weeping Palm.	1 "	California Golden Bells.
1 "	Alyssum, Little Gem, mixed.	1 "	Carnation Marguerite.
1 "	Mary Semple Asters, 4 colors.	1 "	Umbrella Plant.
1 "	Rambler Roses, 3 colors, mix'd.	1 "	Diamond Flower.
1 "	Phlox Drummondii.	1 "	Giant Verbena, mixed.
1 "	Bouquet Chrysanthemum.	1 "	Petunia Hybrid, mixed.

23 BULBS

1 New Spotted Calla, 1 Beautiful Begonia, 1 Double Pearl Tuberose, 2 Butterfly and 2 Hybrid Gladiolus, 8 Fine Mixed Oxalis, 2 Rainbow Lilies, 2 Scarlet Freesias, 2 Climbing Sweet Mignonette Vines, 2 Splendid New Canna Lilies—1 crimson, 1 golden.

A Return Check Good for 25 Cents on first $1.00 order; also our **New Floral Guide, 186 Pages.** All the above sent postpaid for only 30 cents.

If you sell two collections, and send us 60 cts., with name and address of each purchaser, we will send you—**Free**—another **complete collection** as your commission; also our **$100 Cash Prize Offer.** Write to-day.

THE CONARD & JONES COMPANY
Rose and Flower Growers, Box 55. West Grove, Pa.

ROSE HILL BOTANICAL GARDENS

grow immense quantities of the best **Seeds, Plants, Shrubs, Flowers and Novelties,** the rarest and choicest in this country, and every member of the Gardens is entitled to a **free** selection once a year. Every lover of **rare and choice seeds and plants** will be interested and want to become a member. Send 2-cent stamp for our new book telling all about these great Botanical gardens and how to become a member.

ROSE HILL PARK CO., Rose Hill, N. Y.

Diamonds On Easy Payments

Write for Special Proposition.

J. A. BARTON, 6026 Ingleside Ave., CHICAGO, ILL.

fever and had to pass his Christmas holiday in bed.

But, while the number of endurable work-days is often overrated, that of supportable working-hours is as frequently underrated. The so-called noontide rest of our farm laborers is often worse than no rest at all, and in the interest of health it would be indisputably better to adopt the old Roman and modern Turkish plan and postpone recreation till the day's work is finished.

Bolting a steaming hot dinner, and going back to work immediately after in the scorching sun, is an ordeal that wears out all but the toughest constitutions, and turns thousands of plowboys into tramps. Early rising would enable farmers and mechanics to finish any reasonable day's task by four o'clock in the afternoon, and give them a chance to devote the evening to recreation in a better sense than a mere suspension of labor.

It may be objected that, in the warm summer climate of our continent, a noonday recess is indispensable; but that pause, if really needed, should be devoted to a refreshing bath, rather than to misery-doubling repletion. In a warmer climate than ours, experience taught Arab travelers to make a day of it, to reach a fountain camp a little sooner and have a few hours' leisure for something besides eating and sleeping.

In spite of their torrid climate, those same Arabs enjoy a far more than average share of health and longevity. They are sustained by the confident hope of each toilsome day bringing its own reward,—a stimulus to exertion that had undoubtedly something to do with the achievements of the world-conquering Romans. Recreation, like health, brings its own rewards, but may also become an aid to success.

Are You on the Right Track?

IF those who are not succeeding in proportion to the amount of effort they exert would examine themselves closely, they would find, as a rule, that their locomotives are off the track. Not realizing where, or what the trouble is, they merely intensify it by putting on more steam, and, the more they put on, the deeper they sink into the mud and the harder it is to move.

If they would stop long enough to examine their machinery intelligently and make a thorough investigation of the causes that prevent its working properly, they would probably succeed in getting their locomotives on the right track before they waste all their steam plowing in the sand and mud. Even if they do not discover, until after middle life, the secret of their failure to get on, they may ultimately reach their destination.

Sometimes we find narrow-gauge locomotives trying to run on broad-gauge tracks. The young man who mistakes ambition for ability, failing as a lawyer when he might succeed as a mechanic; the girl whom nature intended for a model housekeeper trying to earn a living on the stage or by writing, and *vice versa;* the born orator making poor shoes; the natural singer selling laces and ribbons,—these are some of the instances of people trying to fit square pegs into round holes.

THINK OF THE DUMB BEASTS

IF there were no birds, man could not live on earth.

EVERY kind word you say to a dumb animal or bird will make you happier.

EVERY unkind treatment to the cow poisons the milk,—even talking unkindly to her.

IT is a good plan for teamsters and drivers to always take a pail with them to water their horses.

DON'T kill your dog trying to make him run with your bicycle. Dogs were intended for no such purpose.

JUST as soon and as far as we pour into all our schools the songs, poems, and literature of mercy toward the lower creatures, just as soon shall we reach the roots not only of cruelty, but of crime.

IN hiring a herdic, *coupé*, or other carriage, never forget to look at the horses, and hire those that look the best and have no docked tails. Tell the driver not to hurry, but take it easy, and give him five or ten cents over his fare for being kind to his horse. Never ride behind a dock-tailed horse.

Is it cruel to keep a horse locked up in a stable without exercise?

Answer: Just as cruel as it would be to keep a boy, or girl, or man, or woman in the same condition.

If to this is added solitary confinement, without the company of other animals, then the cruelty is still greater.

GEORGE T. ANGELL.



MARTHA WASHINGTON COLLECTION

40 Kinds Flower Seeds only 10c



Hollyhock, Ten Weeks Stock, Calendula, Coreopsis, Canna, Ageratum, Snapdragon, Chinese Primrose, Sweet Alyssum, Fox-glove Gilia, Gaillardia, Eschscholtzia, Lupin, Four O'Clock, Aster, Balsam, Pansy, Sweet Peas, Pinks, Salvia, Cosmos, Phlox, Candytuft, Zinnia, Larkspur, Nasturtium, Sunflower, Poppy, Dewey Victory, Forget-me-not, Verbena, Petunia, Heliotrope, Portulaca, Cypress Vine, Sweet Mignonette, Marigold, Morning Glory, Coxcomb. By sending us Five 2 cent stamps or 10 cents in silver to pay postage, etc., we will send you the above collection of seeds and a premium of choice collection of bulbs **Free.**

Mystic Valley Seed Co., Medford, Mass.



Roses.	Boston Fern.	Chrysanthemums.	
3 Ever-Blooming Roses, yellow white and pink,			7 Plants
1 Boston Drooping Fern, beautiful and graceful,			25c.
3 Chrysanthemums, red, white and yellow,			
4 French Cannas, 4 kinds, dwarf ever-bloomers,			25c.
10 New Coleus, all different, gorgeous colors,			25c.
8 Geraniums, double and single, all colors,			25c.
3 Plants for Pot Culture—Spider Palm, Asparagus Fern and Wax Begonia,			25c.

For $1.00 we will send you the entire collection of **32 plants and 1 new red Rose, Helen Gould.** These are all strong well established plants, and will be sent by mail postpaid, safe arrival guaranteed. Our beautiful catalogue for 1902 free to all. Send for it. Address,

JOHN A. DOYLE & CO., Springfield, Ohio.

LAWNS

Nothing adds more to the beauty of a home place than a nice lawn. Our Lawn Circular tells the whole story of how to make and keep a beautiful velvety lawn. Of great interest and worth dollars to everyone who has even a small place, but we will be glad to send a copy Free to you. A postal request is sufficient. Our large Seed Catalogue free also, if you mention this paper.

IOWA SEED CO., DES MOINES, IOWA.



20 HENS

working steadily at one time cannot hatch so many chicks as one of our 200-egg size

SUCCESSFUL INCUBATORS.

You'll know exactly why when you read a copy of our 158-page Catalogue. We mail it for four cents. Five Catalogues in five different languages.

DES MOINES INCUBATOR CO.,
Box 721 Des Moines, Ia., or Box 721 Buffalo, N. Y.



GOLD MEDAL PAN-AMERICAN, 1901.
CORNELL INCUBATORS
Cat. Free. Cornell Incubator Mfg. Co., Dept. Q, Ithaca, N.Y.

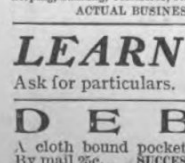
Digitized by Google

A Noble and Lucrative Profession by Mail at Small Expense.

The National School of Osteopathy chartered by the state of Illinois, with power to grant the degree Doctor of Osteopathy, teaches men and women this **Great Modern Science of HEALING WITHOUT DRUGS**, by means of a complete practical correspondence course with the degree of Doctor of Osteopathy. This correspondence course has been specially prepared for those who cannot spare the time or money required for the regular personal course at the school, and fully fits the student to practice this profession, and assures him or her a large and regular income.

This Is An Exceptional Opportunity for young men and women who are ambitious to lead useful and profitable lives as this course enables them to begin the practice of a great profession in a few weeks' time. Full particulars, together with "A Lesson in Osteopathy" free. Address B.L. Turner, D. O., Sec'y.

NATIONAL SCHOOL OF OSTEOPATHY,
4000 Cottage Grove Avenue CHICAGO.



ILLUSTRATING by the HEEB System

Teaching and reciting privately by mail. Newspaper sketching and magazine illustrating, **lettering, designing,** etc. Best methods. Students enthusiastic. Big salaries for illustrators. The HEEB System affords personal instruction and guidance. Prepares quickly.

Oldest, largest, **most responsible,** and **most practical** illustrating school in the world. **Write postal today** for unsolicited testimonials and full particulars.

NATIONAL SCHOOL OF ILLUSTRATING (INC.)
41 Penna St., INDIANAPOLIS, U.S.A.

Agents Wanted

To take orders for the best and cheapest Monumental Work on the market. We offer very liberal inducements and a straight, honorable and legitimate business. You can operate in your own locality with or without other business. Capital or experience not required. We make all grades of work and ship everywhere. Write at once for terms and particulars. Give age, occupation and reference. *Mention this paper.*

The Monumental Bronze Co., 358 Howard Ave., BRIDGEPORT, CONN.



SCIENCE and LANGUAGES

A single study or a college course at home. Our instructors are graduates of the leading universities, and represent their methods. Degrees given by authority of Congress. Every course is wholly

TAUGHT BY MAIL

Complete courses also in **Engineering, Journalism, Book-keeping, Shorthand, English.** Write for illustrated book of course that interests you. **National Correspondence Institute, 18-49 Second National Bank Bldg., Washington, D. C.**

STOP-STAMMERing

I can cure you. Postal brings particulars of my successful scientific method. Endorsed by pupils and public. Write me to-day. BENJ. N. BOGUE, FOUNDER AND PRINCIPAL.
The Bogue School for Stammerers, 115 East Walnut St., Indianapolis, U. S. A.

TELEGRAPHY

taught thoroughly. **Total Cost, Tuition** (telegraphy and typewriting) **board and room, 6 months' course $82.** Can be reduced one-half; great demand for operators; school organized 1874. Catalog free. Dodge's Institute, Valparaiso, Ind.

Shorthand. YOU can learn the PERNIN easily by MAIL or self-instruction. No position, no shading, connective vowel method; LEADS the world in shorthand. FREE lesson; text-book on approval. Write H. M. PERNIN, Author, Detroit, Michigan.

LEARN TELEGRAPHY AT HOME. Thorough instructions. Students assisted to positions. Send for catalog.
NATIONAL CORRESPONDENCE SCHOOL, Oberlin, O.

FREE SCHOLARSHIPS

FOR HOME STUDY to Introduce throughout the United States the only Copyrighted Home College Course of Actual practice in Book-keeping, Banking, Commerce, etc. Send for Free Scholarships at once.
ACTUAL BUSINESS COLLEGE, PITTSBURG, PENNSYLVANIA. 23rd Year.

LEARN ENGRAVING

Ask for particulars. F. H. REES SCHOOL, Elmira, N. Y.

DEBATING

A cloth bound pocket manual completely covering this subject. By mail 25c. SUCCESS CLUB BUREAU, 10 University Bldg., New York.
Send for Free Booklets "Why all literary and debating societies should join the League of Success Clubs," and "How to organize and Conduct a Literary Society."

THE WORLDS ACHIEVEMENT



A NEW industry in Arizona, that is promising to assume large proportions, is the growing of dates. Dates from a farm near Phœnix are sweeter and larger than imported ones.

▲ ▲

OF one thousand three hundred and seventy-five locomotives constructed at the Baldwin Locomotive Works, Philadelphia, during 1901, foreign purchasers ordered one hundred and seventy-four.

▲ ▲

NEGOTIATIONS have been closed for the erection of an eight-thousand-horse-power electric steel plant at Elizabethton, Tennessee. It is claimed that by this method steel ingots can be produced directly from iron ore in thirty minutes.

▲ ▲

A BELIEF that paying coal deposits lie beneath the surface in Seward County, Nebraska, has been verified by the discovery of a vein several feet wide near Milford. A small vein has been found in Saunders County. For some time the state has offered a standing reward for the discovery of coal.

▲ ▲

A NEW era in electric railroading has been inaugurated by the invention of the multiple unit system, by which any number of motor cars and any number of cars without motors can be combined into trains at will, and operated from one point through a master switch, by which the operator or engineer can control speed at will.

▲ ▲

RECENT newspaper stories that visual communication by wire has been achieved both by a European and an American inventor have prompted recognized electrical authorities to warn people against being too hasty in believing much in this direction, as none of the methods that have appeared within the last sixteen years has had the least possible promise of success, and achievement in this line is apparently as remote as ever.

▲ ▲

N. B. STUBBLEFIELD, an electrician from Murray, Kentucky, has caused a mild sensation by inventing an instrument by which sound can be transmitted through space without wires, so clearly that a voice can be as well understood as with the telephone. Leading men in the inventor's neighborhood have been astonished at what they saw and heard at demonstrations, though three hundred yards is the longest distance he has yet talked.

▲ ▲

ALBERT JARED, of Prairie City, Illinois, has given a successful demonstration of a recently invented cartridge, which enables pure nitroglycerin to be fired from a gun without exploding until the projectile strikes. The cartridges used contained one pint each of pure nitroglycerin, and were fired with two-and-one-half-pound charges of powder from a cannon having a three-inch bore, four feet long. J. Ross Mickey, a United States representative from Illinois, hopes to interest the war department in the new invention.

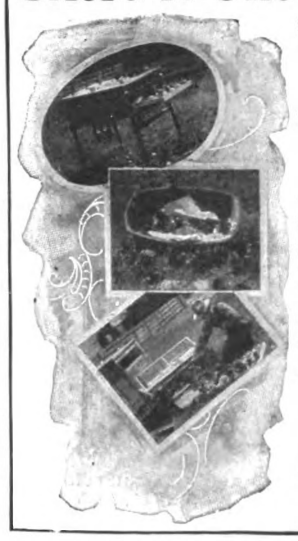
▲ ▲

A BLINDING beam of electric light, thirteen inches wide, is a new warning to ships off the dangerous shoals of Cape Hatteras. Diamond Shoal Lightship, No. 71, has been fitted with a three-thousand-candle-power search light, the first of its kind ever placed at sea as a mariner's beacon, and it is expected to be visible forty miles, twenty-two miles farther than the regular beacon lights of the lightships can be seen. The chief element in the effectiveness of the new light is found in the fact that, the lightship never being at rest, the beam of light will sway in a varying angle and always be distinguishable. If expectations are not disappointed, Sandy Hook, Fire Island, and Nantucket Shoals will be equipped with similar electrical apparatus.

▲ ▲

THE greatest tribute recently paid to a republican form of government is to be found in the "London Daily Mail Year Book" for 1902, which states that the United States heads the list of great nations in wealth, and shows the smallest national indebtedness. The English figures for the wealth of nations are as follows: the United States, $81,500,000,000; the United Kingdom, $59,030,000,000; France, $48,450,000,000; Germany, $40,260,000,000; Russia, $32,125,000,000. The figures for indebtedness are: France, $6,195,000,000; Russia, $3,555,000,000; the United Kingdom, $3 530,000,000; Germany, $3,255,000,000; the United States, $1,105,000,000. The percentage of debt to wealth is given thus: the United States, one and four-tenths per cent.; the United Kingdom, six per cent.; Germany, eight and one-tenth per cent.; Russsia, eleven and one-tenth per cent.; France, twelve and eight-tenths per cent. Under the heading of "The World's Wheat Crop," it is shown that the United States is far in the lead of any other country. The estimate of the world's crop, in 1901, is 283,000,000 quarters of eight bushels each, or 2,264,000,000 bushels. Of this world's crop, the United States produced 90,000,000 quarters, Russia being second with only 42,000,000 quarters. France and India together lacked 5,000,000 of equaling the United States, and Italy, Hungary, Spain, Roumania, Bulgaria, Germany, the United Kingdom, and Australia, all together, were 7,000,000 quarters behind the United States in their total production. For a country that had a population of only about three millions, and was bankrupt when Lord Cornwallis surrendered in 1781, at Yorktown, its stride to the head of the list in national wealth is the greatest achievement in the world's history.

There is One Incubator



that is always the acknowledged leader. It is

***The* Prairie State.**

Used on the largest and most successful poultry and duck farms in the world. 342 first premiums—more than all other makes combined.

The Catalogue with 700 beautiful half-tones, 50 tinted plates and 4 original paintings sent free. Ask for catalogue No. 121.

Prairie State Incubator Co.,
Homer City, Pa.
"Largest Incubator and Brooder Factory in the World."

"DON'T NEED A MAN."

YOU will never be turned away with this tale if you learn what we teach—Watchmaking, Engraving and Eye-glass Fitting—for in those lines the demand for men always exceeds the supply. Result—high salaries and life positions. Takes little time, costs little money.

PHILADELPHIA COLLEGE of HOROLOGY
Heed Building, Philadelphia, Pa., U. S. A.

FRENCH, GERMAN OR SPANISH.

Rosenthal Common Sense Method of Practical Linguistry taught by our

'PHONE METHOD

and Marvelous Pronouncing Records.

By our new process of record making we are enabled to give you the most perfect, life-like and distinct record ever produced. We bring to your home the actual and almost living voice of the native professor. You learn to speak from the very first lesson in practical sentences. Send for free booklet.

INTERNATIONAL COLLEGE OF LANGUAGES,
18 A, Park Row, New York.

Be an Ad-Writer

$1512 in Prizes

Be a good one—learn how to do good advertising and get the best teacher you can. John Wanamaker, Gerhard Mennen, and a score of the world's greatest advertisers approve the Lewis System. **A LEWIS STUDENT CAN ALWAYS COMMAND A LARGE SALARY.** Only personal course in advertising by a recognized specialist.

60 PAGES OF PROOF FREE.
E. St. Elmo Lewis, 58 Walnut Street, Phila.

LEARN IN 3 MONTHS BY PHONOGRAPH

GERMAN
FRENCH

Send for PROSPECTUS



SPANISH
ITALIAN

Price $18.50

THE OTTO KUBIN CO., 271 H, Wabash Avenue, Chicago.

LANGUAGES For Self-Study, School Use, Etc.

CORTINA'S METHOD (complete) $1.50
Awarded First Prize Columbian Exposition.
OR BY **PHONOGRAPH** The Ideal Method. Circulars, etc. on application.
Cortina's Sp.-Eng. & Eng.-Sp. Pocket Dictionary & Instructor, Flexible Cloth, Double Index, 317 Pages, 25c. Imported SPANISH BOOKS.
R. D. Cortina Academy of Languages, 44 W. 34th St., New York

POSITIONS For our Graduates in Bookkeeping, Shorthand, Telegraphy, Etc. By Mail or at Resident School.

Best facilities in the world to prepare you quickly for a good, paying position. **Largest, best** and **cheapest.** Established 1850. National reputation and patronage. 25,000 students sent out. **Results count.** Living expenses and tuition lowest. **Write us at once** for catalogue and full particulars. State mail or resident instruction.

Indianapolis BUSINESS UNIVERSITY
26 N. Penn. St., - - Indianapolis, U. S. A.

STUTTER Most speedy permanent Educational Cure Guaranteed. LEAST Expense. Address VOICE SCHOOL, Salem, W. Va.

Digitized by Google



School in the World that offers to ambitious young men and women

TUITION FREE

in the following courses for home study under the instruction of specialists, **Illustrating, Ad-Writing, Journalism, Proof-Reading, Book-keeping and Stenography.**

To secure a few ambitious students, the Directors of the School have voted to offer for the next thirty days "Tuition Free" to well recommended students until a position has been secured paying, at least, thirteen dollars a week.

Write to the Registrar for "S" edition of handbook—"Struggles with the World."

CORRESPONDENCE INSTITUTE OF AMERICA,
SCRANTON, PA.

THE C. F. WYCKOFF CO.

HOME STUDY



of Book-keeping, Business Forms, Office Work, Shorthand, etc.

and **PRIVATE LESSONS BY MAIL** open up to Young Men and Women **GOOD PAYING POSITIONS,** and chances for promotion. Gives just the trainfng needed for **SUCCESS IN BUSINESS.** Only spare time required, no interference with work. The **CHEAPEST** and **BEST METHOD** of study **47 YEARS' SUCCESS.** National reputation, highly endorsed. We also teach **ENGLISH, CIVIL SERVICE** and other courses **BY MAIL** and at our Buffalo school. **TRIAL LESSON ONLY 10 CENTS,** showing how thorough our system is. Interesting Catalogue **FREE.** Write to

BRYANT & STRATTON'S COLLEGE, 585 College Bldg., BUFFALO, N. Y.

STUDY LAW By the **HEEB** System of Teaching and **Reciting Privately by Mail.**



Original. Equal to a resident course. Prepares for all bar examinations and practice. Leads to Degrees. Foremost school and the only one in the world backed by a resident college—**Indianapolis College of Law.** Endorsed by all. Adapted to you. Graduates successful. 4 courses. Saves time and money. Use spare hours. Easy terms—special to begin now. Write postal today for catalogue and full particulars.

NATIONAL CORRESPONDENCE SCHOOL OF LAW
41 Penna St., INDIANAPOLIS, U.S.A.

In those days

almost anything in the way of advertising matter would do.

It's different now.

You are competing with houses that employ experts.

Our business-getting "INDUCTIVE SYSTEM" is one that secures business with great certainty and low cost.

The Commercial Publicity Co.
1105 The Temple, Chicago.
Eastern Office, 606 Temple Court Building, New York.

GOVERNMENT POSITIONS

Nearly **10,000** appointments made last year. Chances better for 1902. Hundreds of those who have been appointed were prepared *by mail* by us. Established 1893. Full particulars free concerning government positions, salaries paid, examinations—when and where held, our methods, etc. Write to-day.
NATIONAL CORRESPONDENCE INSTITUTE, 1845 Second National Bank Building, WASHINGTON, D. C.



Thorough, scientific course adapted to individual needs. Long-established. Responsible. Successful. Practical. Instructors experienced and competent. Editors of 5 popular publications. Our students' contributions are given preference at liberal rates. Students successful and pleased. Descriptive catalogue free. Address

JOURNALISM INSTRUCTION BY MAIL ONLY

Sprague Correspondence School of Journalism
No. 125 Majestic Building, Detroit, Mich

THE MAN WHO BELIEVES HE WILL WIN

ALFRED J. WATERHOUSE

THIS life is a race,—so the sages declare, and I judge that the sages are right,—
And we are the jockeys to handle, with care, the horses we speed in their flight;
And Fate is the starter who bids us to go, and we dare not that fiat defy;
If our horses be fast, or our horses be slow, for a place in the race we must try.
Somewhere up above sits the Judge, and He knows the speed of each horse that we ride,
And if we are doing our best as it goes, or lagging, and little beside.
And this I have noticed while watching the race and hearing its turmoil and din:
The man that is likely to win the first place is the man who believes he will win.

"All ready!" The starter is calling us now, and we look to the bridle and girth
Ere we leap to the saddle and steadfastly vow we will win of the prizes of earth.
Then "Go!" is the word, and away we all speed, each hoping a trophy to gain;
And some, who at first show the power to lead, fall back, lacking will to attain;
And others there be who join in the fray undismayed by the ones in their van,
Content in the end if the Judge shall but say: "He did what he could, like a man."
Ah, stern is the struggle, and many are passed, while others do scarcely begin;
But the man that is winner, be sure, at the last, is the man who believes he will win.

No hope of attainment have they who lack trust, for doubt holds a wavering rein;
In the spirit's low voice, as it whispers "I must!" is the promise of all we attain.
Are you worn in the struggle? Press on, and press on! Thus only a prize shall be won;
And the Judge, who well knew that your spirit grew wan, shall whisper, "Well done, yes, well done."
Oh, many a man, on a faltering steed, has ridden it straight to success,
And feet that grow weary, and stumble and bleed, may summits of happiness press;
For my soul did proclaim, as I ran in the race, with its turmoil and clamor and din:
The man that is certain to win the first place is the man who believes he will win.

Have a Plan, and Stick to It

MANY a man fails in life not because he lacks ability, or enthusiasm, or a general desire to get on in the world, but because he lacks steadfastness of purpose. To change one's place frequently, to be in doubt about one's career, to shift from one thing to another, or to raise and lower one's standards or ideals with every changing mood, is to court failure and to weaken self-confidence and the confidence of others.

Apart from the moral stamina which inflexibility of purpose and steady adherence to a chosen career, despite hardship and discouragement, impart to a young man's character, he can have no more powerful aid to success than the reputation which this stick-to-it-iveness will earn for him. It inspires others with confidence in his ability to succeed in whatever he undertakes, and it will steadily strengthen and enlarge his powers for achievement. Just as a building is erected by adhering to the original plan of the architect, instead of branching off in various directions according to the whim of the builder, so are formed the character and the life-structure of the young man who carefully plans and patiently works along the lines decided upon, strong and complete, rich and perfect, in accord with the ideals of his choice.

Thus You Will Win Real Immortality

STANDING by the bier of his life-long friend, Henry W. Longfellow, Ralph Waldo Emerson, after a vain effort to force his almost vanished memory to enlighten him, said, touchingly, "The gentleman we have just been burying was a sweet and beautiful soul, but I forget his name." Our names will be forgotten by thousands of people whose paths of life have crossed ours; but, if we can leave the impression of "sweet and beautiful souls," we shall not have lived in vain. Our names are but convenient tags, labels for ready reference, but our influence is a part of the world's life. Were Longfellow's name to vanish from human records, the throbs of passion, the thrills of beauty-appreciation, the tender emotions that his poems have called forth will have affected countless thousands in ever widening circles. An influence for good can be radiated every moment of one's life. Being sweet, cheerful, polite, helpful, faithful in every way to your better instincts, will win for you truer immortality than deeds that are blared through the trumpet of fame.

The Business World
An Office Magazine



Vol. XIII—No. 1 Seventeenth Year
JANUARY, 1902
Business Publishing Company, New York City

An Illustrated Monthly Magazine for the

Busy Business Man

IT meets the conditions of his strenuous life on its **practical** side. A staff of experts, thro' its columns, gives authoritative information in articles and answers to questions of subscribers, in every department.

Business Methods and Law.
Bookkeeping *and* Office Management
Practical Accounting *and* Advertising
Credits *and* Collections.

These and many general subjects are interestingly covered. Send 10 cents for sample copy to-day. **The Business World** wants you!

25 cents for 3 months' trial;
$1.00 a year.

BUSINESS PUBLISHING CO.,
1102 Lupton Building, - - New York City.



"Needed at Every Desk."

EASTMAN

Poughkeepsie, N. Y., the
NEW YORK BUSINESS INSTITUTE.
40 Years of Unprecedented Prosperity.

Over 5,000 graduates holding responsible positions in New York alone—while every large city and almost every county in the United States has its share of the more than 44,000 successful business and professional men, accountants, stenographers and clerks who began their careers with an **EASTMAN** Course of Training. Many students from foreign countries also testify to the inestimable value of the education given in these schools.

Large attendance this year from 34 of our own states and 17 foreign countries. Instruction by mail and personally. Students enroll any day with advantage, as instruction is almost entirely individual; there's no better time to begin than **NOW.**

Write or call for paper and booklet which shows positions occupied by recent graduates. It will give you the best plan for making **A GOOD BEGINNING.** We obtain employment for all graduates of our **Complete Commercial Course.**

Beautiful illustrated catalogue giving full particulars as to courses of study and expenses, free on application. Come and see us, or address

CLEMENT C. GAINES, M. A., B. L., Prest.,
Box 925, Poughkeepsie, N. Y.

BOOK-KEEPING

Complete business course, single and double entry Book-Keeping, Business Practice, Business Arithmetic, Commercial Law, Letter Writing, Penmanship, etc.

TAUGHT BY MAIL

Graduates receive degrees of B. Acct. and M. Acct. and are assisted to positions.
Fees cash or instalments. Write for announcement.
NAT. CORRESPONDENCE INSTITUTE (Inc.),
1845 Second Nat'l Bank Bldg, Washington, D. C.

Digitized by Google

SYSTEM

A Monthly Magazine

Brimful of Bright Ideas for Business and Professional Men

One Year One Dollar

System in business means success. That needs no argument. If your systems and methods can be improved—you want to know it. Read *System*.

Too great a task—even if possible—to learn in any other way the actual experiences of other men. Why *waste* time thinking out for yourself the problems we have already solved.

Can you afford to miss articles like these by men who know?

Business Getting
The methods used by the most successful business men are described by our experts with added comments and suggestions.

The Factory
SYSTEM tells about the organization of the factory. Systems for factory costs, perpetual inventories, shop orders, indexing drawings and patterns, stock keeping, depreciation of tools, the premium plan, etc., are covered fully.

Purchasing
Prominent purchasing agents explain the systems 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.

Insurance and Real Estate
No part of the detail work of an insurance or real estate office is neglected.

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

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

Short Cuts
The brightest men in the country suggest the quickest and easiest ways for doing routine work. Other departments are INDUSTRIAL BETTERMENT—SYSTEM IN ADVERTISING—HANDLING CORRESPONDENCE.

These articles are practical—no arguments, no theories—just facts. They are illustrated *even to the smallest detail*.

Note this service particularly. Every paper published *anywhere* is searched for articles on business methods and systems. These we list each month in *System* under proper headings.



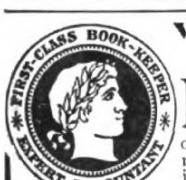
These and other men of experience—contributors to *System*—will answer through the department—*Answered By Experts*—any questions you may ask them. This privilege is free to any yearly subscriber. Think what this assistance means when getting up a new system or improving an old one.

25c Pays for Three Months' Trial Subscription. . .

Better still, send $1.00 for a full year's subscription and receive at once as a premium free of any further charge, six interesting back issues, making eighteen numbers for $1.00.

SHAW-WALKER

MUSKEGON MICHIGAN



WHY GO TO "COLLEGE" TO LEARN BOOK-KEEPING WHEN I WILL MAKE A

First-Class Book-Keeper

of you in six weeks for three dollars or return money; distance and experience immaterial; 6,377 testimonials! I find **positions**, too, **everywhere, FREE.** Have placed THOUSANDS. Perhaps I can place **YOU**, too! *SAVE THIS AND WRITE.* J. H. GOODWIN, **Expert Accountant,** Room 862, 1215 Broadway, New York.



JOURNALISM

Practical, profitable newspaper work, writing short stories, magazine articles, etc.

TAUGHT BY MAIL

by our successful system in personal charge of Mr. Henry Litchfield West, formerly managing editor of the Washington Post. Successful students everywhere. Write for illustrated booklet on Journalism.

NATIONAL CORRESPONDENCE INSTITUTE, 18-48 Second National Bank Bldg. Washington, D.C.

Business Training

TAUGHT BY MAIL

Course includes Bookkeeping, Business Forms and Business Arithmetic. Arranged for spare time study. Special price for 30 days. Full course, including books and stationery, $15.00 in cash, or $18.00 in installments. Sample lesson 10 cents. . . . . Catalogue **FREE.**

MANHATTAN CORRESPONDENCE SCHOOLS

1407 Transit Building, New York

Song Writers and Musicians

A successful piece will bring you a fortune. We produce meritorious songs and instrumental music on most favorable terms. If you are not a musician we will compose music to your words. GROOM MUSIC CO., CHICAGO.

The Optimist and *The* Pessimist

[*Concluded from page 142*]

hours of the day, yet has a cheery word and a bright smile for her husband and her children, her neighbors and her friends,—who glides through life like a sunbeam,—is she not, too, in the eyes of Omniscience, as worthy of commendation as the doer of larger deeds?

The man who toils patiently for his family, whistles and sings at his work, whatever it may be, whether at the mechanic's bench or on the farm, at the smithy's forge or in the workshop, and goes home, in the evening, tired, but happy in the thought of being again with his wife and children, who rejoice at his coming; is he not doing his best in his humble niche? Does n't such a man deserve as much praise as an artist, scientist, or inventor, whom the world calls great?

The girls and boys in the home, on the farm, in the school, the shop, or elsewhere, who are cheerfully doing all they can to increase the general good of the family, and the happiness of those about them; the lonely men and women to whom Fate has denied the joys of homes, but who find compensation in devoting themselves to larger interests,—are they not the individuals who supplement God's work by making the world a good, wholesome, joyous place in which to live?

Bright, hopeful, sunny faces, that lighten the darkest day, are the ones we all like to see. "Away with those fellows who go howling through life!" exclaims Beecher.

"My hay crop is a failure," drawled an old farmer, in a whining tone. "Is your potato crop a failure?" asked a hearer. "No." "Your oats?" "No." "Your corn?" "O no, no!" "Well, brother, why not begin with success and thankfulness, and then put your one failure in parenthesis at the end?"

"Just think! the thermometer has dropped twenty degrees since noon yesterday," said a cheery-faced man of business, greeting a friend in the street. "It's only eighty, now." "Oh, confound it!" replied the other; "I hate those sudden drops. Now, I shall be sure to catch cold."

It is people of this kind who go "howling through life," always ready to borrow trouble and to make mountains out of molehills. They live in moral dungeons, every crevice of which they carefully fill, lest a ray of sunshine might by any possibility filter through.

What a relief to turn from them to the joy-builders, the light-dispensers, who have constructed, from the same material as their doleful neighbors, the happy palaces in which they dwell; like the jolly farmer, who never grumbles at the threatening clouds, the rocks, the stumps, or at the crows, which pick up the seed he scatters, but sows in springtime with a happy confidence that the harvest will bring his reward, that the sun and wind and rain will do their work, whether he laughs or frets,—they go through life, with its inevitable ups and downs, its sunshine and shadow, rich in anticipation of a joyful harvest.

When Ruin Stares Us in the Face

NAPOLEON said that Massena was never quite himself until defeat stared him in the face; then the sight of death and the groans of the dying nerved him to almost superhuman energy.

A great many men and women are never themselves until ruin confronts them. They do not know how to bring out their reserves until they are overtaken by financial disaster, or until some great sorrow bereaves them of loved ones. Then the sight of their blighted prospects, or the wreck of their happiness, arouses and stirs them to their inmost being.

The thunderbolt which made, for a moment, a cruel rift in their lives, gives them the first glimpse of the undiscovered continents of their beings, and awakens them to the necessity of calling into action faculties which, otherwise, might have slumbered forever. How frequently do we see a boy or a girl, who had been only a bill of expense and care to his or her parents, and who had been thought incapable even of earning a living,—when a crash comes, when a panic snatches away fortune, or when death suddenly removes parents or guardians,—take on, as if by magic, new powers, of whose existence no one had the least suspicion. Powerful resources have been discovered within, which make possible things that, under ordinary circumstances, would never have been attempted.

So do what seem at the time cruel misfortunes often prove life-awakeners and inspirers, compelling us to develop our noblest faculties, to be men and women, instead of sluggards and dreamers.

Learn Book-Keeping By Mail in your own home



This is the chance of a lifetime for young men and women and you should not miss it. New method, anyone can learn it within six to eight weeks and places you in position to earn good salary at once. Thoroughly practical and remarkably inexpensive; we find positions, too, free of charge. Write to-day for full particulars. Michigan Business Institute, 54 Institute Building, Kalamazoo, Mich.



A Perfect Form

Send for the "Standard Chart of Physical Culture." Hang it on the wall of your bed-chamber. It shows by carefully prepared illustrations and instructions how to develop your body to the ideal of perfection. Sent for 10 cents, in stamps or silver to cover expenses. State sex.

5th Avenue School of Physical Culture
DEPT. C, 114 FIFTH AVENUE, NEW YORK

LEARN THE ART SCIENCE OF PHOTOGRAPHY

Taught according to the most approved methods, in the shortest possible time and at smallest expense. For full particulars and finely illustrated catalogue

ADDRESS DEPT. E **ILLINOIS COLLEGE OF PHOTOGRAPHY EFFINGHAM, ILLINOIS.**

HIGH GRADE PHOTOGRAPHY TAUGHT. GOOD POSITIONS SECURED FOR GRADUATES

Learn The Best Shorthand

FROM A SHORTHAND WRITER.

ROBERT ROSE, official shorthand reporter of last Democratic National Convention, will teach you AT YOUR HOME the same system of shorthand he uses. Tuition fee reasonable, and money refunded in case of dissatisfaction. Write for particulars.

ROBERT ROSE, Metropolitan Bldg., Chicago.



Write at once for our new 200-page book, **The Origin and Treatment of Stammering.** The largest and most instructive book of its kind ever published. Sent **free to any** address for 6 cts. in stamps to cover postage. Ask also for free sample copy of the Phono-Meter, a monthly paper exclusively for persons who stammer. Address, The

DO YOU STAMMER

LEWIS SCHOOL FOR STAMMERERS, 170 Adelaide St., Detroit, Mich.

GEO. ANDREW LEWIS.

STUDY LAW AT HOME

Takes spare time only. Same teachers for eleven years. Plan approved by Judges and Educators. Prepares for the bar. Three courses: College, Business, Preparatory. Opens new prospects in business. Graduates everywhere. **Liberal terms. Special offer now.** Postal card now will bring full particulars.



The Sprague Correspondence School of Law, 222 Majestic Bldg. **Detroit, Mich.**

Shorthand a Mine

We will loan you this $100 Remington, perfect you in "touch type-writing", and Gregg Shorthand by our Mail Lessons; and you may earn while learning. Shorthand opens up a perfect mine of opportunity to ambitious people. ----Write for our plan today---- Mer. Sten. Inst 192 Canal, Chicago, Ill.



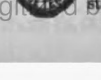
PHARMACY BY MAIL

A Complete Pharmaceutical Education, equal to a resident college course. Personal attention. Prepares for registered pharmacist examination. **Begin now.** Write postal to-day for particulars. **National Correspondence School of Pharmacy, 41 Penn'a St., Indianapolis, U.S.A.**

STUDY MEDICINE AT HOME

A valuable preparatory Medical course for students, nurses, druggists, physicians and others. Individual instructions given by mail. Enroll now. *Write to-day.*

National Correspondence Schools, 41 N. Penn. Street, Indianapolis, U. S. A.



STAMPS 400 genuine fine assorted, including rare Philippine Islands, Queensland, Victoria, Mexico, Japan, etc., nice stamp album and 68-page cat. only **10c. Agents wanted 50 per ct.** We buy old stamps, list 2c. **H. Hussman Stamp Co., St. Louis, Mo.**

Digitized by Google

REDUCED TO $3.50 FOR 60 DAYS

Remarkable Invention of an Ohioan that Guarantees Perfect Health, Strength *and* Beauty to Every User, *and* Cures Without Drugs, All Nervous Diseases, Rheumatism, La Grippe, Neuralgia, Blood *and* Kidney Troubles, Weakness, *and* the Most Obstinate Diseases, by Nature's Method *of* Steaming the Poisons Out of the System.

MEN AND WOMEN ARE GETTING RICH SELLING THEM. READ SPECIAL OFFER BELOW. WRITE AT ONCE.

It has remained for a prominent business man of Cincinnati to discover that in the application of Hot Air to the skin and its resultant perspiration lies the secret of good health, vigor, freedom from disease and beauty. He proved beyond the question of a doubt that the Romans and Greeks had

No Physicians for 500 Years

but Hot Air and Vapor Baths, and that they owed their splendid health, fine physique, strength and beauty to vaporized air or "sweat baths," and so he set to work to invent a method by which the American people could secure all the marvelous benefits of these baths without expensive apparatus, bath rooms and at smallest expense.

The now famous Quaker Bath Cabinet was the result of his efforts.



An Enormous Business

Invented and patented six years ago—the demand has been so great that over 300,000 Cabinets, were sold during the past year, and hundreds of men and women are growing rich selling them, as the makers offer splendid inducements to hustlers.

It is an air-tight enclosure, a rubber-walled room in which one comfortably rests on a chair, and with only the head outside, enjoys at home, for 3 cents each, all the marvelous, cleansing, curative and invigorating effects of the famous Turkish, Russian, Hot Air, Hot Vapor Baths, medicated or perfumed if desired, with no possibility of taking cold afterwards, or in any way weakening the system.

Clouds of Hot Air or Vapor surround the entire body, opening the millions of sweat-pores, causing profuse perspiration, drawing out of the blood and system all the impure acids, salts and effete matter which if retained, cause sickness, debility, and affliction.

Astonishing is the Immediate

improvement in your health, feelings and complexion. There is not a single person living who should not possess one of these Cabinets.

Famous Physicians Believe in It

Hundreds of well-known physicians have given up their practice to sell these Cabinets, and today over 27,000 physicians use and recommend them, and every well equipped hospital and sanitarium in the World use these Cabinets with the most wonderful and beneficial effects—curing even the worst chronic cases. It beats a trip to Hot Springs.

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

Head and Complexion Steamer

in which the face, head and neck are given the same vapor treatment as the body, producing a bright, pure, brilliant complexion, removing pimples, blackheads, skin eruptions, relieves catarrh, asthma and bronchitis.

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.

We find it to be a genuine Cabinet, with a real door, opening wide. When closed it is airtight; handsomely made of best durable goods, rubber lined. A heavy steel frame supports it, making it a strong and substantial bath-room within itself. Has the latest improvements.

A splendid stove for heating is furnished with each Cabinet, also medicine and vaporizing pan, valuable recipes and formulas for medicated baths and ailments, plain directions and a 100-page "Guide Book to Health and Beauty." Cabinet folds flat in 1 in. space when not in use. Easily carried. Weighs 10 lbs.

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.

Write the only makers, The World Mfg. Co., 326 World Building, Cincinnati, Ohio, ank ask them to send you their valuable illustrated booklet, describing this invention and these remarkable baths. The price of these Cabinets has always been $5.00, but the makers offer to our readers for 60 days this Cabinet for $3.50 complete, or their $10.00 finest and best double-walled Cabinet for $6.10. Face and Head Steaming Attach., if desired, 65 cents extra, and it is indeed difficult to imagine where that amount of money could be invested in anything else that would bring so much good health, strength, and vigor.

Don't Fail to Write To-day

for full information; or better still, order a Cabinet; you won't be disappointed, as the makers guarantee every Cabinet, and agree to refund your money after thirty days' use if not just as represented.

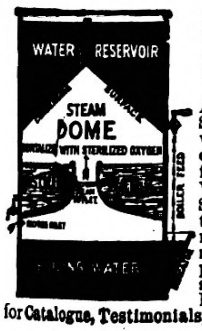
We know them to do as they agree. They are reliable and responsible; capital $100,000.00.

The Cabinet is just as represented, and will be promptly shipped upon receipt of Money Order, Bank Draft, Certified Check or Registered Letter.

Don't fail to write at once for booklet, whether you intend to buy or not, for you will receive great benefit by doing so.

$150.00 A Month and Expenses

This Cabinet is proving a wonderful seller. 20,000 were sold last month by agents, and the firm offers special inducements to both men and women upon request, and to our knowledge many are making from $100 to $150 per month and expenses. Don't fail to write them.



$1250 to $5000 Per Year and Expenses

FOR HUSTLERS—BOTH MEN & WOMEN

All or part time—at home or traveling. **Let us start you.** Write us to-day. We want Agents, Salesmen and Managers in every state. Our famous **Puritan Water Still**—a wonderful invention—greatest seller and money-maker ever offered. **Enormous demand** year round, in every city, village and on the farm. Over 60,000 already sold. Everybody buys—business men, families, physicians, druggists, stores, etc. Almost sells itself. Takes like wild-fire where shown. With it anyone can purify their drinking water by distillation—making it absolutely pure and safe. Simply place it over the kitchen stove—it does the rest. Only Family Water Still ever invented that furnishes plenty of **absolutely pure, aerated,** delicious, drinking water. Separates and removes every impurity from the foulest water. Beats filters. Impure Water kills thousands annually; causes deadly typhoid, malaria and other fevers—gravel, kidney, bladder troubles—dyspepsia, stomach, liver, bowel troubles, etc. **DISTILLED WATER** saves lives—prevents fevers, sickness, epidemics, doctor bills, suffering and old age. Has cured thousands of chronic cases. **Don't fail to write for NEW PLAN and OFFER, FREE.** Write us anyway for Catalogue, Testimonials, etc. Address, **HARRISON M'F'G CO., 603 Harrison Bldg., Cincinnati, O.**

THE WONDERFUL ZOBO

The most extraordinary musical instrument ever produced. You can play it without learning.

ENTERTAINS EVERYBODY EVERYWHERE

For Home, Church, Sunday-School or Lodge Sociables. **Price, 25c. postpaid,** or have your dealer order for you.

Send to-day for our free illustrated catalogue.

STRAUSS MFG. CO., 142 W. 14th St., Dept. 14. New York

WURLITZER BEATS THE WORLD

Brass Band



INSTRUMENTS, DRUMS, ETC.
Reduced Prices. Don't buy until you see new 80-pp. Cat. B. MAILED FREE.

The Rudolph Wurlitzer Co.
180 E. Fourth Street, CINCINNATI, O.

Digitized by Google



INCOMES.

Have you considered Texas as a field for investments? No State in the Union has been so prosperous during the past three years. Population, wealth and mercantile and manufacturing enterprises of every kind increasing wonderfully. Write us for information of safe and profitable investments.

INVESTORS SECURITIES CO.,
151 Corinth Street, - Dallas, Texas.

References:—National Exchange Bank, Dallas, Texas; Merchants and Planters Natl. Bank, Sherman, Texas; or the Mercantile Agencies.

STUDY LAW LEADING LAW SCHOOL IN CORRESPONDENCE INSTRUCTION. Established in 1892.

Prepares for bar in any State. Combines theory and practice. Text books used are same as used in leading resident schools. Teaches law at your home. Three Courses—Regular College Course, Post Graduate and Business Law Courses. Approved by the bench and bar. Full particulars free.



Chicago Correspondence School of Law, Reaper Block, Chicago.

STAMMERING

Permanently Removed. Pay Us No Money Until We Give You Fluent, Natural Speech. Our Booklet of Nature's Method Free. Natural Instruction Institute, 29 Ashland Ave., Buffalo, N. Y.

Packard Commercial School

101 E. 23d St., N. Y. Telephone 101—18. 44th Year.

THOROUGH INSTRUCTION IN ALL COMMERCIAL BRANCHES. You **KNOW** what the Packard School can do for you by what it has done for your generation—and your father's. Is it better to trust to luck? Is it wiser to guess?

IF INTERESTED, ASK FOR CATALOGUE U.

Success in Music Positively the most successful method in the world for sight-singing and musical theory. Our circulars will convince you. Music and day-school teachers must have it. Beginners doing wonderful work. Lessons examined weekly. Two grades, $5.00 each in installments. Write now. CORRESPONDENCE SCHOOLS OF MUSIC, 18 W. 19th St., New York. TALI ESEN MORGAN, Pres.

HOWE MILITARY SCHOOL, LIMA, INDIANA.

Prepares thoroughly for College, Scientific Schools, or Business. Best advantages at moderate expense. Manual training (elective). Personal attention given to each boy. Fine athletic field and beautiful lakes. For illus. catalogue, address Rev. J. H. McKenzie, Rector.

FREE MUSIC DICTIONARY We positively teach you to play and compose all kinds of music. Best system; investigate. Send names of three friends and receive free a dictionary of musical terms and particulars. Agents wanted. CHICAGO CORRESPONDENCE SCHOOL OF MUSIC, 106 La Salle Street, Chicago.

TELEGRAPHY

taught thoroughly and quickly. Positions secured. Catalog free. **Eastern Telegraph School, - Box 11, - Lebanon, Pa.**

LEARN PROOFREADING

If you possess a fair education, why not utilize it at a genteel and uncrowded profession paying $15 to $35 weekly? Situations always obtainable. We are the original instructors by mail.

HOME CORRESPONDENCE SCHOOL, Philadelphia.

Touch Typewriting Saves time, saves labor, saves eyes. Old operators need it; beginners need it. Compels erect position. **Typewriting Made Perfect.** "Landis" method is abreast of the times. Price, 75c. **E. J. BASS, 117 West 84th Street, - - NEW YORK.**

SHORTHAND BY MAIL thoroughly taught by reporters. Pioneer home course. Estab. 1882. Positions for graduates. Catalogue and first lesson free. POTT'S SHORTHAND COLLEGE. - - - Box 7, Williamsport, Pa.

RAILROAD JOBS How to secure them. Salary $25 to $150 per month. Send 25c. (no stamps) for valuable information and examination blanks to **The Railroad College, 108 Main St., La Crosse, Wis.**

Be a Writer Have YOU Talent?

Earn money at home writing *Prize Stories* and articles. Manuscripts prepared for publication. Send stamp for our booklet, "What Writers Need." WRITERS' AID ASSOCIATION, 150 C, Nassau St., New York.

INERTIA IS AN ENERGY-KILLER

JENNIE MCLEOD

SOME people awake and find themselves famous; but my friend Inertia has lain awake nights ever since he was a boy, wondering how they manage to do it. The man who wakes in the morning and finds the world shouting his praise, you may depend upon it, did a long, hard day's work before he lay down to undisturbed slumber the night before. Inertia lies awake regretting that he accomplished so little during the day, planning work for to-morrow, which is never done, and picturing the gorgeousness of the Temple of Fame with himself on the roof; but he has not found a route by which he can travel swiftly enough for his purpose. All the time he has felt that, in some mysterious way, he would be presented a pass on an elevated railway to the dizzy heights, and so escape the pitfalls and slow, weary climbing of the footpath.

As a small boy, his heart panted for greatness and renown. He was not particular about the kind of glory that should be his,—any kind would be acceptable. Hiding among the raspberry bushes on his father's farm he passed his days in poring and dreaming over "Lives of Great Men," but the variety of greatness confused him and he wavered among statesmen, authors, scientists, and soldiers. When he read Webster's "Reply to Hayne," it seemed to him that "the ear of listening senates to command" is of all things the most glorious; but turning the page, Hannibal's martial music would fire his fancy and he felt almost sure that if he could have stood on the snow-capped Alps and said, "Soldiers, yonder lies Rome; help yourselves!" or words to that effect, he would ask no greater glory; and so on to the cover page, where he would again waver and wonder if, after all, such satisfaction as was experienced by the author of the volume is n't the most desirable. Then the realization would overwhelm him that it took talent and long, toil-filled years to do these things, and that in the end he would stand an excellent chance of accomplishing nothing in any of the lines wherein his heroes gained renown. The next day or two would be devoted to funeral services over his dazzling fancies, lately deceased.

It was characteristic of the boy that his heroes interested him only whilst Fortune smiled upon them. He read of Clay when he sprang into the arena of American politics, but closed the book when he read of his defeat for the presidency. He formed the acquaintance of Napoleon when he took command of the army of Italy, but he deserted him amid the snows of Russia. He grew older and dreamed on. The opportunity to go to school was given him and he grasped it. He did not refuse opportunities which presented themselves,—he simply never went out of his way to find them. He finished his studies in the public schools and for a time dreamed of going to college. He would shut his eyes and fancy that he read glowing mention of himself in the local papers, as a leader among the students in social, athletic, or intellectual circles, [He had not decided in which he would prefer to shine.] in one of the great institutions of learning. He pictured the admiration and interest he would create when, crowned with degrees, eulogies, and honors, he should return to his home. But no one chose the college, placed his tuition and a ticket in his hands, and bade him go and cover himself with glory; so he did not go.

Then he did the easiest thing of which he knew,—fell in love. This required no decided action or self-assertion on his part, for all he had to do was to avoid resistance and fall in. He fell. In the next few months he conjured up intoxicating visions of himself as the envy of all beholders when he should appear as the chosen one. While he dreamed, another acted, and Inertia's air castle was jarred off its foundation by an invitation to his fair one's wedding. He immediately consoled himself with the thought that, perhaps, she would have refused him anyway; and, falling back on his old infatuating fancies, he pictured himself as the cynosure of all eyes, having won all honor and all glory, somewhere, some time, for some cause, and she in the vast admiring throng gazing at him with wistful, regretful eyes.

He dreamed on. The farm became unendurable. Farms, he argued, may be a necessary requisite of greatness up to a certain age, but after that they are hindrances. His father selected a business college, gave him money and sent him there. He completed the course, doing the work that was placed before him, but no more. After his gradua-



is sound, restful sleep—the kind that means good health and sweet temper. A good mattress is the first requisite to such sleep. Our handsome booklet,

"EZYBEDS OF KAPOK,"

tells about the safest, most comfortable, springy and sanitary mattress made—the **"EZYBED" RESILIENT MATTRESS,** which we sell on 60 nights' trial, express prepaid, and guarantee to be absolutely odorless, non-absorbent and vermin proof. Booklet also illustrates and suggests arrangements of window seats, cozy corners, etc., which can be beautified by Kapok Cushions.

The Bohnert-Brunsman Co., Dept. 5, Cincinnati, O.
Send for Free Booklet.



DOLL FREE.

This handsome doll is 18 inches high. Has beautiful turning head, pearly teeth, long wavy hair, jointed body, sleeping eyes. She is **fully dressed,** even to little stockings and slippers, which can be taken off and put on. Send your name and address and we will send you 18 scarf pins to sell at 10 cents each. When sold, send us the $1.80 and we will send you at once, prepaid, this beautiful doll.

HAYDEN MANUFACTURING CO.,
241 Hayden Bldg., Attleboro, Mass.



PAMPHLET *"About Stamps"* SENT FREE.

1000 Mixed Foreign Stamps..... 15c
200 Different Postage Stamps.... 15c
Popular Stamp Album, board covers 25c
We buy and sell RARE stamps as well.

MEKEEL STAMP CO.,
(Dept. S.) - - ST. LOUIS, MO.

WE CARPET YOUR FLOOR FOR $3.00

to introduce our new, serviceable and healthful

BRUSSELETTE ART RUGS.

Attractive and artistic patterns, woven on both sides and in all colors and sizes. Easily kept clean and warranted to outwear higher-priced carpets. Sent prepaid to any point east of the Rocky Mountains. Money refunded if not satisfactory. Illustrated catalogue showing rugs in actual colors sent free.

SANITARY MFG. CO., 50 Bourse Bldg., Philadelphia, Pa.

NO HOUSEHOLDER CAN AFFORD TO PASS THIS OFFER.





Hanging Vase

SOMETHING new for wall decorations Can be used in the home or in special decoration for entertainments.

50 Cents a Piece. $2.50 per Half Dozen. Glass and Metal, - - - $1.00 to $3.00.

Send stamp for photographs.

L. Crandall & Co., Merchandise Brokers, Minneapolis, Minn.

AGENTS WANTED to sell "Schley and Santiago," by Geo. E. Graham. Autograph introduction and personal account of the battle by **Rear Admiral Schley. True Story of Santiago** told exactly as it occurred for the **First Time** by the only eye-witnesses of the fight. No subject before the public interests everybody as this story of Admiral Schley. The American people demand full recognition of the **Hero of Santiago.** Book selling like wildfire. Price $1.50 to $2.75, according to binding. Liberal commissions. Outfit and books ready. Send seven 2-c. stamps for complete outfit. Act quick. Big money for you.

W. B. CONKEY CO., Sole Publishers, CHICAGO.

8 Rolls of Fine Gilt **WALL PAPER FREE**

To introduce our goods in each town. Elegant goods, low. Nice Wall Paper, 1c., 2c. and 3c. per roll, up. Order direct and save 50%. Send for FREE samples. **F. H. HEWS, Lowville, N. Y.**

How About Your Income?

Most good men who love their families live close up to their income in providing for their comfort. What provision have you made for your loved ones in case you should be taken away, and your income cease? Think it over and then write us for a plan that will make safe provision at a comparatively trifling cost.

The American Temperance Life, Dept. H, 215 BROADWAY, New York.

tion he walked about aimlessly for a week or two, quickly forgetting what he had learned, but enjoying a remarkable vision of himself as the most rapid of stenographers, reporting a lightning speaker whilst the audience, disregarding the orator, gazed wonderingly at Inertia's fountain pen. Then a friend secured him a position in a law office and introduced him to his employer. As he has that thing most necessary to him, a "boss," he is giving comparative satisfaction to his employer, but not to himself.

At present his mental picture gallery is filled with two alluring visions. One is of his photograph and name heading masterpieces in all the leading magazines, which his pen is to be inspired to write. The other is of a crowded court-room, admiring fellow attorneys, whilst he, the sensation of the hour, fairly jars the system of jurisprudence with the convincing eloquence of an argument which he is to make.

Poor Inertia! Fame-craving, ambitious, gifted, vacillating, procrastinating,—it takes all those contradictory adjectives, and more, to express his contradictory qualities. Discontented, filled with unrest, knowing his ability, conscious that hard, sustained application would in all probability bring him success, occasionally resolving that to-morrow he will "get in and drill," and spasmodically "drilling" for a day or two,—as he is to-day so he will be to-morrow, and always; full of latent success, but a failure to the end.

If he had an enthusiastic friend to stand by him, urging, encouraging, pushing him on to fight every inch of ground to some goal, or if he could gather all his latent energy and render it potent by the divine spark of decision, snapping the fetters of his yesterday, the glory of which he dreams might yet be his, and my prophecy be grandly, gloriously unfulfilled.

Experience Is *the* Best Teacher

THE most thoroughly disciplined, as well as bitterest school, is the school of Experience. There are no short cuts through the vast fields of knowledge, no short terms and long vacations, no high-sounding diplomas conferring pretentious degrees and titles as rewards for a few years of superficial skimming. What Experience teaches, she teaches thoroughly, from the root up, without the aid of crutches and text-books, but with many a sharp rap over the knuckles, during sessions that seem interminable, and that stretch through many sleepless nights and tear-dimmed days. When she prepares to teach, she does not stop at half-measures. Like a well-digger, bent on reaching an unfailing spring of water, she digs through mud and sand, drills through clay and stone, and digs and drills, again and again, through mud and sand and clay and stone, until, finally, deep down, the crystal is reached, and the sparkling water bubbles up. When she graduates a pupil, she has every reason to be proud of him. He may be old, wrinkled, white,—but he is wise. His head may be bowed low by the weight of years and the burden of sorrows, but his mind and heart are lifted high. He may know nothing of the science of laboratories, nothing of the philosophies of the schools, but he knows what the experiments of the text-books have never taught,— the practical science of right-doing, the sound philosophy of right-thinking, and right-feeling, even though he discovers these things late,—but never too late in life to be of great value to him and to others.

Worse than Doing Nothing

YOUNG'S phrase, "time elaborately thrown away," would apply to the waking hours of a large class of people who not only produce nothing, but whose leisure is a positive damage to themselves and a great hindrance to others. Doing nothing is not the worst idleness. Busy idleness—the idleness of energetic but undisciplined minds,—is worse than doing nothing.

The man who labors perpetually, but to no purpose, and is in constant motion without getting on, is like a turnstile; he is in everybody's way, but stops nobody; he talks a great deal, but says very little; looks into everything, but sees into nothing; and has a hundred irons in the fire, but very few of them are hot, and with those few that are he only burns his fingers. This sort of man hinders the business of life almost as much as the professed idler, who devotes the time he can spare from the pursuit of pleasure to the neglect of his duties.

LOOK FOR THIS LABEL BENEATH THE COLLAR.

The Man Who Reads

The Clothing Advertisements in the Magazines

and has no other light on the subject, must be at a loss to decide which is "the best." If you really want to wear clothes that are irreproachable in style, fit and workmanship—then **See** and **Try On**

Stein-Bloch Clothes



Any Clothier—any honest Tailor—will tell you that we've been making the **Very Finest Ready-to-Wear Clothes** for nearly half a century.

Stein-Bloch Clothes cost more to make than any other ready-to-wear men's garments; but the difference in price to you is so small, as not to count at all; and, they're worth a great deal more than they cost—worth it in style—worth it in tailoring—worth it in the fineness of the fabrics.

Write for our new publication, "Concerning Smart Clothes"—"Series D"—it's interesting, and it's free for the asking.

Suits and Top Coats, $15.00 to $35.00

At the Leading Clothiers in every City.

The STEIN-BLOCH CO.,
Wholesale Tailors,
ROCHESTER, . . NEW YORK.

MADE $105 THE FIRST MONTH Writes Mr. Fred. Blodgett of N. Y.

"Orders coming in faster than I can get them out." J. L. BARRICK, of LA., writes: **"Am making $3.00 to $8.00 every day I work."** H. F. BALLOW, of MASS., writes: **"Made $17.00 the first five days."** I. T. CONKLIN, of OHIO, writes: "Am teaching school. Double my income plating evenings and Saturdays." M. A. CLINE, of IND., writes: "Prof. Gray is certainly a friend of the masses. Am well pleased with his outfit. **Big money** in the plating business." MRS. T. J. MORGAN, of ILL., writes: "Am a poor woman with three children, yet the first month I plated over 400 pieces." ALBERT ABRAHAM, of MINN., writes: "Must tell you of my success.



MADE AS HIGH AS $9.25 A DAY.

The plating I did last year gives perfect satisfaction." W. F. STIGLITZ, of S. C., writes: "Anyone can do fine plating on your outfits. I find them exactly as represented." R. P. HOWARD, writes: "Am well pleased. Have more plating than I can do." MRS. C. J. ARMITAGE, writes: "Anyone can do good plating by your process. I had no trouble." MRS. L. M. ANDERSON, of IOWA, writes: **"I made $3.80 to $6.50 a day.** Well pleased. Gray & Co., were very kind to me." Hundreds of others are making money. So can you. **Investigate. Costs nothing. Simply write us. Do it today. Let us start you. Gentlemen or ladies can positively make $5. to $15. a day** at home or traveling, taking orders, using, selling and appointing agents for Prof. Gray's latest improved machines for doing gold, silver, nickel and metal plating on watches, jewelry, tableware, bicycles, all-metal goods.

LET US START YOU. WRITE US TODAY.



We've done plating for years. **Will teach you, furnish receipts, formulas and trade secrets FREE. No experience required.** We make outfits all sizes. Easily operated. Send them out complete. Work on same principle as Roger Bros. do their best plating. THE ROYAL, **Prof. Gray's new immersion process.** Latest method. Goods dipped in melted metal, taken out instantly, with fine brilliant plate, ready to deliver. Thick plate every time. Guaranteed 5 to 10 years. **A boy plates 200 to 300 pieces of tableware daily.** No electricity or polishing necessary. **Tremendous demand for replating.** Every family, person, restaurant or factory have goods to be plated. **You won't need to canvass.** Our agents have all the plating they can do. You can hire boys cheap to do your plating the same as we. Replating is honest and legitimate. Customers delighted. **PROFITS IMMENSE.** We're old established firm. Capital $100,000.00. Largest mfg'rs. Know what is required. Customers have benefit of our experience.

Sample of plating done on our outfits for 2-cent stamp.

WRITE TODAY for our New Plan, Testimonials, etc., **Free**, so we can start you at once. | GRAY & CO. PLATING WORKS, 137 Miami B'ld'g, CINCINNATI, O.

BE A TRAINED NURSE



and find **Ready Employment** which is agreeable and profitable. A thorough, practical course of instruction and training is given by an institution established under the laws of the State of Michigan—a course which you can take at home, in your own town, by mail, at small expense, with opportunity to earn during the course more than double what it costs you. Diplomas are issued to our graduates which guarantee our course of instruction. **Terms and all particulars mailed on application.**

THE DETROIT SCHOOL OF NURSING, (Incorporated) Suit 12-32 Colonial Building, Detroit, Mich.

Digitized by Google

The EVERETT PIANO.

ENDORSED BY THE WORLD'S GREATEST ARTISTS and CRITICS

GABRILOWITSCH—
"It Cannot be Surpassed."

BURMEISTER—
"Rare Combination of Sonorous and pure Singing Tone."

OTTO FLOERSHEIM, In Musical Courier,
"A Revelation in Modern Piano Acoustics and Scientific Tonal Research."



Attractive Terms

Where no dealer is representing us we will sell you direct, either for cash, or on such "fair basis" terms as you may elect, in a manner which will be attractive to you; we agree to pay freight to your shipping point, give you ample time to approve your selection, and if you decide not to take the piano we will pay return freight.

Life-Time Guarantee

The Everett Piano is warranted under signed guarantee throughout the entire life-time of the Piano—longer than the average of human life.

Our absolute guarantee of satisfaction and promise of prompt and efficient service means most to those who have known us longest. For FREE catalogue, or further information, address Dep't F at either store.

The John Church Co.,

CINCINNATI. NEW YORK. CHICAGO.

THE WILEY B. ALLEN COMPANY, SAN FRANCISCO,
PACIFIC COAST REPRESENTATIVES.

STEVENS

If you are interested in FIRE ARMS send for our new catalog
WE MAKE
RIFLES—PISTOLS—SHOTGUNS
J. STEVENS ARMS AND TOOL CO.
No. 220 Main St.
CHICOPEE FALLS, - - - MASS.

BOMOSA BEST GROWN COFFEE

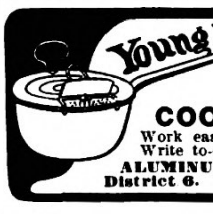
BEST and MOST ECONOMICAL 33c.

1-lb. trade-mark red bags.
Good Coffees 12c. and 15c.
Good Teas 30c. and 35c.

Cook Book Free

to customers, bound in cloth, 325 pp., 2,500 receipts.

THE GREAT AMERICAN TEA CO.
31 and 33 Vesey St., New York. P. O. Box 289.



Young Men Make Money

SELLING
ALUMINUM COOKING UTENSILS
Work easy and pleasant. New method. Write to-day. Best offer you ever had.
ALUMINUM COOKING UTENSIL CO., District 6. Pittsburg, Pa.

SAVE RE-WRITING

When MANY duplicate copies—all alike—are needed by using the SCHAPIRO-GRAPH. It's the ideal and cleanest reproducer for writing from pen and typewriter; 150 copies equal to originals *black* ink.
Complete Outfit "Cap-Size" Delivered $8, lasts years.
Pay only after FREE TRIAL if found satisfactory.
Superior to all other duplicators. WRITE NOW TO
The S. S. SCHAPIRO-GRAPH CO., 266 Broadway, N.Y.

What Shall We Do with Inebriates?

GEORGE E. WALSH

WHEN a man is intoxicated he becomes a public nuisance, and the law provides for a restriction of his movements for the protection of society; but what legal action should be enforced continues to be one of the most serious problems of the day. There are no statistics to show how many people get drunk within a year, or how many times the same individual yields to his appetite and falls; but there are figures showing that some half a million arrests for drunkenness are made every year in this country. To be explicit, the arrests for intoxication in one hundred and twenty-nine of the chief cities of the United States, during the past year, were, in round numbers, three hundred and twelve thousand, forming by all odds the greatest army of lawbreakers.

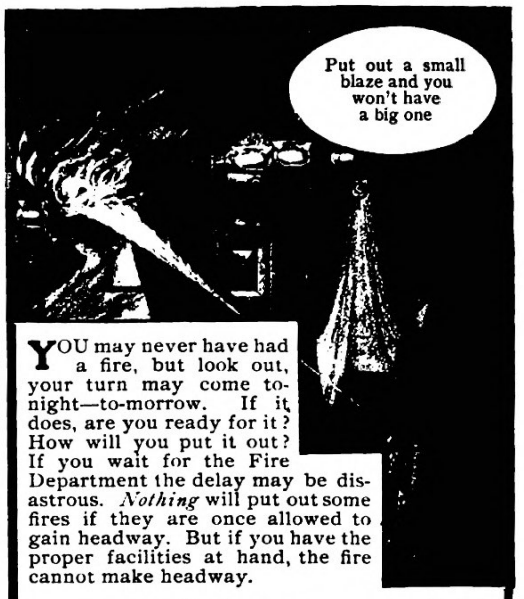
One of the most important economic questions, therefore, of the day, is that of how to treat drunkards. Intoxicated people will probably be with us a long time, and it is the duty of lawmakers to ascertain the best methods to be pursued in restricting the actions and freedom of those who, from drink, become temporarily irresponsible. Probably no country in the world has ever given more attention than has the United States to the reform, and elimination, of drunkenness, and in no land has there been a greater variety of laws for its suppression. Legislation in this matter has run from one extreme to the other, and the diversity of laws enacted has provided us with considerable valuable data regarding their effectiveness.

Laws, in nearly all the states, however, have been framed for the purpose of punishment rather than reformation, and they have unquestionably failed of their purpose. Neither the imposition of fines nor short terms in jail have, except in but few instances, proved of any particular reform value. Even in states where fines are heaviest, the condition of inebriates has not been materially improved. But the tendency to adopt probationary laws in some states promises better results than have heretofore been obtained. Some of the states, in recent years, have passed severe laws, making punishment cumulative, so that it would seem as if an intemperate man would get frightened. Thus, in Minnesota, the state law provides that upon the first arrest a fine of from ten to forty dollars, or a sentence of from ten to forty days in prison shall be imposed, but for the second offense the punishment is nearly doubled. The same cumulative punishment is in existence in Connecticut, making the maximum commitment, for the first offense, sixty days at hard labor; for the second offense, two hundred and forty days; and, for the third, three hundred and sixty days. These severe punishments have had a tendency to drive many drunkards out of these two states, and, if the law was enforced to its utmost, it would have a still more salutary effect. But this would not be reformation, nor lessen the inclination to drink, but would simply induce a man to cross the state border when he wished to get intoxicated, or to remove permanently to another place.

There are severe laws in several states, which, doubtless, to a foreigner, seem unjustifiable, and appear to be calculated to crush all desire to get intoxicated on the part of weak-minded individuals; but these statutes are rarely enforced, and they are practically dead. Thus it is not generally known that a judge in New York can, at his discretion, send a woman who is a habitual inebriate to the House of Refuge for five years. In Rhode Island, there is a maximum sentence of three years. In Alabama, a judge can impose a fine of one hundred dollars; but this high penalty is offset by a minimum fine of five dollars.

In many states a convicted person can choose between a fine and imprisonment. There are sixteen states which extend this privilege. As these penalties run all the way from fines of one dollar up to fifty dollars, and from a term of three days to several months in prison or the workhouse, the fine, which enriches the county or town treasury, is usually paid.

Maine and New Hampshire make imprisonment the sole punishment for this misdemeanor. A judge can exercise his discretion only as to length of time. In New Hampshire, commitment can be for six months; and, in Maine, until the overseers of the poor or two justices of the peace decide as to release. Yet, in spite of this provision, the cities of Maine and New Hampshire have their full quota of drunkards. In Portland, Maine, last year, the number arrested averaged eight to every thousand inhabitants; while in New York, where



YOU may never have had a fire, but look out, your turn may come to-night—to-morrow. If it does, are you ready for it? How will you put it out? If you wait for the Fire Department the delay may be disastrous. *Nothing* will put out some fires if they are once allowed to gain headway. But if you have the proper facilities at hand, the fire cannot make headway.

The "Patrol" Fire Extinguisher

Always Ready Lasts Forever COSTS $15.

The "PATROL" will put out *any fire* if taken in hand promptly.

A child can use it effectively
Turn it upside down and it starts

You don't have to pump or throw anything—simply direct the stream which flows *instantly*, carrying 50 feet, and which is impregnated with a simple chemical giving it 40 times the effectiveness of ordinary water. It makes short work of fires upon which plain water has practically no effect, such as oil, naptha, benzine, tar, varnish and similar inflammables.

SEND FOR OUR HANDSOME BOOK, FREE,

which gives full particulars, guarantee, etc.
THE "PATROL" FIRE EXTINGUISHER is handsomely designed in copper, is small in size but all-powerful in work. Contains a simple chemical in solution and you can recharge it (in one minute) any number of times at the cost of a few pennies. Will last for a lifetime—say for 30 years at a total cost of $15—isn't "the satisfaction of having it always ready" worth **fifty cents a year,** even if you *never* have a fire?

Money back if desired after 5 days' trial. Fire departments use our extinguishers largely with wonderful results. Write for the book at once—delay may cost you thousands of dollars. An ounce of prevention is worth many pounds of cure.

Applications for additional agencies will be considered.

INTERNATIONAL FIRE ENGINE CO.,
Dept. L, - - 149 Broadway, New York.



Physicians concede that nothing is more conducive to **Good Health** than The Bath Cabinet

The **Superior Bath Cabinet**

Is the most modern and complete arrangement for taking

Turkish Baths at home

Exclusive Features. Cabinets $2.25 up.

AGENTS WANTED.

$600,000.00 Behind our Guarantee.

Write today for particulars.

CABINET M'F'G CO.,
301 Cabinet Building, QUINCY, Ill.

The Best Investment

in literature for the instruction and entertainment of all the family, for so little money—$1.75 a year, is

THE YOUTH'S COMPANION,
BOSTON, MASS.

FREE OUR 1901-1902 CATALOGUE advertising at Wholesale Prices
20,000 BOOKS
sent free to your address. Postage 6c. All books carried in stock. One price to everybody. We save you money.
THE BOOK SUPPLY COMPANY,
266-268 Wabash Ave., Chicago.
Largest Mail Order Booksellers in the World.

Digitized by Google

little pretense is made of punishing severely for such a misdemeanor, the arrests were only thirteen to every thousand. Comparisons of this nature are unfair, and indicate nothing. Otherwise we should have to admit that drunkenness is much less in evidence in New York than in Philadelphia or Boston; while Milwaukee, which is one of the great centers of beer-making, would be the most virtuous of all the cities. The arrests in Boston, during the same fiscal year, were thirty-four to every thousand persons, and in Philadelphia twenty-two, while Milwaukee stood with only six, although there are nearly two thousand licensed saloons in that city. The difference is accounted for in the manner of enforcing the law. It might indicate a lessening of drunkenness in a city to have a large number of arrests. In Milwaukee, considerable leniency is shown toward drunkards, and also in Toledo, Ohio, where Mayor Samuel M. Jones openly advises toleration with the men who become intoxicated. Consequently, in that city, last year, arrests were only three for every thousand of the population.

The wisest and most sensible laws for the punishment and treatment of victims of drink are those adopted in Massachusetts, New Jersey, and Rhode Island. They provide for conditional release for the purpose of reformation. The release is on probation or parole, the prisoner being under the supervision of a probation officer held responsible for his good behavior. The drunkard is thus put on his honor to refrain from drinking, and he knows that, each time he is arrested, his release will be more difficult to secure than before. Such a probationary law has been in operation for some time in a few states, and legislation for similar laws is now pending in others. Habitual drunkards who show no respect for the probationary laws are generally committed to reformatory institutions for indefinite periods. The wisdom of establishing institutions where scientific treatment can be given persons to overcome their appetite for drink is recognized in many eastern states, and this will probably be the next progressive step in the reformation of the inebriate and the curtailment of his actions that harm society.

We Welcome Suggestions from Readers

WE receive thousands of letters from subscribers, giving valuable hints and suggestions for the improvement of SUCCESS, and asking advice in regard to many important matters, such as the choice of an occupation, the education necessary, how to get on faster in various vocations, where to go to school or college, etc. Every one of these letters is read very carefully, and, if time permitted, we would be glad to answer each one, personally, and in detail. Since the vast number of letters of inquiry received each day makes this impossible, and since very many of the questions asked are along the same general lines, especial pains are taken in the preparation of articles that cover, in a comprehensive manner, in the pages of SUCCESS, the questions asked and the information sought by correspondents.

We take this opportunity to thank all those who send us inspiring quotations, helpful suggestions, or little sketches, giving the romance of achievement under difficulty.

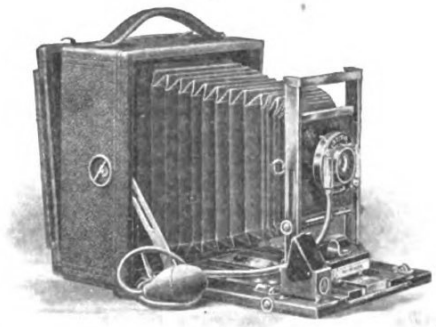
We are especially glad to receive brief accounts of heroism in common life, of unusual struggles of young people in getting an education, of how the dull boy succeeded, of the success of the boy or girl who remained on the farm to pay off the mortgage and help a brother or sister to go to school or college, of the difficulties met and overcome by those who managed to keep the family together under trying circumstances, etc. In other words, we are always glad to receive short sketches which would be inspiring and helpful to SUCCESS readers.

Trifles at Hotels

PERHAPS no business is affected more by seeming trifles than that of a hotel-keeper. A guest may leave a house for the slightest insolence or neglect of an employee. A poor steak, a soiled tablecloth or napkin, an unpleasant seat in the dining room, a slow, gruff, or unaccommodating waiter, a room with a bad outlook and where scents from the kitchen or noise can penetrate, tardy bellboys, a slack chambermaid, or any of a hundred and one other things may drive a valuable guest from a hotel.

We should do our utmost to encourage the beautiful, for the useful encourages itself.—GOETHE.

1902
PREMO
CAMERAS



Photographic perfection is realized in PREMOS. They produce ideal results with plates or films. Used by masters of the Photographic Art for every purpose to which a camera can be put.

Catalogue free at dealers, or by mail. Address Dept. B.

ROCHESTER OPTICAL CO.
ROCHESTER, N.Y.

$50 California and back

NATIONAL CONVENTION, Federation of Women's Clubs, at Los Angeles, May 1 to 8. Round-trip tickets to Los Angeles or San Francisco, $50 from Chicago, $47.50 from St. Louis, $45 from Kansas City. Corresponding rates from all points east. On sale April 22 to 27; return limit, June 25th; open to everybody; choice of direct routes returning.

Ticket rate cut in two. The journey to California, through New Mexico and Arizona, over the Santa Fe, is a memorable one. En route see Grand Canyon of Arizona, world's greatest scenic wonder.

The California Limited

best train for best travelers, daily, Chicago to Los Angeles, San Diego and San Francisco. Also, two other first-class, through California trains, daily, Harvey meals.

For descriptive books enclose ten cents postage to
GENERAL PASSENGER OFFICE
The Atchison, Topeka & Santa Fe R'y
CHICAGO.

Santa Fe

Digitized by Google

MONEY

won't buy it — but we will send free to any address our wonderful

"Changing Face" Puzzle.

At the Pan-American Exhibition, this puzzle was pronounced one of the "Biggest Hits" of the Exhibition, and has carried no end of fun to thousands of homes, and set whole villages asking, "How is it done?"

Very simple, but will keep you puzzling for hours.

What People Write Us:

"The puzzle is exceedingly interesting and ingenious. Have had much fun showing it to friends."

(From Colorado)—"It's the cleverest puzzle that ever came over the Pike."

"I saw a face puzzle of yours to-day, and I want one or two. Puzzle is no name for it. A traveling man who had the one shown me to-day kept the store full of people puzzled all the afternoon."

"I have used your soap for years. Please send me two of your moving faces for enclosed two 2c. stamps. They are immense. I want them for my 'two little shavers.'"

FREE

for **2c.** stamp to cover cost of mailing. *Address*

THE J. B. WILLIAMS CO.
GLASTONBURY, CONN.

Proprietors of
Williams' Famous Shaving Soaps.



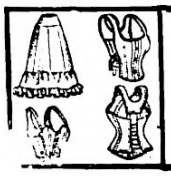


Gold Plated Photo Brooch
copied from any picture
ONLY 50 CENTS.
Made in SOLID GOLD and in ROLLED GOLD.
Special low price to introduce this beautiful work. Send for trial order. 35 photos copied from any picture for **30c.** Crayon portraits, 16 x 20, **$1.25.** Pictures returned uninjured. Illustrated catalogue and sample photo FREE. Agents wanted.
STAR PHOTO CO.,
200 Main St., - Andover, Ohio.



Gilbert's Heel Cushions
WORN INSIDE THE SHOE FOR EASY WALKING. :: :: ::
Arch the Instep, Increase Height, Make Better Fitting Shoes, Remove Jar in Walking. Indorsed by physicians. Simply placed in the heel, felt down. Do not require larger shoes. 1-2 in., 25c.; 3-4 in., 35c.; 1 in., 50c. per pair. At shoe and department stores. **READ!** Send name, size shoe, height desired, and 2-cent stamp for pair on ten day's trial.
GILBERT MFG. CO., 8 Elm St., Rochester, N. Y.

WEAK BACKS. CROOKED SPINES.
Reader: If from any cause you or any one in whom you are interested, are afflicted with a weak or ailing back, or with a mis-shapen or deformed spine, it will be greatly to your interest and advantage to write to the **Philo Burt Mfg. Co., 84 Third Street, Jamestown, N. Y.** telling in your own way as much as you can about the case. Correspondence is free and invited, information of real value will be sent you. Act upon this suggestion ☞ NOW and you will profit by it.



AGENTS WANTED
Local and General. Very unique and very popular styles. Not sold in stores. Capital required $1.00. Profits $500 per year.
Crescent Works, Ann Arbor, Mich.

SUCCESS FABLES.—No. II.

LOUISE LAMPREY

ONCE there was a Poet, and it was his fate to live in a menagerie; but, since he was born a Poet and could not help singing, he made his songs there, just as if it had been some other kind of place. At first the animals did not like it. They said that that kind of noise had not been heard there before, and, for their part, they were opposed to upsetting long-established conventions. But what on earth this new kind of noise meant it was impossible for them to say, and they only hoped that it did not foretell the end of the world.

But the Poet kept on singing, and the animals kept on observing him. They made out, after a time, that his song was different from a growl, a roar, a snarl, a scream, or a chatter, and so they knew it could not express any of the emotions common to the place. Nobody ever poked the Poet with a sharp stick, and he seemed to have no family, nor did he sing all the time. He was not like any of his neighbors.

But, after awhile, there came some men to the menagerie, and they paid four times as much attention to the Poet as they did to anything else there. They exclaimed, and applauded, and wept, and did various other incomprehensible things when they heard his songs; and then they shook hands with him and went away.

Then the animals held a caucus, and it made the Poet's head ache furiously.

"What is this?" asked Mr. Kangaroo. "Nobody ever cried over me, and I can hop twice as far as that Poet."

"What is this?" asked Mr. Elephant. "Nobody ever clapped his hands at me, and I could pick that Poet up and throw him over the elephant-house,—if I could get at him."

"What is this?" inquired the sacred Bovine of India. "I have been worshiped in my own country, and nobody ever shook hands with me."

"What is this?" asked the Badgers. "We have made twice as much fuss as that Poet ever did, and the only thing they ever say to us is, 'Shut up, for mercy's sake!'"

But, after it was all over, the sense of the meeting was that there was something in the song of the Poet which was unusual, and made people treat him with distinguished consideration. One after another of the animals came privately to the Poet and begged to be given singing-lessons. The Poet was obliging, and would have taught some of them, if he could, but he did not know how. All he could tell them was that they must open their mouths and sing. Then they went home and meditated.

Then said a young Paroquet: "I am going to be a Poet. I have learned one of his songs already." And it sang the song, and the people going by stopped, and said: "Who is that filing saws?"

Then said a young Badger: "I am going to be a Poet. Hear me sing, and get ready to show your appreciation!" Then he sang.

"Oh, here!" said the other Badgers, "we can't stand this." And they all jumped on the young Badger and made him promise never to do so any more.

Then said a young Monkey: "I am going to be a Poet. Hear me sing!" And he began a song, but just then his brother-in-law four times removed tweaked his tail, and the Poet-Monkey forgot all about his song and started on a hot chase after his then distant relative; and, as they could both go two and a half times as fast as a person running with only two feet, they went two and a half times around the cage before the matter was settled; and by that time both Monkeys had concluded that it was time to sit down and hunt fleas.

All this time the Poet was having imitation *delirium tremens*, for the noise was something frightful. The men came by once more, and they said, "We have a hack outside, and you are to go and sing before the queen."

"Thank you," said the Poet, "you have saved my life."

And all the animals said, "Why were not we sent for in hacks to go and sing before the queen? We have made much more noise than this Poet. It is not fair."

But the Poet was out of hearing, and the keeper came in with a stick, and said there must be less racket.

* * *

MORAL: It is of no use to try to be a Poet if you don't know how.



"The coming of the Crows-feet" PREVENTED

Crow's feet and wrinkles are the signals of approaching age. They can be obliterated or their appearance indefinitely postponed by the proper use of

Benzoin Beauty Cream

the ideal skin food, tonic and beautifier
It revives, restores, preserves the skin, removes all blemishes and gives the complexion the freshness of youth. For **10 cts**, we will send

SAMPLE and BOOK
"The Coming of the Crow's-Feet" containing explicit directions for the care of the skin and correct movements for facial massage.
Full size $1; small size 50c. Charges Prepaid.
MADAME TAXIS TOILET CO.,
O-373 Sixty-Third Street, Chicago.



Ten Days Free Trial
on every bicycle purchased of us. We ship on approval to any one in U.S. or Canada, *without a cent deposit.*
1902 MODELS, $9 to $15
1900 & '01 Models best makes, **$7 to $11**
500 Second-Hand Wheels
all makes and models, good as new, **$3 to $8.** Great *Factory Clearing Sale* at half factory cost. Tires, equipment, and sundries, all kinds, one half regular price.
RIDER AGENTS WANTED in every town to ride and exhibit sample 1902 model. Agents make money fast. **A BICYCLE FREE** distributing catalogues in your town. *Write at once* for agents' net prices and our **special offer.**
MEAD CYCLE CO. Dept. 13 F, CHICAGO, ILL.

THE NATIONAL EXCHANGER
ANYTHING FOR ANYTHING WASHINGTON, D.C.
A paper devoted to making **Exchanges.** Send 10 cents for it and see our methods and the thousands of wonderful bargains you may make. A subscription to this remarkable paper may mean hundreds, perhaps thousands of dollars to you.
Representatives wanted everywhere.

TEACH YOURSELF MUSIC
During Leisure Moments at Home, Piano, Organ, Guitar and Voice.
Anyone can learn all TUNES, NOTES, CHORDS, ACCOMPANIMENTS and the LAWS OF HARMONY in a short time. It is the CHEAPEST, EASIEST, most rapid and correct way on earth to learn MUSIC. Over 40,000 strongest kind of testimonials received. Goes to the bottom of MUSIC, makes it clear to the beginner; creates a fondness for music because you succeed from the start. A few days' practice and you play perfect ACCOMPANIMENTS IN ALL KEYS. CIRCULARS FREE. Write for them. Worth hundreds of dollars to anyone interested in MUSIC. SAMPLE LESSONS 10c.
G. S. RICE MUSIC CO., W-241 Wabash Ave., Chicago.



Stevens' Comfort Chairs.
Library or sick room. EVERY KNOWN POSITION FOR COMFORT.
Invalids' Wheel Chairs. Reclining Chairs.
Absolutely the best, built on new and practical methods at moderate prices. Illustrated Catalogue free.
STEVENS CHAIR CO.,
280 Sixth Street, Pittsburg, Pa.



EMBROIDERERS.



You cannot invest 10c. to better advantage than by sending for a Copy of our **"Embroidery Book with Colored Studies for 1902."** Contains full instructions for the New and Stylish Brown Linen Centrepieces and for working our Pan-American Soft Cushion. Also instructions for *"Beautiful Screens" "Beaded Silk Bags and Purses."* Over 130 pages and engravings of Centrepieces, Doilies, Battenberg Work, etc. Ask for our "1902 Book." Mailed for **10c.**
Address, **THE BRAINERD & ARMSTRONG CO.,**
17 Union Street, - - New London, Conn.

RICH MINES.
ANYONE who could tell where to dig for rich ore veins could have untold wealth. Your mind is rich in latent powers (rich veins) which will bring you ample success, health and happiness. My book shows you just how to develop your mental powers with scientific certainty; and it is brains and power that win in business. Helen Wilmans says: "He who hesitates to send $1.00 for this book is defrauding himself of more than he is aware of." It tells how to take the mental breath and thus positively develop mental poise and power. Cloth, illuminated cover; prepaid, $1.00. Circular Free.
F. N. DOUD, M. D., Randolph and State Sts., Chicago.

SIX MONTHS FREE
NORTH AMERICAN MINER.
A paper devoted to the interests of those desiring to purchase high grade Gold and Copper mining stocks. Write at once. Mention No. 11, to obtain article on greatest copper mining district on the American continent.
WHEELER & CO., Bankers, - 32 Broadway, New York.

Digitized by Google

50 MILES FOR 10 Cts. is the maximum cost of operating



Mitchell MOTOR BICYCLE

makes an average of 35 MILES AN HOUR over most any sort of road without effort and with

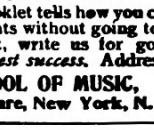
PERFECT SAFETY.

The Mitchell is a Bicycle Automobile built for one; is always under perfect control; as simple in operating as an ordinary wheel. It is built for wear and tear and not for a toy, and is FULLY GUARANTEED. Information sent free. M'f'd only by WISCONSIN WHEEL WORKS, Dept. D, Racine, Wis.

30 DAYS TRIAL.

on any vehicle we make. Keep it if you like it, return it if you dislike it. We save you dealer and jobber profits If you want to know more send for our free 22nd annual catalogue.

KALAMAZOO CARRIAGE & HARNESS MFG. COMPANY, (Pioneers of the Free Trial Plan.) Station 27, Kalamazoo, Michigan.



BILLIARDS $15

Portable Billiard and Pool Table.

$15 to $30. 2½ x 5 and 3 x 6 ft. 26 to 45 lbs. For HOME Playing. Set on any table in any room, or on our folding stand. 40 implements gratis. 16 Best Balls, 4 Cues; indestructible cushions, pockets; Rules for 21 games. Source of daily enjoyment at all seasons. Sent on trial. Description and colored plates Free.

THE E. T. BURROWES CO., 166 Free St., Portland, Me.



ENERGETIC AGENTS OR MERCHANTS MAKE $100 WEEKLY

selling our American Arc Pressure Gas Lamps. 750 Candle Power. Best electric arc light. Cheaper than kerosene. Latest improvements. Simple and absolutely safe. Fully guaranteed. RETAIL $18. Sample Lamp Half Price. Also 50 styles of improved high-grade Gravity Lamps. Positively lowest prices for Fall trade. Exclusive territory. Write for catalogue. AMERICAN LIGHTING CO., Dept. B. H., 112 Michigan Street, CHICAGO, ILL.

"DO NOT STAMMER YOU CAN BE CURED."



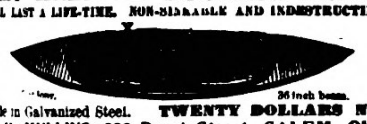
Dr. Winston, Principal Valley Seminary, Waynesboro, Va., was cured by Dr. Johnston after stammering fifty years. Have cured hundreds of others. Send for new descriptive 80-page book. E. S. JOHNSTON, President and Founder,

PHILADELPHIA INSTITUTE FOR STAMMERERS, 18th YEAR 1038 and 1043 Spring Garden St., PHILADELPHIA, PA.

OVER SIX MILLION "Universal" Clothes Wringers HAVE BEEN SOLD AND HAVE GIVEN Universal Satisfaction. The American Wringer Co., 99 Chambers St., New York.

MY GET THERE DUCKING BOAT

WILL LAST A LIFE-TIME. NON-SINKABLE AND INDESTRUCTIBLE.



36 inch beam.

Made in Galvanized Steel. TWENTY DOLLARS NET. W. H. MULLINS, 383 Depot Street, SALEM, OHIO.

Music Learning at Home

Piano, Organ, Guitar, Violin, Banjo, Mandolin.

Harmony and Composition. Our free booklet tells how you can learn to play any of the above instruments without going to a teacher. If you want an instrument, write us for good SPECIAL OFFER. *Fifth year of greatest success.* Address: U. S. CORRESPONDENCE SCHOOL OF MUSIC, Dept. K. 19 Union Square, New York, N. Y.

ESPEY'S FRAGRANT CREAM

will relieve and cure chapped hands, lips, rash, sunburn, chafed or rough skin from any cause. Prevents tendency to wrinkles or ageing of the skin. Keeps the face and hands soft, smooth, firm and white. It has no equal. Take no substitute.

Samples of Espey's Toilet Powder Mailed FREE.

P. B. KEYS, Agent, 125 So. Center Ave., Chicago, Ill.

PRINTS YOUR NAME. POCKET STAMP PEN AND PENCIL 15¢ POSTPAID



MARKS ANYTHING

STAMPS OF ALL KINDS, RUBBER TYPE ETC.

PERKINS RUBBER STAMP CO., 645, NEW HAVEN, CONN.

COLLEGE HAZING AND ETHICS

S. N. MERRICK

THERE seems to be a general feeling, on the part of upper classmen everywhere, that freshmen are their servants, to whom they can dictate as they please. When they thus show their domineering spirit, a freshman has no redress. He cannot report to any authority, for that would be cowardly; and he cannot resist, for each hostile senior is always careful to be well supported, either by his own superior physical strength or else in numbers. So the freshman must submit to indignities with outward calmness, or engage in a physical combat in which he is sure to be the loser. This arouses in him a spirit of revenge which cannot be carried out upon the upper classmen; therefore he must wait till time brings his opportunity to victimize future freshmen. The seniors assert, in excuse, that they must do these things to bring the new men to a proper sense of their position, and to infuse class spirit into them. But they are self-instituted keepers. To the onlooker, this seems a poor method in pedagogics. There are men in all the classes who are insufferable in their demeanor, and so ought to be subdued, no matter who does it; but to make an entire freshman class the object of ridicule and petty tyranny is not, or should not be considered, the proper spirit of the new century.

How does this train young men for their future work in the world? Two seniors [They are always in groups when they undertake to subdue a newcomer.] meet a freshman on the college sidewalk, and order him, in no gentle tones, to get off the walk. If he dares to question why, he receives, for reply, "Because I tell you to." He attempts to pass on the sidewalk, but they lock arms and prevent him. He looks around for another of his classmates, but there is none in sight. The older men knew this when they assailed him. It is always the case of "a big dog fighting a little one." He is forced to step into the mud, perhaps, or is kicked there. When he has passed, a derisive laugh greets him.

"Take off your hat," demands a senior. A scene similar to the preceding is enacted, unless a protector happens to be seen near, in which event the seniors begin to talk about their studies and act friendly toward the freshman. Here is deception of the meanest kind, practiced by the upper classmen and taught to a member of a lower class. What is there about this that is manly and worthy of an educated gentleman?

A freshman is busily studying in his room. There comes from outside the command, "Put out your lights! put out your lights!" If the command meets with a refusal, hazing is the punishment.

There is much stress laid upon class spirit in college. It buds in a freshman when he sees he must combine with others to prevent imposition, and for self-protection, and it comes into full bloom in the senior class when its members, for instance, meet for the last time in a great hall where are chairs and tables for refreshments. It is two o'clock in the morning, and all is quiet upon the campus, when their very riot of noise breaks out. Crashing glass, falling chairs, howls and yells fill the air. Goblets and pitchers are flung in every direction. Then, with four men to each, the tables are grasped and a swinging motion is begun which gains in momentum as the great window is reached, and out plunges the heavy piece of walnut or oak with a resounding crash. Then song breaks forth and the refrain is, "We do just as we please," or some coarser declaration of independence. One can imagine the value of the property thus destroyed by class spirit when, next day, an assessment of ten or even twelve dollars each is made upon a class of from one hundred and fifty to two hundred men. More than one poor widow has sent her son this ten dollars for "graduation expenses." He may not have joined in the fray, at first; he may even have taken only lemonade and tried to counsel reason, but found himself overpowered; but, "class spirit" prevailing, he has done his part, knowing full well that he must pay equal assessment with the ringleaders.

I know of what I speak, for did not my son tell me the whole dreadful business when he came home from college?

It is this spirit that makes a young man cringe and fawn upon those over him, and heap useless tyranny and insult upon those whom he outranks. What spirit of Christian charity is here? What spirit of justice, tolerance, honesty, fair-speaking? None. It is always, "Give the under dog a kick." If a youth unlearns this afterwards, he is fortunate.

The Boys' World

A NEW ILLUSTRATED WEEKLY PAPER

For all boys, and for every day of the week. Stands for all that is noblest in boy life. It is intended to assist and to uplift boys in their own sphere, to make each day worth living, and each deed its best; to increase faith and courage, and to spread a charm continually about the way. Conducted by a corps of ablest Christian writers, and workers with boys. Treats of everything of interest to boys—home, school, shop, playground, Sunday-school, Church, etc. News of successful boys, and brave deeds done by boys. Interesting stories and incidents, science, mechanics, inventions, games, recreation, care of health, earning and saving money, making things, Round Table, Question Drawer, etc. Eight large, four-column pages, full of delightful and wholesome reading for boys. Printed in colors. First number now ready.

Price, 40 cents per year. A boys' weekly at less than one-half the price asked by others for boys' monthlies. Special rates to Sunday-schools. Just the thing to hold boys in attendance. Specimen copies free. Address,

DAVID C. COOK PUBLISHING COMPANY 36 Washington Street, Chicago.

"The Jewel in the Crown of Southern California."

LOS ANGELES

One of the most beautiful of all the California cities, and the city that showed the greatest percentage of growth in the census of 1900, is the "City of Angels," called Los Angeles.

It is most easily reached from New York and New England and the territory east of Chicago, St. Louis and Cincinnati, by the

NEW YORK CENTRAL LINES

and their connections.

Several excellent hotels, a large number of fine boarding houses and delightful suburbs in every direction make Los Angeles a center for winter tourists.

"Four-Track Series." No. 5 "America's Winter Resorts," sent free, on receipt of a two cent stamp by George H. Daniels, General Passenger Agent, Grand Central Station, New York.

California

The daily and personally conducted excursions between

Chicago, San Francisco, Los Angeles and Portland via Chicago, Union Pacific and North-Western Line.

Afford a most comfortable and inexpensive means of making this trip. For illustrated pamphlets, rates, and particulars, address

S. A. HUTCHISON, - 212 Clark St., Chicago.

461 Broadway, - - New York
601 Chestnut, St., - Philadelphia
368 Washington St., - - Boston
301 Main St., - - - Buffalo
435 Vine St., - - Cincinnati
507 Smithfield St., - - Pittsburg
224 Superior St., - - Cleveland
17 Campus-Martius, - Detroit
2 King Street East, Toronto, Ont.

"Don't shout"



"I hear you. I can hear now as well as anybody." "How?" Oh, something new—**The Morley Ear-Drum.** I've a pair in my ears now, but you can't see 'em—they're invisible. I wouldn't know I had 'em in myself, only that I hear all right." **The Morley Ear-Drum** makes up for deficiencies of the impaired natural ear. Entirely different from any other device. No drugs. No wire, rubber, metal nor glass. **Invisible, comfortable, safe. Adjusted by any one.** *For sale by leading druggists. If yours doesn't have them, write for booklet, FREE.*

The Morley Co., Dept. P, 19 South 16th St., Philadelphia.



"EVERY DOG HAS HIS DAY"

The elegant booklet bearing this title contains over 100 superb illustrations of

W. O. Locke's Dog Studies.

These unique studies are on sale at all first-class book and art stores the world over, or will be sold direct. Booklet sent on receipt of 5 two-cent stamps.

W. O. LOCKE STUDIO, 1232 Montgomery Avenue, CINCINNATI, O.

CARDS CALLING and BUSINESS. Engravers Style. 100 for 25 CTS. Sample FREE. Agt. Wanted. RECORD CARD CO., 19 Court St., WATERTOWN, N. Y.

Digitized by Google

BAUSCH & LOMB

Plastigmat f-6.8

The Perfect Photo Lens, the latest lens invention, the most perfectly adapted to all modern requirements, composed of 8 lenses giving perfect optical correction, great speed and superior pictorial results. Either system can be used separately for long distance or portrait work. It is small, compact and will take any shutter, fit any camera. It is perfectly under control giving anything from the sharpest definition to the broadest effect. Reproduction of 5 difficult pictures free.

Bausch & Lomb Optical Co., Rochester, N. Y.

NEW YORK. CHICAGO.

KNOX'S GELATINE

Small appetites grow large when tempted with Knox's Gelatine—the **best** gelatine ever made. Everyone likes it *after they know it*—that's why I advertise that

I WILL SEND FREE my book of seventy, "Dainty Desserts for Dainty People" if you will send the name of your grocer. If you can't do this send a two-cent stamp. For 5c. in stamps, the book and full pint sample. For 15c. the book and full two-quart package (two for 25c.). Pink color for fancy desserts in every large package. A package of Knox's Gelatine will make two quarts—a half gallon—of jelly.

CHAS. B. KNOX, 54 Knox Avenue, Johnstown, N. Y.

DERMA-ROYALE

Anna Held says: "I have found your preparations to fulfil all you say for them. I am very glad to endorse them in every way."

Insures Pure, Soft, White Skin and a Beautiful Complexion

Absolutely and Permanently Removes Blackheads, Freckles, Pimples, Redness, Sunspots and Tan.
Used with Derma-Royale Soap a Perfect Skin is Insured.
SOLD BY ALL DRUGGISTS OR MAY BE ORDERED DIRECT.
DERMA-ROYALE, $1.00 per Bottle, Express paid.
DERMA-ROYALE SOAP, 25c., by mail.
Both in one package, $1.25, Express paid.
SEND FOR FREE BOOK OF PORTRAITS AND TESTIMONIALS.
THE DERMA-ROYALE CO., CINCINNATI, OHIO.

HEALTH FOR YOU STRENGTH FOR YOU

***The* Wonderful Mission *of the* Internal Bath**

Have you read of the wonderful cures made by the Internal Bath? Do you know that it goes to the root of all disease and eradicates the cause? Do you know that many of the greatest physicians of the world, including such anthorities as Loomis L. Danforth, M. D., Prof. Obstetrics Homœopathic Medical College, N. Y., Dr. Cyrus Edson, late Chief Inspector of Contagious Diseases, New York, and Drs. Herman J. Boldt and W. B. De Garmo, both Professors at the Post-Graduate Hospital, endorse and prescribe this treatment? Do you know that such Eminent people as the U. S. Sen. A. P. Gorman, Md.; Ex-Gov. Goodell, Vt.; Adm'l Tyrtoff, St. Petersburg, Russia; Col. A. O. Granger, Girard Building, Philadelphia, Pa.; Gen. T. S. Peck, G.A.R.; Miles Devine, Chicago, Ill., Lillian Russell and a host of others use the Internal Bath? Is not this worth investigating?

It Makes Beautiful Complexions.

It Cures Constipation. It Prevents and Cures Appendicitis.

PROF. CHAS. A. TYRRELL: THE SUFFOLK HOSPITAL AND DISPENSARY, 4 Charles St., Boston, Mass.
DEAR SIR—I will say that we have derived great benefit from the use of the "Cascade," and shall be only too glad to speak a good word for it whenever the opportunity offers. Most truly yours, A. C. SMITH, President.

"THE WHAT—THE WHY—THE WAY," FOR 30 DAYS, FREE.

Vital facts are set forth in detail in a book entitled, "*The What, The Why, The Way*," which we will send free to every reader of this publication. It is a book of facts that no one can afford to neglect. It tells you the real secret of health. It tells you facts you should know. We will send it **free for 30 days.**

Tyrrell's Hygienic Institute, Clerk 3 G, 1562 Broadway, New York.

LAUGHLIN FOUNTAIN PEN

Post paid for Only $1

LAUGHLIN FOUNTAIN PEN SENT ON APPROVAL

to responsible people. Try it a week, if not found superior to any $3.00 grade of other makes on the market, we **refund your money.** Best quality Hard rubber holder either mottled or black design. Finest grade Diamond Point 14k gold Pen, any desired flexibility, fine, medium, or stub. Safety Pocket Pen Holder **free** with each pen. Remember—there is no "just as good" as the Laughlin. Illustration at bottom is ladies' style, at top gentlemen's. (Either style, richly trimmed with heavy solid gold mountings, for $1.00 additional, by registered mail, 8 cents extra). Address

LAUGHLIN MANUFACTURING CO., - - 522 Griswold St., Detroit, Mich.

$1 Post paid for Only

LAUGHLIN

TYPEWRITERS

Absolutely New **MANHATTAN** at much less than manufacturer's prices. Second-hand, all makes. Send for Catalogue.
F. S. WEBSTER CO., - 335 Congress St., Boston, Mass

LEARN BOOKKEEPING, LETTER WRITING and **Penmanship.** Qualify yourself to accept a first-class position—one that may insure a larger salary than you now get. We teach you in six weeks or refund money. Our Free Booklet tells.
Write: **CLARK'S CORRESPONDENCE SCHOOL, Peoria, Ill.**

RICHES WITHOUT MONEY

MARY LOWE DICKINSON

TO GATHER, to get, and to gain,—these three are the accepted functions of greed. Yet the word "greed" has come to be applied chiefly to things ignoble, while to gather, to get, and to gain,—though parts of greed,—have retained in the common mind a higher significance. By a perpetual accretion, for example, we may collect a treasury of noble and uplifting thoughts. The element of greed which sacrifices something better in order to gain is left out of such accretion.

We may gather the most attractive qualities; we may get into our lives the loveliest and finest in art or in literature; and yet we may never for a moment be greedy concerning these things that dignify, enrich, and ennoble existence. Greed is manifested only when we would gain for ourselves regardless of the loss that comes to other people. Greed appears whenever the price paid for our gains is something more precious than the thing we get. A false estimate of value is always an element of greed. Especially is this true of greed for money.

One other evil element—at which I have already hinted,—lies in the greedy person's exaltation of himself. To the truly selfish person it becomes important, not only that he should get what he wants, but that he should get it in order to give himself luxury, indulgence, pleasure, and the sense of possession. Hence, at the very outset, we find two elements in greed that are utterly ignoble. The thing we want is false, in that it presents itself to us with an attractiveness far beyond its value. One reason for wanting it is base, because it ignores our brother's want. The whole thing is false, because we are misled by the belief that self will be ministered to by that which can never give it a sincere satisfaction.

An ambitious and eager mind, desirous to enter upon its heritage of the world's good things,—eager to have all that belongs to it by divine right,—should get away from the false ideas that set great value upon wealth, and the notion that it is important for us, individually, to possess it.

George MacDonald makes one of his characters—a bonnie Scotch lad who swung his shoes over his shoulder and walked barefooted down the mountain side,—say:—

> "To have what we desire, that is riches; to be able to do without it, that is power."

One writer interprets this passage to mean that nothing is true riches which, by any possibility, we can educate ourselves to do without. But much of the educating ourselves to do without is an exaggeration of the value of poverty, which is quite another thing from a true estimate of riches. That we are "to possess, and to possess abundantly," must be true; otherwise, the promise that "to him that hath shall be given" would not have been ours.

Our first business, then, is to see clearly what are the things worth possessing. Youth, especially, is ready to pay any price for what it wants. It minds no exertion, it stoops at no fatigue, it gives time, vigor, and all its energies to securing its desires. Too often, later in life, when vigor and strength are gone, one sees what utter waste he has made of time, health, and talent,—indeed, of all the greatest gifts of God,—securing in return only that which yields no lasting satisfaction and has no permanent value.

The power to discern which of all coveted things will have a durable value is one of the chief elements of success. Just to find out what one wants, and to be sure why he wants it, is one-half the battle, as everybody knows who has hurried hither and yon, struggling and fighting, with absolutely nothing to show for it at the end. Each person has to make his own catalogue of things of worth, setting up his own "mark for the prize." What is of real value to one would not seem of much importance to another. Not all can choose the same objects in life; but every choice should be rejected on which cannot be written, "from everlasting to everlasting." Those words exclude, of course, most of that which is purely material, for our list narrows rapidly when we strike out from it the things which we cannot carry out of the world.

It should not be asserted that no effort is to be made over anything that is not absolutely enduring. Often things have a permanent effect and influence which of themselves are most evanescent. For example, one may make a great collection of pictures, which would not of themselves bear the test of time and decay; but their influence

Digitized by Google

upon the taste, upon the love of beauty, upon the higher sympathies, is among the everlasting things. Anything that tends to the culture of the human creature, to the development of character, may be classed among the permanent things for which we may always seek to gratify a normal and healthy desire.

Many beautiful things are desirable which are not by any means essential; but just so soon as the character is made to depend on their possession, we should let their riches go, and welcome the power that comes from doing without them.

At the risk of seeming to preach, we have to remind our young friends, especially, that multitudes of things are to be sought; but they are to seek first this wonderful, wide-reaching kingdom of God, which includes every possible treasure, not only in this world and the world to come, but also in all the worlds of the infinite universe. All the good things in all those worlds belong by right to the human soul, and they are to be sought. The minor things, such as apply to this earthly kingdom only,—like our money, our position, our reputation, our comfort, our indulgence,—are of value only as they become a means of growth in the eternal things. The "seeking first" is simply the learning to choose, and putting the right estimate upon the value of things.

The kingdom of God, replete with all the beauty, all the music, all the life in nature and in human souls, all the glory of being, is earnestly to be sought. But notice that that little text says something more,—"The kingdom of God and His righteousness." That is not an addition to the varied treasures that are to be sought as belonging to the kingdom. It is a condition of the possession of these wonderful things, just as being "pure in heart" is a condition of seeing God,—of conscious living in the presence of God. "To him that hath shall be given;" so the possessor of righteousness shall have, to add to his own possessions, whatever God has in his treasure house. "All these things shall be added." That means that all the earthly things and all the worldly things shall be added; and so they shall, but not added as the chief object and end of existence; not added as the things to be sought for and fought for, but added as additional means by which the true riches shall be bestowed upon the human soul.

A writer, who has done and said more, perhaps, than any other to stimulate young men and young women to know and to seek the best things with all their hearts, said, one day: "I am tired of hearing about millionaires of money. Why should not people seek to be millionaires of character, millionaires of good purposes, millionaires of courage and cheer, millionaires of high ideals, millionaires of stirring and glorious thoughts, millionaires of unselfish deeds, millionaires of faith and love?"

Surely, no truer words were ever spoken. These and these only are the treasures that neither moth nor rust can corrupt; that thieves will not break through and steal. In all our eagerness about getting on in the world, making ourselves felt, making our work tell on the welfare of humanity, making a name for ourselves, or heaping up riches,—we ought to come back to that ideal, if we have lost it, and to hold steadily to it, and to continue to gather and to get and to gain,—but also to loosen our hands on greed, to let go the things that, after all, we do not want, and to seek for our treasure among the verities whose possession makes the man or the woman of unquestioned and uncounted wealth.

THE FIELDS OF TOIL

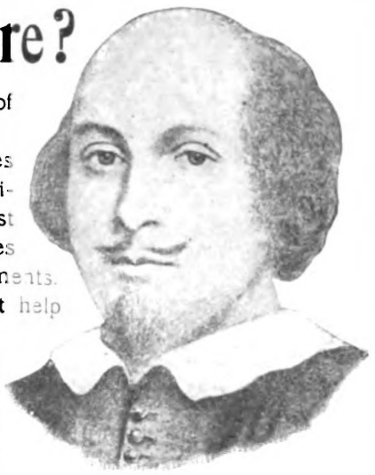
MILDRED I. McNEAL

The hills are all a-sea with yellow grain
That meets each merry impulse of the wind
With dances light as dearest wish can find,
And laughter like the mellow rush of rain.
The ripening corn flaunts far across the plain,
Its glorious abundance scarce confined,
And through the lowlands sunny rivers wind,
Thick bordered by the sumac's amber stain.

From this, the loftiest height, the long road runs
Far down the golden hillsides toward the west,
Follows the raptured journeys of the suns,
And seeks, with them, the purple realms of rest.
But I love best the bright and windy hill
Where joyous labor holds her empire still.

It never rains roses; when we want more roses we must plant more bushes.—GEORGE ELIOT.

Do You Read Shakespeare?



IF you read Shakespeare, you must know the value of a good edition.

You must know that without helps in the way of notes and glossaries many of the finest passages are unintelligible. The ideal edition should not only contain the most accurate text, but should also be supplied with glossaries explaining every obsolete word, and full notes and comments. It should be abundantly illustrated—and by pictures that help explain the text.

This is the principle on which our New International Shakespeare is founded. In the selection and arrangement of the explanatory matter, a trained editorial corps worked for nearly two years. That shows the thoroughness with which the work was done.

The New International Edition

This edition of Shakespeare stands based on three centuries of searching criticism. It indicates the high-water mark of Shakespearian scholarship. It rests upon a greater consensus of Shakespearian knowledge than any other edition in existence. Every obsolete word and every obscure passage is fully explained by the copious Notes, Glossaries and Comments. All recognized Shakespearian authorities are represented in the notes and explanatory matter, among them being Dyce, Coleridge, Dowden, Johnson, Malone, Weiss, Lamb, Goethe, Brandes, Furness, White and Hudson. *There are 200 illustrations and full-page plates.* Shakespeare's Works—everything he wrote—are given complete, including the Sonnets and Poems. The sets are in thirteen handsome volumes, containing 7000 pages, and splendidly bound in half-leather and cloth. The volumes measure 8x5½ inches in size. *A set of this edition is a complete Shakespearian Library.*



Sets at Half-Price—For a Limited Time

The first edition—which was sold at half-price for introductory purposes—was closed out early in February, but orders continued to come in by every mail. We felt that we could not disappoint those who sent their orders in good faith expecting to secure a set at half-price. So we ordered a new edition printed, which will be sold at half-price, and on the easy payment plan—*one dollar a month.* To secure a set you had better send us the coupon at once, for the edition is small.

The new edition is printed from new plates on superior white paper, contains new illustrations, and is in every way a superb specimen of modern book-making. The special prices are *$22.00 for a set in half-leather* and *$18.00 for a set in cloth*—about one-half the regular subscription prices. You may pay in little payments of *$1.00 a month.* The Coupon will bring you a set for examination (*express paid by us*), and if it is not satisfactory, it may be returned at our expense without costing you a cent.

Note: We will send *free with each set* of this edition a complete Topical Index to Shakespeare's plays (forming one volume), and a Plan of Study for each play, with study questions. This feature is invaluable to students.

The University Society,
78 Fifth Avenue, New York.

The **University Society, 78 Fifth Avenue, New York.**

GENTLEMEN: Please send me on approval, prepaid, a set of the **New International Shakespeare** in half-leather with Index and Method of Study. If satisfactory I agree to pay **$1 within 5 days** and **$1 per month** thereafter for 21 months: if not satisfactory I agree to return them within 5 days.

Signed.....

SUC. 3-02 Address.....

In ordering cloth, change 21 months to 17 months.

Not necessary to send coupon if "Success" is mentioned.



Learn to be an Ad Writer

Utilize your spare time by studying at home.
INSTRUCTION ENTIRELY BY MAIL. Take a three months course in

The Chicago College of Advertising

The most solid institution of its kind in America. Supported by the brainiest advertisers in the West.

Witt K. Cochrane, for years the advertising director of the Hub, Chicago, and recognized as the leader in his line in America, has resigned to become President and General Manager of this College and will hereafter give it his entire personal attention. He will be assisted by a corps of experts who hold the best advertising positions in Chicago.

Get Away From Clerical Drudgery!

Men and Women eligible. Send for FREE prospectus.

THE CHICAGO COLLEGE OF ADVERTISING, Suite C, Isabella Building, Chicago, Ill.

Digitized by Google

"Let the GOLD DUST twins do your work."



No Soap, Borax, Soda or Ammonia is needed with

GOLD DUST

With little water and less effort you can clean anything about the house better, easier and cheaper than with Soap or any other cleanser. Once try it, you'll always buy it.

Made only by THE N. K. FAIRBANK COMPANY,
Chicago, New York, Boston, St. Louis.—Makers of OVAL FAIRY SOAP.

$5 Will Start You in the Mail Order Business. $5

Our Mammoth Outfit consists of 48 rapid selling novelties, **300 letterheads** and **envelopes** with your name printed on same, and **100 32-page catalogues** to be stamped with your address, together with full instructions for advertising, getting agents and starting in business for yourself. Cash value of outfit, $12.00, which we will send you including four electros and the inserting of your free advertisement, on receipt of $5.00.

Stock includes the following samples, from which you can select the best sellers:

New Electric Push Button.....10c	Comical Mirror.....10c	Magic Puzzle Keys.....10c	Pair Fighting Roosters.....10c
Diminishing Pack of Cards.....30c	Canary Warbler.....10c	Musical Dying Pig.....10c	Leather Watch Chain.....10c
Combination Glass Cutter.....10c	Dancing Skeleton.....10c	Magic Winking Eye.....10c	Set Mexican Gold Bugs.....10c
Pan American Electric Lamp.....25c	Good Luck Puzzle.....10c	Frightful Rattlesnake.10c	Wonderful Money Maker.....35c
Automatic Copying Pencil.....10c	Imp's Bottle.....10c	Buttonhole Bouquet ...10c	Unique Dice Cup and Dice.....10c
Combination Prairie Whistle.....10c	Rubberneck Jim.....10c	Vanishing Ball Trick...20c	Trumpet in Handkerchief.....10c
Wonderful Cigarette Paper Trick.....10c	Magic Envelope.....13c	Deadshot Squirt Pistol 10c	Magic Diminishing Mirror.....10c
Combination Puzzle and Mirror.....10c	Magic Nail.....10c	New Surprise Clown...20c	Multiplying Egg Snake 08c
Magic Burning and Changing Box.....20c	Magic Flute.....25c	Magic Trick Cards.....10c	Magic Needle Threader.....10c
Bewitched Glass and Dissolved Coin.....40c	Mending Tissue.....10c	Magic Watch Charm...10c	No. 1 Camera and Outfit.....50c
Magic Swan and Automatic Lung Tester....10c	Roaming Mice.....10c	Mammoth Package....10c	Gem Pocket Savings Bank.....15c
Rubber Stamp (any name desired).....25c	Set 60 Books.....25c	Our Boy's Telephone...10c	Everyday Printing Outfit.....15c



Spitting Bill

The Wonderful Surprise Clown. This is a handsome scarf pin—with a tiny rubber hose running to a bulb in your pocket. Fill with water or cologne and give your friends the suprise of their lives. Squirts 20 feet. **20 cents postpaid. 3 for 50 cents.**
NOVELTY SUPPLY COMPANY,
78 Dearborn Street, Chicago.

While we send all of the above mentioned articles with $5 outfit we will send anyone or more of them prepaid at prices named.

FREE

We will insert your 10 line advertisement free in the "Atlas" or other magazine selected from a list of 30. Also, to push the goods that we are making, we send our customers **FREE** of charge electros of the four advertisements shown herewith and will furnish you with the goods at lowest wholesale prices.



ELECTRIC FLASH-LIGHT LAMP

WONDERFUL INVENTION.

Entirely new. Practical 16 candle power lamp. Not a toy. Always ready. Non-Explosive. No kerosene or gasoline used. Lasts a life-time. Sample sent postpaid on receipt of 25 cents. 3 for 60 cents postpaid.
NOVELTY SUPPLY CO., 78 Dearborn St., Chicago.

VANISHING BALL TRICK

Passing a ball through a solid table, blowing it from your pocket into a vase, which is included with the trick, and many other wonderful feats of legerdemain, easily performed with this outfit. Postpaid, 20c; 3 for 50c. Stamps or silver. Your money back if you don't like it.
NOVELTY SUPPLY CO., 78 Dearborn St., Chicago



Youth's Telephone
Scientific Mechanical Toy, 10c

This is a complete, perfect little metal telephone, with strong, sensitive transmitters. Even a whisper is distinct at quite a long distance. Connect up your house and barn, or with a neighbor's house, and charge penny tolls. Easy pocket money. *Agents Wanted. Enormous Sales.* Price 10 cents, 3 for 25 cents, postpaid.
NOVELTY SUPPLY COMPANY, 78 Dearborn Street, Chicago.

Hundreds are making fortunes every year out of the mail order business. They all started in a small way. So did we, but today we are the largest manufacturers of mail order novelties in this country Order samples of the above novelties, or all 4 for 50c, and get catalogue.

NOVELTY SUPPLY COMPANY, 78 Dearborn Street, Chicago.

SIMPLY PRESS THIS  **"The Pen That Fills Itself."**

You ought to write now for our interesting and instructive free book, with valuable suggestions for correcting common errors in hand writing; how to acquire vertical writing, model capitals, etc., fully describing the pen that has revolutionized the fountain pen business.

CONKLIN'S SELF-FILLING PEN.

No dropper, no unscrewing of joints, no pulling of plugs, no soiling of fingers, no taking apart to clean, no overflowing or dropping ink, no jarring to start flow; will not roll off a sloping desk. Costs no more than ordinary fountain pens of equal grade. Regular pen, $3.00; large, $4.00; extra large, $5.00; prepaid anywhere; guaranteed. Use it 30 days; your money back if not perfectly satisfactory. **We are sure to fit the most particular hand, as we can match in fineness and flexibility any steel pen you send us.**

THE SELF FOUNTAIN PEN CO., ... 614 Madison Street, TOLEDO, OHIO.

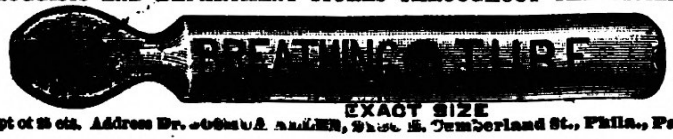
Paul E. Wirt FOUNTAIN PEN

TWO MILLION SOLD
NEVER SUCCESSFULLY IMITATED
UNRIVALLED EXCELLENCE
IN FIFTY STYLES
LARGE AND SMALL PENS TO SUIT ANY HAND.

INQUIRE ANY DEALER OR SEND FOR CATALOGUE Bloomsburg, PA.

SOLD BY DRUGGISTS AND DEPARTMENT STORES THROUGHOUT THE CIVILIZED WORLD.

A Great Lung, Bust, and Chest Developer.



EXACT SIZE

USED in time prevents consumption. If developed, helps to cure it.

Mailed postpaid, on receipt of 25 cts. Address Dr. [illegible], 2136 N. Cumberland St., Phila., Pa., U. S. A. Agents Wanted.

What Shall We Teach Our Boys?

JENNIE LOGAN

THE average boy begins early to distinguish between girl's work and boy's work. Washing dishes, sweeping floors, blacking stoves, scrubbing, baking, or cooking is considered work for girls, but a boy's work is shrouded in mystery. Cutting wood and gathering kindlings should be a boy's work, of course; but, when a boy forgets, or wants to finish some game, picking up chips for the morning fire is, in his opinion, his sister's work.

I have in mind a fifteen-year-old boy, whose mother went on a two weeks' visit, leaving him to keep house in bachelor quarters. She spent two days preparing food that he liked,—and he was particular about his diet. She baked, fried, and roasted, so that he might have something cold in the larder, and then she gave him instructions in preparing hot food. When she returned on a hot day, after a ride of twenty-seven miles over a dusty road, she found her son on the front porch picking his teeth.

His greeting to her was, "Why couldn't you come home in time to get supper?"

The house looked as if a miniature hurricane had swept through it. The screen doors were propped open, and the rooms were filled with flies, ashes were strewn over the kitchen floor, dishwater and vegetable peelings had been emptied on the back steps, ham and bacon lay on the kitchen table, in the pantry some beefsteak was rapidly spoiling, bits of pie and cheese were in the sink, and many unwashed dishes were on the draining board. When this boy heard that his mother was coming home, he suspended all woman's work. He was never known to pick up his soiled linen or to hang up his clothes. I have sat at the table with him, and heard him say, suggestively, "Ma, the water pitcher is empty," and "Ma" got up, apologetically, and filled it.

I venture to say that he never brought in wood, at night, without asking, after each load, "Ma, say, isn't that enough?" A favorite argument of his against doing some particular thing was, "Well, and what are you going to do, Ma?"

I wonder if mothers couldn't remedy such blemishes in sons if they should see fit. Fathers, mothers, sisters and brothers together are the home-makers. If the home is to be that of a proper partnership, all partners should share the liabilities as well as the assets.

Now, what constitutes a boy's stock in trade in this partnership, if he does little or nothing about the house? He is not a producer, and he is not entitled to the care and protection of the home after a certain age is reached, unless he earns his board and lodging.

There is no other work in the world so monotonous, so soul-depressing, as cooking, cleaning, or general housework,—doing the same thing over and over again for ten, twenty, thirty, or forty years!

It is not fair that all such work should be forced upon what public opinion has called the weaker sex. Justice demands that we change many of the time-honored customs, most of which are inherited.

It used to be said that a boy who is fond of music will not amount to much. What more absurd notion can there be, unless it be that boys are "girlish" if they do housework? Don't they make housework? A manly boy should certainly not be ashamed to do work that his mother has to do. If it is too rough for him, it is too rough for her.

I see no reason why boys should not learn to make bread, as well as girls learn to keep books. Why shouldn't a boy sew on buttons, darn his socks, and know how to mend holes in his clothing? What right has he to expect his mother or his sisters to do these things for him, unless he is so occupied providing for his mother and sisters that he has no time to do plain sewing? I knew a mother who had seven boys and girls. Most of the housework was done by the boys, and, when they complained, their mothers used to tell them that they were born to make life pleasanter and easier. Each boy of this household had his task outlined. On Saturday, Will washed the windows, Harry cleaned the silver, Joe scrubbed the floors, and so on. One Saturday, Master William brought his budding intellect into play. He told his mother that the windows were just as badly soiled as if he had n't washed them the preceding Saturday. He thought they might be left unwashed for several weeks, and he would be saved some trouble. She said nothing, so William

Digitized by Google

started for the baseball grounds. After dusk, he returned happy and hungry.

"Willie," said his mother, "you are just as hungry to-night as if you had had no supper last night, and you'll be just as hungry to-morrow night. You'll get no supper to-night. I'm going to save a little on food."

William resorted to argument again. But his mother would not be moved. No supper was given him, even after he had promised to wash the windows regularly. Many mothers weaken when it comes to pinching the stomachs of their boys. This one reasoned that, in a case of this kind, judicious fasting would prove far better than thrashing or scolding.

Many mothers leave their beds when ill, because the family purse will not permit having a servant, and the father cannot, or will not, cook. Again is revealed the maternal terror lest a child be hungry.

A small boy in my neighborhood ran away to swim, and was punished by being put to bed at five o'clock in the afternoon. When I entered his room to witness his humiliation, he had just finished a fine dinner of spring lamb and green peas, and was setting up the loudest kind of howl because he had not been served twice with strawberries and cream.

The army of "tramps" owes its existence largely to the unwillingness of boys to do what is called woman's work. On the other hand, the modern girl is crowding the young man out of business. She can do the work of an accountant, a clerk, a telegrapher, or a stenographer, as well as a man can, and she can live on less, because she can make and mend her own clothing. She can do her own washing and cooking to tide over a dull season. Who ever heard of a young man willing to do such things?

Mothers, teach your boys to help you in your household duties, as soon as they are old enough. Accustom them to independent labor. If your boy is going to wash the dishes, let him do so, and you may rest, or put on a pretty gown, and let your son see that he has for his mother a lady instead of a mere drudge.

A boy who can do a girl's work, and his own, too, is doubly well equipped.

LOVE AS A TONIC

ALL through the Bible are passages which show that love is a health-tonic, and actually lengthens life.

"With long life will I satisfy him," says the Psalmist, "because he hath set his love upon me." Love is harmony, and harmony prolongs life, as fear, jealousy, envy, friction and discord shorten it.

Who has not seen the magic power of love in transforming rough, uncouth men into refined and devoted husbands!

There is no doubt that those who are filled with the spirit of love, which is the Christ spirit,—whose sympathies and tenderness are not confined to their immediate relatives and friends, but reach out to every member of the human family,—live longer and are more exempt from the ills of mankind than the selfish and pessimistic, who, centered in themselves, lose their better part of life, the joy and the strength that come from giving themselves to others.

The power of love is often illustrated in a delicate mother who walks the floor, night after night, whose days pass without recreation or change, week in and week out, and who feels more than compensated if she can only procure relief for her suffering little one.

In no other way than through the marvelous power of love can we account for the wonderful miracles of endurance presented by many mothers in bringing up large families. Think of a mother carrying about, perhaps for the greater part of a day and the night following, the same weight, in merchandise or other matter, as that of a sick child! She could not stand the strain. She would be ill in a short time. But love lightens her load and makes self-sacrifice a pleasure. She can bear any burden, even poverty, disappointment, or suffering, for the sake of the loved one. This sublimely unselfish mother-love is a prototype of the most exalted creative love that enraptures the universe, that invites us to be partakers and dispensers of this world-tonic, this great panacea for all of the ills of mankind.

The best way to learn the heart of a boy is to converse with him often in a friendly way.

No matter where you live we fit you.

Suits $10 to $25

Made to your order by skilled tailors. We have a new system of measuring whereby **your measure can be taken by any member of the family.** We tell you how to do it. Impossible to make a mistake.



We guarantee to fit you, and will refund your money if you are not satisfied.

We are tailors to the consumer exclusiveiy. Our immense business lessens cost of production, enabling us to make suits for $10 to $25, which would cost $25 to $50 from your home tailor.

Write for "Our Silent Salesman," containing 78 Samples, Fashion Plate, instructions for self-measurement and tape. It's FREE.

HOME BUYER'S TAILORING CO.,
55 Ryerson Block, Chicago, Ill.



Close Examination
OF
DIXON'S
American Graphite
PENCILS

reveals the fact that only the finest materials and workmanship enter into their construction. That is why they always give satisfaction. Try them.
When not at dealers, mention this publication and send **16 cents for samples worth double.**

JOSEPH DIXON CRUCIBLE CO.,
Jersey City, N. J.

A GOOD BED
IS BETTER THAN MEDICINE
Foster's Ideal Spring Bed
is used in leading hotels and by best private families throughout this country. Ask your dealer or write for
"Wide-Awake Facts About Sleep"
to FOSTER BROS. MFG. CO., 101 Broad Street, Utica, N. Y.

SPRING STYLES of Hawes HATS
Now on Sale.



"DEARBORN JUNIOR" Typewriter Table Cabinet
Made of golden oak, handsome finish. The cheapest, handiest and most serviceable piece of office furniture made. Sold on approval for $10, charges prepaid east of the Rockies. Use it 30 days; if not satisfactory, return it at our expense, and we will refund your money. Write for illustrated catalogue of the famous Dearborn Cabinets.
DEARBORN DESK CO., - Birmingham, Ala.

A MAN OF BUSINESS
who neglects to read our large advertisement on page 184 passes an exceptional opportunity to better his business.
Nothing is said there about our book of business systems but you can have it free if you mention *this* advertisement.
SHAW-WALKER

The Globe-Wernicke Co.
CINCINNATI.
New York. Chicago. Boston. London.
ELASTIC BOOK-CASES, FILING CABINETS
CARD-INDEX SYSTEMS.

LEARN TELEGRAPHY

THE OMNIGRAPH
For $4.00
It would cost you more than all the above $4 added together to learn telegraphy the old way. The OMNIGRAPH teaches you perfectly in the shortest time at a total cost of $4. TRANSMITTER, Key and Sounder, Complete. An Expert Operator with you all the time. Circular Free. THE OMNIGRAPH MFG. CO., Dept. 32 Cortlandt St., New York.



The woman who does not know what can be done with . . . .
Campbell's Varnish Stain
toward making the old furniture about the house look new, will get a booklet and color card ***free*** by sending her address to the
CARPENTER-MORTON CO.,
78 Sudbury St., Boston, Mass.



RIDE THE RESTFUL **Racycle**
RIGID, REASONABLE, RADICALLY RIGHT.
Research Reinforces Racycle's Reputation. Riders Remember Racycle.
Reduced Rates to Resident Representatives. Request Rates and Reprints of Royal Racycles.
MIAMI CYCLE & MFG. CO.,
Middletown, O.

LINCOLN,
and most of the men who have achieved national greatness, secured their educations under great hardships. The ambitious who strive for better things and a place at the top, can, by devoting a reasonable amount of study at home, while not interfering with present occupation, become proficient in the following: Bookkeeping, Shorthand, English Branches, Mathematics, Electrical Engineering, Electric Power and Lighting, Mechanical Drawing, Civil Engineering, Stationary Steam Engineering, Architecture, Architectural Drawing and Designing, Chemistry, Agriculture, Civil Service.
We bring a university education to the door of the ambitious. Write to-day for free prospectus if you would gain a name in the business or professional world.
GRANT UNIVERSITY (Chartered),
Box 2390, Battle Creek, Michigan, U. S. A.



Shade Won't Work
BECAUSE it isn't mounted on
THE IMPROVED
HARTSHORN
SHADE ROLLER.
A perfect article. No tacks required. Notice name on roller when buying your shades.

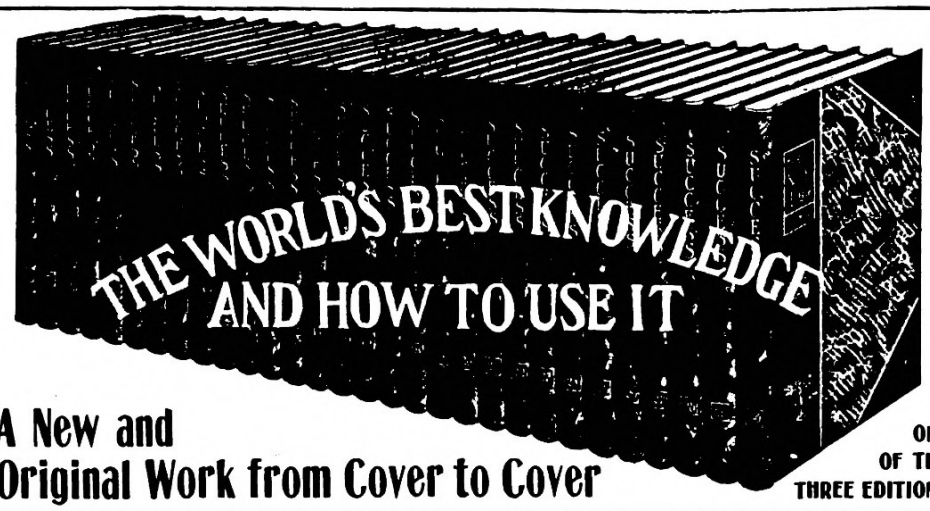
Shredded Wheat BISCUIT
100% Nutrition

Digitized by Google

The

SUCCESS LIBRARY

INSPECTION ALONE can convey an adequate idea of the plan scope and purpose of this monumental work and of its immense utility to progressive people. The Library proves a genuine surprise to those who have received it; they find so much that is *really helpful* in a *practical* way; so many *actual aids* in *every-day affairs;* so much, indeed, that cannot be found in any other reference work.



A New and Original Work from Cover to Cover

ONE OF THE THREE EDITIONS

Those anxious to make the most of every opportunity in the direction of successful achievement find that these volumes place at instant command the *best and latest thoughts* and the *most advanced knowledge* to that end.

SOME OF THE 300 EDITORS & CONTRIBUTORS

President Roosevelt
Arthur T. Hadley
Lyman J. Gage
Hamilton Wright Mabie
Edward Everett Hale
Newell Dwight Hillis
Bishop Potter
John Fiske
Chauncey M. Depew
Ambassador Choate
Edwin Markham
Thomas A. Edison
James J. Hill
Hudson Maxim
Ernest Thompson Seton
Hon. B. B. Odell, Jr.
Henry Clews
Levi P. Morton
Julia Ward Howe
H. H. Vreeland
Henry Watterson
Lieut. Gen. Miles
Elizabeth Cady Stanton
Charles F. Thwing
T. W. Higginson
Dr. George F. Shrady
Harriet Prescott Spofford
H. M. MacCracken

For the Business Man the broad questions of *finance, credit, capital* and many kindred subjects are treated by those who know—who have learned in the school of experience. (*See partial list of editors and contributors.*)

For the Professional Man there is abundant expert professional aid along many lines.

For the Young Man and Woman the Library exhaustively and critically surveys the whole field of the *professions, trades* and *occupations*—more than one hundred of them are discussed by experts and from every point of view. Salary, qualifications required, nature of duties, congeniality of pursuit and chances of promotion are gone into.

For the Father and Mother, the work is an up-to-date encyclopedia of domestic economy and family management giving expert information of the highest importance in the early training of children and of the greatest value in guiding the young of both sexes along the lines of right-thinking and right-doing.

And all the knowledge in the many departments (*see partial list at right,*) with much information not in the body of the work is epitomized and made available for instant reference in an exhaustive, illustrated encyclopedic index covering more than 30,000 topics, making the Library invaluable for the business man or woman, the parent, the teacher or the pupil. It is

SOME OF THE DEPARTMENTS TREATED

History
Biography
Literature
Language, Music
Science, Art
Physical Culture
Nature-Study
Manual Training
Home-Development
Recreation
Training of the Young
Politics, Banking
Domestic Science
Art of Entertaining
Light and Optics
Electricity, Heat
Etiquette, Fine Arts
Physiology
Civil Service
Economics
Astronomy
Elocution, Oratory
Art of Dress
Finance, Rhetoric
Botany, Ethics
Chemistry
Journalism
Belles-Lettres

An Investment, not an Expense

THE Library contains more than 6,000 pages, the volumes being 7¼ x 10¼ inches in size. There are 2,200 vignetted text-illustrations, many of which are original portraits of celebrated men and women. There are also ninety-six full-page plates in colors,—a larger number than is to be found in any other reference work of which we know. The paper is of wide margin, velvet finish, and special manufacture,—the type, large and well-spaced,—making a page easy to read by young or old. In both appearance and durability the mechanical execution of the Library is unsurpassed, as befits a work destined to last a lifetime of daily use. Readers who are interested should send in *at once* so as to enable them to come to an intelligent decision, and secure a set from the desirable first edition (printed from the fresh new plates), in which the engravings are brought out with the greatest delicacy and beauty.

INQUIRY COUPON

.....1902

The SUCCESS CO., New York

I am interested in THE SUCCESS LIBRARY, and shall be glad to receive a special set of portrait cards, descriptive of the work, with particulars regarding the different editions.

Name.....

Occupation.....

Town.....

(S. M.) Street.....

CUT THIS OUT

In order to convey to our readers an idea of the plan, scope, and authorship of the Library, we have prepared a set (or pack) of fifty ornamental cards, devoted to outline descriptions of some of the leading departments and presenting portraits of many of the editors and contributors. These cards are a most interesting novelty in book-presentation and also give an admirable conception of the utility, value and interest of the Library. One of these packs will be sent on request to those really interested in learning about the work.

For full information regarding prices and terms of the three editions, address,

The SUCCESS COMPANY

533 University Building
NEW YORK

THOROUGHNESS GIVES MASTERY

WILLIAM MATHEWS

A ROMAN biographer says of Julius Cæsar that he was almost sure of success in all his enterprises, because one great achievement always prepared him for another,—"for he always rounded his actions well off, and finished them with a complete close." How many persons fail in their careers—in the ministry, law, medicine, trade, and business generally,—because of the lack of this quality of thoroughness! Impatient for immediate results,—laying no deep foundations,—they serve a brief apprenticeship to their calling, the result of which is a lack of mastery, and, sooner or later, a humiliating failure. Nor is this all. A great deal of the joy of life consists in doing perfectly, or, at least, to the best of one's ability, everything which one attempts to do. There is a sense of satisfaction, a pride, in surveying such a work,—a work which is rounded, full, exact, complete in all its parts,—which the superficial man, who leaves his work in a slovenly, slipshod, half-finished condition, can never know. It is this conscientious completeness which turns work into art. The smallest thing, well done, becomes artistic.

Why is it that we are told to beware of the man of one book? It is because all experience shows that the man who has made some great work, some masterpiece of genius, like Butler's "Analogy," Burke's "French Revolution," Chillingworth's "Religion of Protestants," Gibbon's "Decline and Fall," Adam Smith's "Wealth of Nations," or Mill's "Logic," his pet, his daily and nightly companion,—studying it thoroughly and critically till, like the iron atoms of the blood, its ideas have become a part of his mental constitution,—is, as Dr. Johnson once said, "a dangerous antagonist." It is not merely the knowledge which he stores in the cells of his memory, concerning the subject or subjects of the work, which makes him a hard man to cope with, but, by the intensity of his study, his intellect has gained in weight and momentum, and he has developed and disciplined his reasoning powers so as to become a prompt and vigorous debater, while at the same time acquiring a completeness of execution which he will carry into every pursuit he may afterwards follow.

By what arts did William Ellery Channing triumph over the disadvantages that beset him early in his career? He tells us that, in his youth, he was hardly able to buy the clothes he needed. But the idea of self-improvement had seized on him with a firm grip, and he determined to be thorough. "I wanted to make the most of myself," he says; "I was not satisfied with knowing things superficially and by halves, but tried to get some comprehensive views of what I studied." In a wholly different sphere, the success of the great artificer—the late Alvan Clark, whose cunning fingers brought the stars nearer and nearer to us with each creation of his art,—was due to patience and thoroughness. It is a little thing to grind glass better than other men; it is a great thing when the grinder puts his patience, his caution, the delicacy of his touch, and the careful accuracy of his measurement at the service of the astronomer, and instantly brings all the stars of heaven nearer to his gaze, while bringing within the range of observation some that he never saw before.

When Charles Dickens was asked to read a new selection, he said that he had not had time to prepare for it; he was in the habit of reading a piece once a day for six months before reciting it to the public. It is said that Ruskin's idol, the painter Turner, though he began poor, and did a deal of drudgery for a pittance, never slighted the humblest piece of work. He did everything thoroughly and conscientiously, making each day's work an advance upon that of its predecessor. "I have neglected nothing," was the explanation given by Nicolas Poussin—the greatest of French historical painters, the superior even of Claude in landscape-painting,—of his success. When Macready was playing in the country theaters of England, Ireland, and Scotland, before he ventured on the London stage, he made it a rule, whether he had large audiences or only two or three listeners, invariably to do his very best. Like Barton Booth, he would play to a man in the pit. "Before the most meager audiences ever assembled," he once said, "it has been my invariable practice to strive my best, using the opportunity as a lesson; and I am conscious of having derived great benefit from the rule. I used to call it acting to myself."

Digitized by Google

TWO MARVELOUS IMPROVEMENTS make the EDISON PHONOGRAPH Perfect.



TRADE MARK
Thomas A. Edison

The New Molded Record "Hard Wax" and the New Reproducers

duplicate the human voice in volume and clearness. Absolutely free from scratching—perfectly smooth and natural. A new result from your old phonograph.

New Reproducers on all new phonographs. Nine styles from $10.00 to $100.00. The new Records, 50 cents, $5.00 per dozen.

Full particulars at all dealers.

NATIONAL PHONOGRAPH CO.
New York Office, 135 Fifth Ave.
Chicago Office, 144 Wabash Ave.

Foreign Dept.
15 Cedar Street
New York.

"Big Four"

Not only operates in Ohio, Indiana, Illinois and Kentucky,

2,400 Miles

of the best constructed and finest equipped railroad in America, but also maintains magnificent through train service in connection with the New York Central, Boston & Albany, and other roads.

Write for folders.

Warren J. Lynch, W. P. Deppe,
Gen'l Pass. & Ticket Agt. Asst. Gen'l P. & T. A.
CINCINNATI, O.



"MIZPAH" VALVE NIPPLES
WILL NOT COLLAPSE

And therefore prevent much colic. The valve prevents a vacuum being formed to collapse them. The ribs inside prevent collapsing when the child bites them. The rim is such that they cannot be pulled off the bottle.

Sample free by mail.

WALTER F. WARE, 519 Arch Street, Philadelphia, Pa.

PROFITS IN BOOKS

Selling books of different publishers is entirely different from canvassing for a single book. We send Catalogue with publishers' prices only to show customers.

AGENTS ARE MAKING BIG MONEY

Special terms if you mean business. Orders shipped day received.
THE BOOK SOLICITORS ASSOCIATION,
266-268 Wabash Ave., Chicago, Ill.

PATENTS. FREE!

Valuable Book on Patents. Tells how to secure them at low cost. How to Sell a Patent, and What to Invent for Profit. Gives Mechanical Movements invaluable to Inventors. Full of Money-Making Patent Information. NEW BOOK FREE to all who write.

O'FARA & BROCK, Patent Attys., 801 G St., Washington, D. C.

"YOUR MONOGRAM"

Wax Seal with wax and tapers postpaid $1. 2 letter design 50c Rubber Stamp 75c. Devil 10c. Name or Initial 10c. each, Big Cat. 4c. HAMMOND MF'G CO., Dept 8 AURORA, ILLINOIS

WHO THE DEVIL IS THIS FROM

$3 a Day Sure

Send us your address and we will show you how to make $3 a day absolutely sure; we furnish the work and teach you free; you work in the locality where you live. Send us your address and we will explain the business fully, remember we guarantee a clear profit of $3 for every day's work, absolutely sure. Write at once. ROYAL MANUFACTURING CO., Box 516 Detroit, Mich.

Why have our naval captains shown such a mastery of their calling? Is it because no one of them has ever come to the command of a ship "through the cabin windows," but has begun at the bottom; because each, as a midshipman, "had to learn all the ropes," and make himself familiar with every detail concerning a man-of-war, and the way to manage her in fair weather or foul; because he has been obliged to climb shrouds and man yards, to set and furl sail alike in winter's storm and sleet and in summer's calm?

Let every young man, then, who aspires to success in life, resolve to be thorough in all his work. Let him study the examples of the foremost men in his calling, and strive, at whatever cost of toil and drudgery and self-denial, to master completely, in all its breadth and in all of its details, the art, craft, business, or profession to which he has dedicated his days. It is wonderful how such a mastery of one's calling will make even its driest and most repulsive details interesting. It is a well-known fact that the men who have risen to the highest eminence in the law conceived at first a disgust at the study. Lord Somers told Addison that, having been obliged to search among old records, the task, which, at the outset, was intolerably irksome, became so exceedingly pleasant that he preferred it to reading Virgil or Cicero, although classical literature had been his constant delight. Up to the point of efficiency, when one is learning a trade or profession, there is comparatively little joyousness in his labor; but, with the consciousness of mastery,—of thorough knowledge and aptness,—there comes a feeling of strength, of self-satisfaction, of superiority, which takes away all sense of drudgery, and makes the pursuit of one's occupation a source of constant delight.

Sweet Echoes Repeat Kind Words

EVERYTHING that one does in life has a reaction, an echo, which either applauds or condemns the deed, and is ever afterwards a perpetual reminder of nobility or baseness. Wherever you are, you will hear echoes of the good that you have done. Whether pleasant or disagreeable, they will be continually coming back to you in memory-waves, and will tend to make you happy or miserable.

If you have said a kind word that helped to lift a life out of an uncongenial environment, if you have aroused the embers of an ambition that has been slumbering for years, and which would have gone out in darkness but for your fanning them into living flame, then will this sweet echo speak to you. "Scatter your flowers as you go, for you will never go over the same road again."

If, on the contrary, you kept the flowers, which you should have given to the living, for the dead, spared the kindly word of praise and admiration, or the expressions of love, until the ears which they would have gladdened were deaf in death, then will obnoxious echoes of condemnation haunt you. Tears and flowers at a funeral do not atone for wasted opportunities to scatter brightness or show love.

Every thought or deed sends back an echo like itself. If we have been helpful and generous, sympathetic and kind, always considerate, we shall hear echoes that will uplift, encourage, and satisfy. If we have been mean and contemptible, vicious, narrow, indolent, we shall hear echoes repeat the voices which gave them birth.

Aim at Completeness

WHAT would you think of the chances of success of a youth who should start out with a determination to use but one hand, one ear, one eye, and one leg? What would you think of his chances of becoming a complete, well-rounded man physically? Would it not be just as sensible, however, for him to do this as to start out with a determination to cultivate only a few of his faculties, and to let the others starve or atrophy?

Is it any worse to develop the muscles of one arm by exercise until it becomes as strong and powerful as that of an athlete, while the other arm is kept in a sling until the muscles become flabby, than it is to neglect developing the larger portion of the faculties of the mind until the man deteriorates almost to a brute?

A youth who has sent the current of the red river of life through all its tributaries to nourish live faculties, and to arouse dormant ones, cannot fail to unfold a well-balanced, well-rounded personality, while the youth whose river of life has but one tributary must forever remain one-sided and incomplete.

How to Paint a House Cheap

And Have it Guaranteed to Look Better, Wear Longer and Cost Less Than The Best White Lead Paints.

Never Fades, Cracks, Chalks, Peels or Blisters, and is Not Affected by Gases. Fifty Sample Colors Prepaid to Any Address Absolutely Free.

The cost of painting the house and barn, outbuildings and fences is a heavy burden. Cheap paints soon fade, peel or scale off and white lead and oil costs so much and has to be replaced so often that it is a constant expense to keep the



THE WALDORF-ASTORIA, NEW YORK CITY, ONE OF THE MOST MAGNIFICENT HOTELS IN THE WORLD IS PAINTED ENTIRELY WITH THE WORLD-FAMOUS CARRARA PAINT.

bright, clean appearance so desirable in the cosy cottage home or the elegant mansion. To meet the needs of the small purse and at the same time give the rich, lasting, protecting effect of a first-class paint caused the manufacture of Carrara Paint, and it is the best paint for house, barn, or fence; for interior or exterior work it has no equal. It is smoother, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile; and never cracks, peels, blisters or chalks; it does not fade; it outlasts the best white lead or any mixed paint and it covers so much more surface to the gallon that it is cheaper in the first costs than most cheap paints. The following are a few of the large users of Carrara Paint.

Pennsylvania R. R. Co.; Pullman Palace Car Company; Chicago Telephone Company; Central Union Telephone Company; Field Museum, Chicago; Kenwood Club, Chicago; Cincinnati Southern; C. & E. I. R. R. Co.; Denver & Rio Grande R. R.; Wellington Hotel, Chicago.

From railroad box car to elegantly furnished general offices of the great railways; from race track fences and stables to fancy club house; from plain brick walls and stone fences to tin roofs and interior finish of stately hotels; from country barn or hay shed or cheap out building to farm residence, suburban home or luxurious city residence, Carrara is used because it lasts longer, never fades, never cracks, never blisters, never peels, covers more surface than the highest priced paints and costs less than the cheap mixed paints that injure instead of protect. There is but one Carrara. It is made by the Carrara Paint Agency, 271 Carrara Works, Barberton, Ohio, and anyone having a house to paint, should send for 50 sample colors, free, of this great paint that has stood the most rigid tests for 25 years, and bear in mind that it is the only paint ever manufactured that is backed by a positive guarantee in every case. Write to-day and save half your paint bills in the future.

CHAVASSE'S Advice to a Mother

on the management of her children and on the treatment on the moment of some of their more Pressing Illnesses and Accidents.

15th Edition. Revised and Enlarged, 12 mo. cloth, $1.00.

GEO. ROUTLEDGE & SONS, 119 West 23d St., New York.

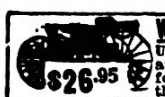
POULTRY PAPER FREE.

Your name and address on postal card mailed to Reliable Poultry Journal, Quincy, Illinois, will bring you free sample with elegant full-page color plate frontispiece showing in natural colors a pair of standard fowls, reproduced from oil painting by FRANK L. SEWELL, World's greatest poultry artist. Sixty-eight to 160 pages monthly, 50 cents a year. SEND TO-DAY FOR FREE SAMPLE.

100 VISITING CARDS Post paid 35c

Latest and correct styles and sizes. Order filled day received. Satisfaction guaranteed. Not obtainable elsewhere at twice the price. Booklet "CARD STYLE" FREE. Agents wanted. Also business and professional cards. For samples WEDDING ANNOUNCEMENTS, Etc., send 2c

E. J. SCHUSTER PTG. & ENG. CO., Dept. 5, St. Louis, Mo.



$26.95

WHEN YOU BUY Buy the Best that you can get for your money. Buy a U. S. Custom made Vehicle. We build a $38 Buggy and sell it for $26.95, and a high grade $60 Buggy for $43.85. As Mfg'rs we explain to all inquirers the difference between these Buggies. Buggy Top and curtains $5.00, Tired Buggy Wheels $5.75, Hickory Shafts $1.00. We save you $10.00 on Rubber Tires. Spindle Seat Runabout $26.19. It will pay you to write for Free Catalogue.

U. S. Buggy & Cart Co., 576 5th St., Cincinnati, Ohio.

AUTHORS SEEKING A PUBLISHER

Manuscripts suitable for issuing in volume form required by an established house; liberal terms; prompt, straightforward treatment. Address,

"BOOKS," 141 Herald 23d St., New York.

Digitized by Google

APW Toilet Paper

"A. P. W. Brand" is the finest Satin Tissue of the largest manufacturer in the world. A case containing

One Year's Supply

for the average family sent on receipt of

ONE DOLLAR,

delivered, *charges prepaid*, at any express point in the United States.

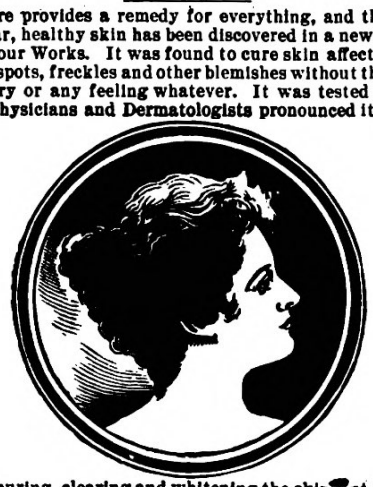
Sample sheets and unique booklet mailed *free*.

A. P. W. PAPER CO.,
30 Colonie St., Albany, N. Y.

True Beautifier.

New Liquid that Clears the skin. Send your Name and Get a Quart of It without One Cent of Expense. When It Helps You then Pay for It. If It Fails it Costs You Nothing.

Nature provides a remedy for everything, and the secret of a clear, healthy skin has been discovered in a new solution used at our Works. It was found to cure skin affections and remove spots, freckles and other blemishes without the slightest injury or any feeling whatever. It was tested in every way. Physicians and Dermatologists pronounced it wonder-



ful for curing, clearing and whitening the skin, yet as harmless and mild as cream. It was named Kentucky Complexion Beautifier, and no skin is too bad to be cleared by it. It is easy to use, being simply poured into the hand and rubbed into the skin morning and evening. It quickly heals up pimples and other breaking-out; cures eczema, tetter and the worst skin diseases; clears away brown or liver spots, freckles, blackheads, sallowness, greasiness, redness, tan and every other blemish, excepting moles, wrinkles, scars, birthmarks, etc., leaving the skin pure, bright and velvety. It never fails to make a complexion to be proud of. But we don't ask you to take our word for it; see for yourself. We will send you a Quart of the Beautifier in plain case with no marks on outside, all delivery charges prepaid by us,

ON THREE WEEKS' FREE TRIAL

without one cent of expense to you. All we ask is that you use the Liquid regularly. If you find it as represented, send us the price, $1. If not, we don't want your money. But you will find it all we claim. Write your full address plainly so the package will be sure to reach you. Write now; this introductory offer won't last long. Address: The CHAPLIN MILLS Co., 1029 North Scott St., Covington, Ky.

DR. SCOTT'S **$1**

Electric Hair Brush,

It positively cures nervous headache, dandruff and diseases of the scalp; makes hair long and glossy.

Guarantee If not satisfactory, money will be refunded. Bristle, not wire.

Dr. GEO. A. SCOTT, - 870 Broadway, New York.



$3.90 KITCHEN CABINET

Size, 27 x 42; height, 30 inches. Made of select material, nicely finished; has two large movable bins, insect proof, each will hold 50 pounds of meal or flour. Has tight, roomy drawer and large kneading board. Send for large Catalog House Furniture No. 100, also Refrigerator Catalog —*Factory prices.*

Catalog Free. Clothing and dress goods, household, farm and family supplies, Bicycles, Sewing Machines, etc. We sell everything. Lowest Prices on earth. Ask for Catalog No. 868.

E. H. Stafford & Bro.
CHICAGO, ILL.

SUCCESS

A Monthly Journal of Inspiration, Progress, and Self-Help

ORISON SWETT MARDEN, *Editor and Founder*
THE SUCCESS COMPANY
University Building, New York City
Subscription, $1.00 a year *Ten Cents a Copy*

TABLE OF CONTENTS
MARCH, 1902

Marconi's Achievement Was Not an Accident — HERBERT WALLACE 127
Toil and Trial Pave the Way to Triumph — RICHARD LE GALLIENNE 129
Men Who Have Made Farming Profitable — RUFUS ROCKWELL WILSON 130
The Unremitting Mental and Physical Discipline at West Point Makes Model Men and Superior Soldiers . . 130, 133
CAPT. W. C. RIVERS, U. S. A.
LIEUT. H. J. KOEHLER, U. S. A.
The Fur Traders . . . . . — STEWART EDWARD WHITE 134
President Palma's Plea for Cuba . . . 136
The King Weds (Fiction) . . . . . — ROBERT BARR 137
A Touch of Human Brotherhood (A True Story) — THEODORE DREISER 140
The Optimist and the Pessimist 142
Graduate Number 1. (A True Story) . . 143
MAJOR GENERAL DANIEL E. SICKLES, U. S. A.
Significant Expressions of Opinion, in Epitome, Echoing the Heavy Tread of Marching Events 144, 145
Useless Economy Is Ignoble . . . . . — ELLA WHEELER WILCOX 146
The Editor's Talk with Young Men . . 147
Many Methods of Youthful Seekers for Life's Prizes 148
The Ability to "Do Things" . . . . — F. AUGUSTUS HEINZ 156
New Ideas in Men's Dress . . . . . — C. M. CONNOLLY 178
Sanitary Aids to Success (Recreation) . . — F. L. OSWALD, M. D. 180
Inertia Is an Energy-Killer 186
Riches Without Money . . . . . — MARY LOWE DICKINSON 192

Poetry by Mildred I. McNeal, Nixon Waterman, Felix G. Pryme, Alfred J. Waterhouse, R. K. Munkittrick, and Frank Walcott Hutt.

Success for April, 1902
EASTER NUMBER
A FEW IMPORTANT FEATURES

Edwin Markham has written a new poem which will appear exclusively in the April "Success." It is entitled "The Dream of Pilate's Wife."

▲ ▲

Justin MacCarthy, the celebrated Irish author and politician, will write on the value of humor in life.

▲ ▲

Maxim Gorky, the Russian peasant who has achieved literary fame, will contribute a short story entitled "The Song of the Falcon." This is one of the best stories ever written by this famous young author.

▲ ▲

Cy Warman, the noted author of "Snow on the Headlight," will tell all about the conquest of Alaska.

▲ ▲

Mrs. Mary A. Livermore, author of "What Shall We Do with Our Daughters," has written an important paper on marriage.

▲ ▲

Theodore Dreiser will describe and analyze the "Sweat-shop" system of employment in New York City.

▲ ▲

James W. Alexander, president of the Equitable Life Insurance Company, will contribute a practical paper of interest to the great army of insurance solicitors.

▲ ▲

Charles Wesley Emerson, president of the Emerson College of Oratory, Boston, will furnish the second of the series, "The Making of an Orator."

▲ ▲

Frank Hix Fayant will tell about the building of the largest, strongest, and swiftest locomotives in America, and of their uses in foreign countries.

▲ ▲

Joseph Blethen, the popular writer of western fiction, contributes a new story of a Puget Sound romance.

▲ ▲

Emilio Aguinaldo, the Filipino leader, will tell in his own words the story of his capture, and will give his ideas about the establishment of peace in his country. The six congressmen who visited the Philippines, as a committee, will present their views on the future of the islands.

▲ ▲

J. Lincoln Brooks will continue his valuable articles on employers, and, in this number will write about the influence of the employer on the employee.

▲ ▲

William De Leftwich Dodge, the noted artist whose mural decorations adorn the interior of the dome of the Capitol at Washington, painted the cover for the Easter number of SUCCESS. It is resplendent with the glory of the season it represents.



Lovely Complexion FREE.

Every Lady in the Land Can Now Have a Beautiful Skin—A Trial Box Free.

No lady should despair if her complexion is imperfect. Merely send your name and address to Mme. M. Ribault, 3542 Elsa Bldg., Cincinnati, Ohio, and she will send you free prepaid in plain wrapper a trial package of her wonderful remedies that absolutely guarantee a perfect clear skin. It is not a face powder, cream, cosmetic or bleach, but is absolutely pure and you can use it privately at home. It permanently removes moth patches, redness, crow's feet, pimples, blackheads, flesh worms, sallowness, freckles, tan, sunburn and all other complexion disfigurements.

Helen H. Ralston, 628 Lexington Avenue, Newport, Ky., has a complexion fair as a May day queen. She says of it: "I cannot see why any lady should continue to lack a beautiful complexion when it can be so easily obtained by simply sending name and address to Mme. M. Ribault the same as I did. Write her to-day."



OWNERS of GAS and GASOLINE ENGINES.

Automobiles, Launches, etc., avoid expense and annoyance of batteries by using instead an

Auto-Sparker

can be attached to any engine, new or old. Write for descriptive catalogue.

MOTSINGER DEVICE CO.,
29 Main Street, Pendleton, Ind.

TRANSPARENT HANDLED KNIVES

are indestructible and contain your OWN PHOTO, lodge emblem, name and address. Blades forged blades. Tempered by special process. We are also the manufacturers of the

McKINLEY MEMORIAL KNIFE



No. 268, two-blade size.

Sent postpaid on receipt of . . . **$1.00**

LARGE COMMISSION TO AGENTS.

Send to-day for circulars, terms and territory.

THE CANTON CUTLERY CO., 1403 E. Second St., Canton, O.

CLASS PINS



this style, with any 4 letters or figures and one or two colors of enamel, sterling silver, 25 cents each; $2.50 a dozen. Silver plated, 10 cents each; $1.00 a dozen. Special designs in pins or badges made for any class or society at reasonable prices; send design for estimates. Catalogue free. **BASTIAN BROS., - ROCHESTER, N. Y.**

BUSINESS MEN EVERYWHERE SEND 10 CTS.

for a sample copy of the **Mail Order Journal**, the text book of the mail order business. There is not a business but can be increased by it. Your money refunded if you don't think so.

MAIL ORDER JOURNAL, Room 60, 84 Adams St., Chicago.

AGENTS' $2 OUTFIT FREE—Five Articles, express prepaid. **Wonder Egg Beater and Cream Whip,** will beat eggs in ½ minute, whip cream in 3 minutes. Simplest and best egg beater made. We are the largest manufacturers of Aluminum, Granite and Tin Ware Novelties in the U. S. Dept. 6. E. **HOUSEHOLD NOVELTY WORKS, 25 RANDOLPH STREET, CHICAGO,** or New York, Buffalo, St. Louis, Kansas City, Denver, Seattle.

BUSINESS OPPORTUNITY.

We Want a few GOOD MEN to take charge of a Mail Order business. You get a big mail. Money daily. No experience; we start you. A small business pays from $300 to $2000 a year. Enormous profits; fine business. **A Fortune** for the right person. **Trade Secrets FREE. The F. H. Alden Co.,** Cincinnati, Ohio.

AGENTS WANTED in every county in the state to sell the **TRANSPARENT HANDLE POCKET KNIFE.** Good commission paid. From $75 to $200 a month can be made. Write for terms.

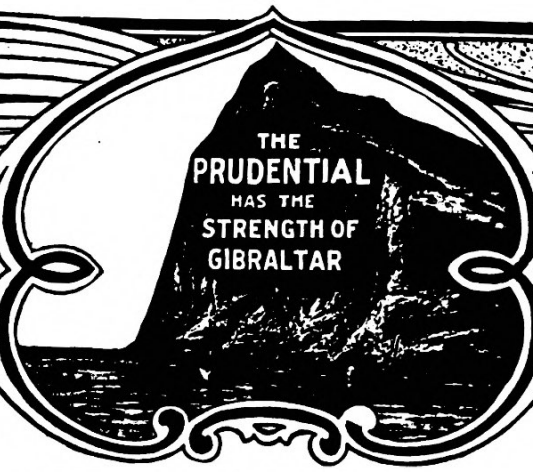
NOVELTY CUTLERY CO., No. 53 BAR STREET, CANTON, OHIO.



DON'T SET HENS the same old way when our new plan hatches 210 times. 100 Egg Incubator Costs Only $2. Over 50,000 in use. 1000's testify. 5000 agents wanted for 1902, either sex. Pleasant work. Big profits. Catalogue and 10c Egg Formula FREE if you write today. **NATURAL HEN INCUBATOR CO., B119, Columbus, Neb.**

PRESS WRITERS' ASSN., ROCHESTER, N. Y., teaches how to write and sell local news and stories. Big pay. COMPLETE COURSE $5. Circular free.

Digitized by Google



1875 1901

Giant Strides by a Giant Company

LIFE INSURANCE written and placed during 1901, over	273	Millions
PAID POLICY-HOLDERS, in 26 years, over . .	58	Millions
ASSETS, end of 1901, over	48	Millions
LIABILITIES, less than	42	Millions
SURPLUS, nearly	7	Millions
INCOME, during 1901, nearly	29	Millions
PAID POLICY-HOLDERS, during 1901, over . .	8	Millions

Policies in Force nearly 4½ Millions.
Covering Life Insurance of over
$703,000,000

SURROUNDING WITH ABSOLUTE PROTECTION

More Than One Million Families

A Progressive Company in which the Safety and Advancement of Its Policy-Holders' interests are the chief considerations.

Write for Information to Dept. 33

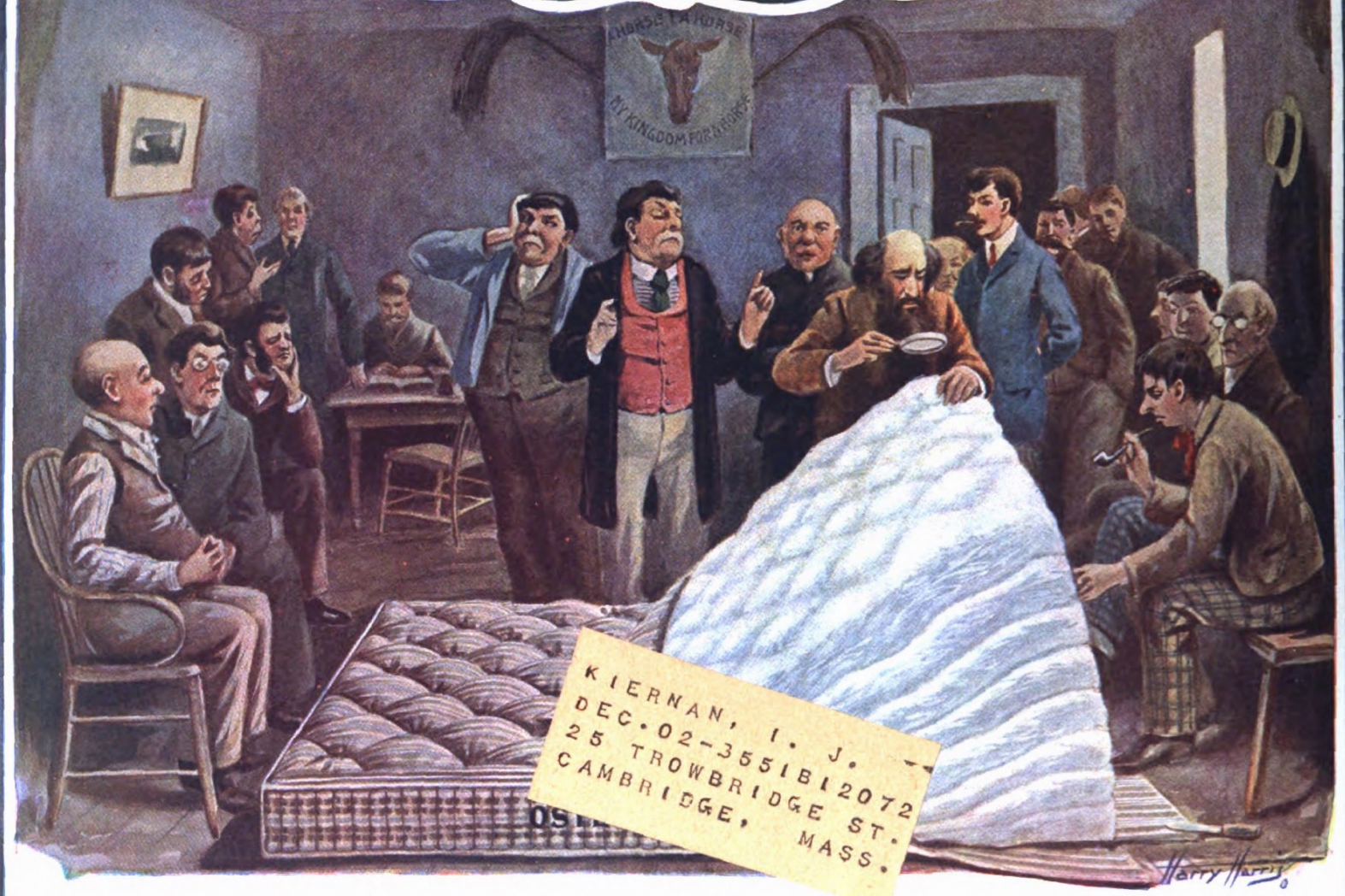
THE PRUDENTIAL

Insurance Co. of America

JOHN F. DRYDEN, President. HOME OFFICE: Newark, N. J.

Digitized by Google

$1,000 REWARD



Resolution passed by the Association of American Hair Mattress Renovators at a recent meeting:

Whereas, *a large and steadily increasing number of our patrons are discarding Hair Mattresses in favor of the Ostermoor Patent Elastic Felt Mattress, in spite of our combined efforts against them, therefore, be it*

Resolved, *that a reward of one thousand dollars ($1,000.00) be paid by this society to any member finding an argument that will discourage their popularity and prevent their continued sale.*

The Ostermoor Patent Elastic Felt Mattress $15. Express Charges Prepaid Anywhere

Consists of airy, interlacing, fibrous sheets of **snowy whiteness** and great elasticity; closed in the tick by hand—constructed, not stuffed. Softer than hair—never mats or packs as hair does—and never needs remaking and is absolutely vermin-proof. In all respects practically un-wearout-able, retaining its shape and elasticity under all conditions and hard usage.

The old-fashioned hair mattress has distasteful and dangerous possibilities. The hair is taken from the bodies of dead beasts. Vermin and germs have doubtless lodged in it, for it cannot be strictly purified. Such a mattress will absorb moisture, and needs frequent "making over"—which is a dirty job.

SLEEP ON IT THIRTY NIGHTS FREE

We sell on the distinct agreement that you may return it at our expense and get your money back (without dispute) if not satisfactory in every possible way, if it is not all that you ever **hoped for, at the end of thirty nights' free trial,** and positively guarantee that the best $50 Hair Mattress made is not its equal in cleanliness, durability or comfort. It is the best mattress ever made at any price and is not an imitation of anything else. Don't believe any one who says it is "just like this," or "just like that." It is just like nothing but itself. It is not for sale by any store or agent—an Ostermoor Mattress can only be bought of **Ostermoor & Co.** direct. Don't be cheated by unscrupulous dealers.

Church Cushions

We make and renovate them quickly, thoroughly, and cheaper than you imagine. They are in use in over 25,000 churches.

Read Rev. Dr. R. S. MacArthur's Opinion:

CALVARY BAPTIST CHURCH, NEW YORK, Feb. 6, 1901.

Dear Sirs: It gives me much pleasure to say that the *Patent Elastic Felt* Cushions put by your company into the Calvary Baptist Church more than forty years ago are still in excellent condition, and I can most heartily recommend them. They still retain their elasticity, and are free from moth and vermin of every sort. They have preserved their shape better, and are, in my judgment, in every way more desirable than cushions made of any other material offered to the public. The cushions were put in the church long before I became a preacher. Of their present condition I can judge. In regard to the length of time they have been in use, and the satisfaction they have universally given, the officers of the church are my authority.

We found the cushions, after so many years' constant use, in such good condition that, upon going into our new church, we had you recover them, and they are today certainly as good as new. Very respectfully,

R. S. MACARTHUR, D. D.

Send for our New Book, "CHURCH CUSHIONS."

SEND FOR HANDSOME BOOK FREE

We have spent thousands of dollars in perfecting our handsome book, "THE TEST OF TIME," which we mail free. It costs us 25 cents but *costs you nothing* but the postal card to ask for it. It tells about a product and a process of manufacture on which every intelligent man and woman should be posted—whether they want a mattress or not. We want you to have this book—simply send your name on a postal. We don't ask you to buy, although we hope SOME DAY you will.

Rev. JOS. A. SEISS, D. D., Philadelphia, Pa.

Messrs. OSTERMOOR & CO., 1338 Spring Garden Street, Jan. 10, 1901.

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, for there is not, to my knowledge, anything so satisfactory and enduring as *your mattress.* Surely the sight of this twenty-eight year-old mattress, and my remarkable experience, must convince doubters, if any are left. Yours truly, JOS. A. SEISS.

WARNING! Not for sale by stores. Our name and guarantee on every genuine mattress. A few unscrupulous dealers are trying to sell a $5 mattress for $10 and $15 on our advertising. Patent Elastic Felt Mattresses can only be bought of

Send for "THE TEST OF TIME."

It will interest you any way to know about the BEST and CHEAPEST mattress in the world.



Compressing the Felt, binding and closing the tick by hand.

2 feet 6 inches wide, 25 lbs.	$8.35
3 feet wide, 30 lbs. " "	10.00
3 feet 6 inches wide, 35 lbs.	11.70
4 feet wide, 40 lbs. " "	13.35
4 feet 6 inches wide, 45 lbs.	15.00

All 6 feet 3 inches long. Made in two parts, 50 cents extra. Express charges prepaid to your door.

OSTERMOOR & CO., - 134 Elizabeth Street, NEW YORK.

We paid $1200.00 cash for this page (one time) to get YOU to send for our free book.

Digitized by Google