PROGRESS *of the* WORLD

SOME THINGS THE BUSY WORKER IS DOING FOR THE ADVANCEMENT OF CIVILIZATION

"TIMID SELDOM WIN"

Young Man Who Would Succeed Should Beware of an Excess of Diffidence.

CONSIDER WELL, THEN ACT

Experience Which a New York Merchant Prince Tells About Is an Excellent Case in Point—Meant Wasted Time That Was Hard to Recover.

One of the most successful yet modest men of New York city, so modest that his name seldom appears in print, was recently conversing with his assistant regarding his experiences in life. He was in a reminiscent mood and took them back to his school days, telling them that the one sentence in his reading book which had most to do with his life was, "Nothing venture, nothing have," an adage with which almost every one is familiar. He said that this adage was at first not appreciated but, after a bitter experience and disappointment, the full force of its meaning appealed to him. He told the following story:

"Sometime after I left school I found myself compelled to earn my own living. I wanted to get into the mercantile business and sought an opportunity. I was reading the advertisements and my eye rested on one that read something like this: 'Wanted a young man with common school education to learn the wholesale dry goods business. Apply with reference to so and so.' I immediately went to the establishment, which was a large one, made known my business, and was directed to the office. I followed my directions and stood before the door, but to summon up enough courage to open that I could not. I do not know how long I stood there, but I finally turned around and left the establishment. Going home I happened to pick up my old reader and in a few moments my eye caught the old adage, 'Nothing venture, nothing have,' which I applied to myself. Going directly back to the establishment I opened the office door, walked in, stated my business, and was politely yet firmly told that the position had just been filled. It was months before I had a similar opportunity—long months spent in search of employment, of an opportunity to begin a business life, and strange as it may seem, I found that opportunity in that same establishment, yet I always counted those moment lost time."

The reminiscence serves to illustrate the truth that we have undertaken to place before the young man and women this week—"The timid seldom win." This is almost as much an adage as that which the merchant prince chose as his motto. Indeed, it is in a certain sense his motto reversed, and should constantly be kept in mind by those who are bashful, inclined to hesitate, or lack self-reliance.

True, one should not venture without reason, precaution and careful consideration; but, on the other hand, one should not hesitate when reason, ordinary precaution and self-reliance argue that timidity is against them all. The naturally timid should submit diffidence to each and all of these tests. If he does so he will soon remedy the defect.

BARGAIN SALE WINS A JOB

Gives the Bosses an Opportunity to Get a Line on Those Who Do Good Work.

Special sales held by the big department stores are stepping stones to good jobs. For these sales it is necessary to employ a deal of extra help. The bosses watch the extra hands and note their capacity.

A young man eighteen years old went to New York about the end of the holidays. He tried to get a place in several stores, but failed until he applied to an extensive concern in which an immense midwinter sale was on. The goods he was expected to handle belonged to his line, and he was taken on at the rate of $12 a week. At the end of one week he was given a task of slightly greater importance, and when two more weeks rolled around his manager told him that thereafter he would find an additional $2 in his envelope.

More than that, the boss looked as if he was pleased with this worker, and that meant a better future.

The eighteen-year-old worker is still holding down the same job, although scores of others were let out when the sale ended.

One day, when the worker thought it was safe to draw out the overseer, that functionary told him one of the reasons why he kept him was that he did his work the same way all of the time, that he was not constantly casting about to find an easier if not better way of doing a thing. If it had been better as well as easier to perform the task in a different way that would have been different.

It is these characteristics in the human worker that come in for close scrutiny when such a thing as an emergency sale serves to bring out everything that is in him.

INTERESTING BITS

Last year, British shipyards turned out more than 1,750,000 tons of new shipping.

There are eleven "White" rivers in North America.

Bananas recently sold at seven for a penny in London's Covent Garden.

Women take the place of newsboys in many of the streets of Spanish towns.

About 327,000 tons of coal are burned every week in London.

Of the coal produced in England, one ton out of three is exported.

The weight of one inch of rainfall on an acre of land exceeds 100 tons.

Our railroads kill 10,000 per year. More than half of those on this list are trespassers on the tracks.

The electric companies of all the larger cities reaped a harvest during the past winter by thawing out frozen pipes.

The government printing office last year turned out 9,773,424,000 postage stamps.

In England there is a chalk which is very cheap and can be burned in a grate with coal.

In France it will soon be obligatory to provide automobiles with mudguards to protect pedestrians.

New Idea in Candles.

A unique wax candle, some eight inches long, is so molded that the top is much larger than the bottom, with the idea that as it takes the flame longer to consume the extra wax the length as well as the life of the candle will be prolonged. These candles give a bright, steady light, which is restful to the eyes, and gay designs in red, blue and yellow make them decorative. It is claimed that, although they sell for 75 cents apiece, they are more than worth it, and that another batch cannot be duplicated at this bargain figure.

FIRST SELECT A MODEL

ONE OF THE STEPPING STONES ON ROAD TO SUCCESS.

Hours of Painstaking Endeavor Also a Big Factor, is the Opinion of Graham Hood.

Before the carpenter starts to build a house he gets his plan; before the sculptor makes his statue he prepares a model, and every creator whose work is to put the ideas of his brain into tangible form that others may make use of them is compelled to pursue very much the same course.

In this respect, shaping a career is like painting a picture or building a house. If the right kind of progress is to be made, it must be preceded by a working model—a plan that can be followed with satisfactory results.

Hours of painstaking endeavor, sleepless nights, months and years of careful planning, still more years of thorough study—these are the factors that make for success, and there is no other way to win the victory. Moreover, back of it all, there must have been a plan, for without well defined effort genuine success was never yet attained.

Examine the methods pursued by any successful man, and you will find no difficulty in recognizing the relative importance of the plan in all the affairs of life. Study the unsuccessful man and it will not take long for you to discover that it is his helter-skelter way of doing things that is chiefly responsible for his failure.—Graham Hood.

Merit Generally Wins.

Accident will now and then combine circumstances so as to place an individual higher than he deserves, but in the long run Merit and Merit alone, will determine the outcome. The law of survival is the one immutable law; the strong must rise to their appointed and destined places; the weak must serve those who prove their fitness to command.—Herbert Kaufman.

Pace Made Too Fast

AS A RULE, THE AMERICANS CONSISTENTLY OVERWORK.

And Nervous Diseases Are on the Increase Because of This, Says Professor Quackenbos.

Prof. John D. Quackenbos is one of those who see cause for alarm in the mental and nervous strain which is one of the conditions of life in the business and in the social world. Dr. Quackenbos is an authority on nervous and mental diseases and has written various works on the subject.

"In view of the constant increase in the tension under which the people of the United States live is it to be expected that nervous and mental troubles will increase rather than diminish, thus adding to the death rate?" Dr. Quackenbos was asked.

"Functional nervous diseases are markedly on the increase, represented by brain fag and nervous exhaustion in general, owing to stress and strain."

"What is the remedy for this condition of American life?"

The reply was brief but emphatic:

"The remedy is less work and more exercise, less food, eat more slowly and take two days of rest instead of one. Those business or professional men whose circumstances make it possible will find it wise to leave their offices Friday afternoon and motor to a farm or other country homestead, where they can have absolute exemption from the constant worries and strife and noise and nerve racking influences of a large city."

OFFICE NO PLACE FOR STYLE

Clean Linen Collars Rather Than Imitation Pearls, Advises Writer Who Knows the Subject.

Why does not the business girl, the young woman who for one reason or another is employed in the great world of down-town, wake up to the responsibility of appearing fittingly attired while she is at her work? Consider a moment—which would you rather have as your fellow-worker, says a well-known woman writer—the girl with the simple frock, skirt of modest length and width, collar of decent height and sleeves reaching to her wrists, or the girl with a skin-tight short skirt, exaggerated Dutch neck and elbow sleeves? Which of these girls would have the better chance of getting a position if both were to apply at the same time and their experience in the work was practically the same?

The office is not the place for "style." But it is the place for neatness.

The office is not the place for elaborate dressing. But it is the place for modest dressing.

The office is not the place for strings of imitation pearls, heavy bracelets and gaudy rings. But it is the place for well-manicured hands and clean linen collars.

The office is not the place for lingerie blouses and open-work stockings and buckled shoes. But it is the place for a trim plain shirtwaist and trim, serviceable, well-cared-for shoes.

BANKING FUNDS ON INCREASE

Gratifying Growth of Accounts in the Various Financial Institutions of the Country.

Although the national banks have shown a great increase in the last ten years, the other forms of banking business also have been hurrying forward. According to figures that have been compiled by the government, the aggregate resources of state, savings, private banks, loan and trust companies more than doubled in the period between 1900 and 1910. The increase amounted to $6,712,037,006.04. And this has been an accumulative increase, one that has grown larger every year. The biggest year, of course, was 1910, when the increase was $827,525,248.45.

In the apportionment of the various increases, capital stock saw a jump of 121 per cent. in the ten years. Surplus and profits increased by the same ratio. Loans increased 134 per cent. Bonds increased 80 per cent. Individual deposits increased 109 per cent., and the aggregate deposits showed an average of 115 per cent. The most notable increase, according to the report, was in cash holdings, which increased 153 per cent. in the ten years.

Doesn't Even Hesitate.

"Porters in sleeping cars are often the subjects of satire and abuse," said a friend of the observer. "They don't deserve it. Their efficiency and coolness was proved in the recent wreck of the Twentieth Century Central train. But the true glory of the palace or sleeping car attendant, his pride in his train, its magnificence and speed, is most strikingly manifested in the south. Take a trip some day on a swell 'special' and watch the tall, Nubian-like figure and mien of the porter in his dazzling white garb. Then hark as he strides through the aisle, his full, baritone voice proclaiming this pean: 'Memphis special, gentlemen! This am de Memphis special; get your tickets ready. This train doesn't even hesitate between Charlotteville and Memphis!'"—New York Daily Mail.

Some Other Time.

An announcement in a provincial journal ran:

"The lecture on 'How to Be Always Healthy' announced this evening cannot be delivered owing to the fact that the lecturer is confined to his bed with a severe attack of gout."—Tit-Bits.

MODEL FARMS FOR CITY BOYS

Novel Idea of State Management to Bring City and Country Boys Together.

Having provided for the boys from the country at the 63rd annual State Fair, the management decided to also look after the boys from the city and so established a system of Model Farms on a plot of ground 1,000 feet by 400 feet and on this plot fifty of the city boys will conduct for the next four months minature farms on which will be grown celery, onions, corn, potatoes mangles, beans, sugar beets, squash, pumpkins and other produce according to a schedule and also flowers to beautify the little farms. The lads who will take charge, each of an individual farm, will come from the Boy Scouts and from the Ford Republic and other organizations. These fifty lads will be under the general charge of a man who will give them instructions in the fundamental principles of agriculture and who will also provide them with the necessary seeds. The crops will be so planted that they will be at the harvesting period at the time of the opening of the Fair and on the general results and appearance of each farm the prizes will be awarded. The State Fair Management has offered $100 in five bright $20 gold pieces to the boy whose produce and the general appearance of his farm gives him the lead and the second boy will receive $50 and third boy $25 while other prizes of seeds and agricultural implements will be offered by the merchants of Detroit and exhibitors whose seed and tools may be used. The lads who will range in age from fourteen to sixteen years, will also be allowed to dispose of their produce to the best advantage and in this way every boy will secure adequate returns for his labor. The State Fair Management will prepare the ground for the boys and the first crops will be in the ground within a few days now. The idea of the Model Farms for boys was that of Secretary and Manager Hannon and it was immediately taken in hand by the Directors who gave it their hearty support and by the management of the Boy Scouts and other organizations, who carefully selected the boys. The State Fair management made but one restriction, that twenty-five farms be in actual operation at the time of the State Fair.

In arranging for the farming enterprise for the city boys and for the Boys State Fair school from the boys all over the State, the Michigan State Agricultural Society provides the means for the boys of the city and of the country to get together for the week and the meeting will prove beneficial to all concerned and very interesting to their elders

ADDED PLEASURE TO VISIT

New Yorker's Trip to Atlantic City Remunerative Both as to His Health and Pocket.

A retired merchant who was well known in the jobbing branch in New York fifteen years ago recently spent some time at Atlantic City, where he took his wife for rest and change of scene, and where he had an unusually pleasant experience. "We met there," so he tells the story, "a man whom I had known in a business way many years ago. We and our wives walked and 'roller chaired' together, and they seemed to enjoy our company as much as we did theirs. On the day before we came away Mr. Blank called me into the billiard room, handed me an envelope addressed to me at my New York home and said: 'I intended to bring you this when our visit here was over and before we went back to our home out west.' The envelope contained a check for a balance which the man owed when his business collapsed in 1894, with interest to date. 'So glad I met you,' he added, 'for I saved the carfare to your house.' The New York man added that the debt had passed out of his mind, together with many others which had gone to "profit and loss" in his old books.

Harmony in Tastes.

"I met George and his wife this morning going down town. They have such tastes in common."

"Where were they going this morning?"

"She was going shopping for tub suits and he was going to a wash sale."

Her Prospectus.

Promoter's Little Daughter—Mamma, I think they'll send us a baby now that we've moved over on this new street?

Mamma—How so, my daughter?

Promoter's Little Daughter—Well, I've prospected the territory and they've struck babies on all sides of us.—Judge.

Tactless of Him.

The Brute—What are you thinking of, Mary?

Mary—I am dreaming of my youth.

The Brute—I thought you had a far-away look in your eyes.

Mrs. John D. Rockefeller attended services in the Fifth Avenue Baptist church, New York, Sunday. It was her first appearance in the church since she had pneumonia two years ago.

The quarterly report of Oil Inspector Neal shows that his department has turned $8,209 into the state treasury above expenses.

Because the investigating committee found that conditions in several Saginaw factories are not what it is believed they should be, the Civic league, composed of 200 of the best known women of Saginaw, have decided to establish a rescue home on a farm a short distance from the city. One thousand dollars towards this home has been donated by a citizen, and more money will be raised. The home will be similar to those in Detroit and Grand Rapids.

DAY FOR KISSING

Ancient Custom Is Still Observed in English Town.

Village of Hungerford Has Two Official "Osculators," Who Make Their Rounds Every Hockney Tuesday.

London.—How would you like to be official kisser for the village of Hungerford? The town has two of them, and they work hard and enjoy their labor. Hungerford is on the borders of Berkshire and Wiltshire.

The custom of official kissing there is centuries old. It happens on Hockney Tuesday.

Unless you have lived through Hockney Tuesday you can have no conception of what it means. At eight o'clock the town crier of Hungerford, in gray and scarlet, with brass buttons, comes out of the town hall and blows three notes on the ancient horn given by John o' Gaunt, and that is the signal for two tutti-men to emerge from the constable's house with staves tipped with flowers—daffodils, primroses and tulips, surmounted by an orange.

It is their business to go forth and kiss the damsels of the town, irrespective of age or beauty, according to custom.

James Blake and Anthony Bowsher were the tutti-men this Hockney Tuesday. Mr. Blake is sixty years old; Mr. Bowsher is younger, but both of them kissed vigorously from eight o'clock until seven o'clock in the evening, with a break for dinner.

Tradition decrees that they shall be liberal with oranges and pennies. Therefore, having kissed a maid, they gave her an orange as a solace, and they hurled oranges among the crowd of urchins who followed them about all day.

It was a perfect orgy of kissing. They knocked at doors, and little, high-pitched shrieks floated out into the street, showing how nobly the tutti-men were doing their duty.

Meanwhile, during these goings-on, the Hock-Tide court had been sitting,

Typical Hungerford Cottages.

doing the serious business of the year, appointing a constable, a portreeve, an ale-taster and what not, and at the end the entire court adjourned to the Three Swans for church warden pipes and bowls of smoking punch.

FLOWERS OF ANCIENT EGYPT

Collection at National Museum Near Cairo Shows Every Plant is Still Growing.

Cairo, Egypt.—In a suburb of Cairo stands the national museum of Egyptian antiquities founded fifty years ago by a Frenchman known as Mariette Bey. One department is devoted to an interesting collection of specimens of plants which have been found in the sepulchral monuments of that country.

It is remarkable, says a writer in Harper's, that, although the botanical collection is large and contains many varieties, every plant is still to be found growing in the valley of the Nile. Moreover, the closest examination fails to reveal the slightest difference between the plants that flourished fifty centuries ago and those which the traveler sees today on the banks of the river.

Flowers such as the boy Moses or the children of Joseph picked still bloom unchanged. There are to be seen here blue sprays of larkspur which loving hands laid upon the bodies of those who died a thousand years before Abraham and Sarah went down into Egypt.

In the tombs of later date have been found, together with apparently simple ornamental flowers, such as hollyhocks and chrysanthemums, the various fruits, vegetables and grains for which the land has ever been renowned, such as figs, dates, olives, grapes, pomegranates, onions, barley and wheat. Around the necks and upon the breasts of those who died at the time when Solomon reigned in Jerusalem, about 1000 B. C., were found garlands of celery, which does not appear to have been used at that time as a vegetable by the Egyptians.

All these plants, when they were prepared for the funeral ceremonies, were subjected to great heat, by which their form and color were preserved, but their germinating power was destroyed. Hence all the stories which have been told of wheat having been raised from grains that have lain in the wrappings of mummies for 50 centuries are untrue. Unscrupulous natives have sold to credulous travelers wheat in which modern grains have been mixed with the ancient, but only the modern grains can germinate.

Antidrudgery Club.

Six women in Chicago have organized a club to lessen household cares. The club is the possessor of an electric vacuum cleaner, one electric washing machine, two electric irons and a fan for drying the washing.

The only dues are those required for the upkeep of these labor savers, and this amount has been estimated to be about three cents a week. The initiation fee consists of the price of the apparatus divided into six equal parts.

The members arrange their work so that a small boy may take the apparatus around to each in turn. They live in one neighborhood, so the affair is easily arranged. How practical; how easily the idea could be explained to take in any number of housekeepers. What a help it would be in solving the servant problem.—American Club Woman.

BABY'S ECZEMA AND BOILS

"My son was about three weeks old when I noticed a breaking-out on his cheeks, from which a watery substance oozed. A short time after, his arms, shoulders and breast broke out also, and in a few days became a solid scab. I became alarmed, and called our family physician who at once pronounced the disease eczema. The little fellow was under treatment for about three months. By the end of that time, he seemed no better. I became discouraged. I dropped the doctor's treatment, and commenced the use of Cuticura Soap and Ointment, and in a few days noticed a marked change. The eruption on his cheeks was almost healed, and his shoulders, arms and breast were decidedly better. When he was about seven months old, all trace of the eczema was gone.

"During his teething period, his head and face were broken out in boils which I cured with Cuticura Soap and Ointment. Surely he must have been a great sufferer. During the time of teething and from the time I dropped the doctor's treatment, I used the Cuticura Soap and Cuticura Ointment, nothing else, and when two years old he was the picture of health. His complexion was soft and beautiful, and his head a mass of silky curls. I had been afraid that he would never be well, and I feel that I owe a great deal to the Cuticura Remedies." (Signed) Mrs. Mary W. Ramsey, 224 E. Jackson St., Colorado Springs, Col., Sept. 24, 1910. Although Cuticura Soap and Ointment are sold by druggists and dealers everywhere, a sample of each, with 32-page book, will be mailed free on application to "Cuticura," Dept. L, Boston.

When Caesar Crossed the Rubicon.

Julius Caesar was about to cross the Rubicon.

In an extreme case like this," he said, blithely, "I wouldn't mind going through the Hudson River Tube, even if I had to pay seven cents for the privilege."

Paw Knows Everything.

Willie—Paw, what is a family circle?

Paw—A wedding ring, my son.

Liquid blue is a weak solution. Avoid it. Buy Red Cross Ball Blue, the blue that's all blue. Ask your grocer.

Perseverance may be the mother of success, but the offspring isn't always just what it should be.

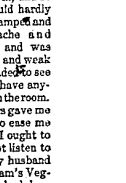
More important than the choice of President is the selection of Garfield Tea as *the* remedy for constipation and biliousness.

A North Dakota man has an 11-foot beard.

WOMEN SHOULD BE PROTECTED

Against So Many Surgical Operations. How Mrs. Bethune and Mrs. Moore Escaped.

Sikeston, Mo.—"For seven years I suffered everything. I was in bed for four or five days at a time every month, and so weak I could hardly walk. I cramped and had backache and headache, and was so nervous and weak that I dreaded to see anyone or have anyone move in the room. The doctors gave me medicine to ease me at those times, and said that I ought to have an operation. I would not listen to that, and when a friend of my husband told him about Lydia E. Pinkham's Vegetable Compound and what it had done for his wife, I was willing to take it. Now I look the picture of health and feel like it, too. I can do my own housework, hoe my garden, and milk a cow. I can entertain company and enjoy them. I can visit when I choose, and walk as far as any ordinary woman, any day in the month. I wish I could talk to every suffering woman and girl."—Mrs. DEMA BETHUNE, Sikeston, Mo.



Murrayville, Ill.—"I have taken Lydia E. Pinkham's Vegetable Compound for a very bad case of female trouble and it made me a well woman. My health was all broken down, the doctors said I must have an operation, and I was ready to go to the hospital, but dreaded it so that I began taking your Compound. I got along so well that I gave up the doctors and was saved from the operation."—Mrs. CHARLES MOORE, R. R. No. 3, Murrayville, Ill.

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