

# With the World's Workers

REVIEW OF PROGRESS THAT IS BEING MADE ALONG ALL LINES OF ENDEAVOR

## Pays to Be Polite

Grouchy Speech or Repellent Air Never Yet Pushed a Man to the Top.

### DISCOURTESY A GRAVE FAULT

No Stronger Factor in Driving Away Trade Has Been Discovers—Little Hope for the Man Who Feels "Superior to His Job."

A young struggling physician opened the latest number of a medical journal, glanced at the articles, found them dull and uninteresting and turned to the advertisements. A neatly worded advertisement addressed to physicians just like him, caught his eye. Richard F. Voglin, in the Chicago Tribune. The advertisement told of what an asset a completely equipped office is to a physician; how necessary it is, especially for the young physician, to have the best of surgical and medical instruments at hand. The advertisement closed with an exceedingly cordial invitation to visit "our house" and take all the instruments you need on easy payments," or something to that effect. The advertisement sounded sincere and beneficent. It talked to the young physician as an old brother or a father would talk to him. It made him feel that there was no shame in being poor, that most successful physicians started poor, just as he.

With a light heart the physician left the office and took a car to the house which invited him to call and look over their stock of instruments.

"You will have to see the credit man," the clerk told the physician when the latter informed him of his intention to buy several hundred dollars' worth of instruments on the installment plan. The physician was shown into the credit man's office.

A dry, thin man with a face that seemed to have known no smile for years bade him sit down. The look of the man, his motion, his manner, the young physician's enthusiasm instantly. After some minutes the credit man motioned to the physician to come up desk, and he began asking questions at him in a voice which a district attorney reserves for a most notorious criminal. The physician sheepishly answered the questions for some moments. As he went on to plead the credit man's voice became drier and shriller. His face became more sinister. An executioner could not have frowned worse than this.

At the same time a change was coming over the young physician. His face gradually grew red and hot. Finally he jumped from his seat and told the credit man to cancel his order immediately. The credit man looked at him puzzled, his dictatorial air leaving him by degrees.

"You advertise that you sell goods on credit, that there is no favor about

selling goods that way," the physician said, "and here you make me feel as if I had committed the worst crime imaginable by asking for credit. Your advertisements are polite. You are a miserable and disagreeable brute. Cancel my order and I shall never look into your house again."

Whatever the reason for impoliteness on the part of one may be, the fact is that many an employer driving away trade by feeling superior to his job or else by "not giving a hoot" about his job and making the customer feel so.

### BAY STATE CONTROLS WAGES

Minimum Salary Commission Created by the Legislature of the Commonwealth.

The first step toward the establishment of a minimum wage in this country has been taken by the quiet, but always progressive, state of Massachusetts. The legislature has passed a bill last year, but the measure which has been made into law in Massachusetts is much less drastic than the one which was presented to the Wisconsin legislature in 1911.

The amazing aspect of the Massachusetts situation is that, although this measure was looked upon as dan-

gerous and revolutionary when it was proposed, not a dissenting voice was finally cast against it in the house and only one in the senate. Massachusetts has been having its attention energetically directed to labor troubles during the present year, and has been doing a good deal of thinking. The new law creates a minimum wage board in any occupation in which it shall appear that the wages received by a substantial number of women employees are "insufficient to supply the necessary cost of living and to maintain them in health."

The board is instructed to take into account the financial condition of the business affected. If the finding of the board is approved by the commission, after a public hearing, the only penalty against an employer for not accepting the finding is publication in at least four newspapers in each county of the commonwealth. This substitution of publicity for the mandatory provisions of England and Australia was one of the chief reasons for those leading the movement, but is now thought likely to accomplish fully as much in the long run. An appeal to the courts is also provided for against the wages set by the board, but that also may increase the publicity and hasten the education of the public. It is not expected, moreover, that employers will object to the publication of information of public opinion after the decision of the commission—Culler's.

## Take Mental Stock

Generally There Can Be Found a Way to Apply One's Acquired Knowledge.

### HOW ONE MAN FOUND IT

His Talent, Developed for Special Purpose, Became Foundation for His Rise to Success—Proof That It "Always Pays" to Think.

Knowledge gained to be used for one purpose sometimes may be applied to better advantage in another. It pays for any young man to take stock, so to speak, of his mental equipment and see if he has any knowledge that he can put to use but is not doing so in his work.

Several years ago a certain boy came to the city from the farm. He apparently was as green as the summer pasture lot where the home cows grazed when he started to work as a clerk behind the button counter in a large retail dry goods store.

On the way to his bill bedroom home one evening this clerk passed a street fakery show blackboard, which was selling a cheap book on lightning calculating and who made a bluff of the crowd that he would give any one \$5 who would give an answer to a

problem in arithmetic as quickly as he, the fakery, could cipher it.

That green clerk went to a second-hand bookstore and paid \$1 for the best author's work on lightning calculation. He pored over it at night until he mastered it. He always did a blackboard for figures back in the little red schoolhouse at home. The clerk then lay in wait for that fakery to make another \$5 bluff.

"Now I will give \$5 to any one who will tell me instantly, without putting pencil to paper, the answer to this problem—you must figure it in your head," said the fakery confidently.

"That's the latest set at \$150 for 50 days at 6 per cent."

"One dollar and eighty cents," cried the clerk. "Now give me the \$5."

The crowd, abashed with delight. But the fakery, taken by surprise over his success, refused to pay. The crowd became angry, broke up the blackboard, and drove the fakery from the street corner.

But this clerk had a new idea of arithmetic and knowledge, and this put the fakery to thinking. It always pays to think. He argued to himself that he might as well apply this lightning calculating to his daily work in figuring bills set to fussy women shoppers, and save mental labor.

Along came the time for taking the annual invoice in the store. It soon became noticed through the big establishment that there was a real clerk over in the button department who had beaten the expert accountants in speed in figuring up the long sheets of totals. He was looked upon as a sort of mathematical wizard. The superintendent heard of it, and the young clerk soon found himself rapidly advancing in the accounting department.

Today he has become head of an accounting department of one of the big railroads of the country.

## Working for Future

"PAY ENVELOPE" IS NOT THE END OF ALL THINGS.

Serious Error in Being Afloat to Do More Than One Is Paid For, and Watching Clock.

The young man who is always afraid that he is going to do more work for his employer than he is paid to do, and is continually on his guard against being imposed upon, is making a serious mistake. He has a false idea of employment. He thinks that the less he gives in return for his salary the better off he is. He could not fall into a more serious error.

Of course there are employers that will take advantage of willingness on the part of their help, but they are in the minority and are not the big success. The successful man is looking always for the young fellow that can do more than he is doing. Good men are hard to find, and the success of big business depends on finding them in sufficient numbers. If you show that you are willing to do more work than has been assigned to you, you will get more work and better pay to do it, and will be paid in proportion.

I know a young fellow that worked in a downtown office. There was a large force employed in the place. This young man never looked at the clock. He "ate up" his work. You never saw him standing around during the noon hour with a toothpick and a cigar in his mouth, leaning at the pastebay. If he did not work enough to keep him busy during the luncheon recess he prowled around the office learning what he could about the business.

worked," they gaped him as an easy mark. It suited good naturally and went right ahead being an "easy mark."

He hadn't been there many months before a man was needed for more important work than he and his functioning companion had. This young man was picked out of the lot and placed in the position, with an advanced salary. He "made good," and was further promoted at the next opportunity. Now, at the end of five years, he is in charge of a score of more of those who used to laugh at him. It is all because he was not afraid that he was doing more work than he was paid to do.

### GRINDIN'

I have watched the game through its thick and thin, and the secret I've learned of how to win in the hurry and bustle and ceaseless din of the grindin'.

For the fellow who wins, it is plain to me. Keep playing his cards, whatever they be. Till they run his way; and he wins, you see.

By grindin'. The commonplace chap with a commonplace brain. If he guesses ahead, each step to gain on the class.

By grindin'. And the boy who stands at the foot of the class. He sits at the head at last may pass. If he's not pausing to mean, "Alas!"

By grindin'. Keep grindin'. So spit on your hands, though it be not neat.

By grindin'. And murmur, "I'm hit, but I won't be. Am, chilled by the cold or baked by the heat." By grindin'. And the three old dames are the end will be. "Here's a man at last; turn the cards his way."

By grindin'. And you'll find the wearisome game you play. By grindin'. Waterbury, in the Star.

## Leaf Spot of Plums and Cherries

By C. H. COOK, Research Assistant in Plant Pathology, Maine Agricultural College

### Symptoms.

Just about the time of the ripening of the fruit of plums and cherries, the fruit grower notices that "trees have a ragged look and in many cases, they lose their natural green color and become a sickly yellow. If a leaf is examined, it is found that it is thickly peppered with small, round spots or in many cases, a network of being a spot or decay area, there of being nothing left but a circular hole in the leaf. These are the symptoms of leaf spot of plums and cherries or, as it is sometimes called, the "shot-hole" fungus disease. The cause of this disease is a fungus and each spot on the leaf is a fungus colony. A parasitic fungus is a plant which gets its food from other plants. In other words, it is a parasite. Fungus reproduce by minute bodies called spores and these serve the purpose of spreading the fungus. These spores are very small, light and are wafted about by small currents of air. When a spore falls upon a leaf and is given the right condition of moisture and temperature, it germinates, enters the leaf and causes the diseased area. After making its extensive growth in the leaf, the fungus produces fruiting bodies—more spores to blow about and causes more leaf spots.

### Loss.

The loss caused by this fungus is one which is often overlooked by the farmer, although it is usually a severe one. Since this attack, for the most part, comes after the present crop of fruit is picked, the loss will not be noticed in the next year's crop but it is a well known fact that when the leaves of a tree are diseased, the food-producing power of that tree is cut down. Given a tree with practically every leaf affected by this leaf spot disease and you have a tree with very small food-producing power. There will be very little food stored up in the tissues and there will, therefore, be a weak growth next spring and a very poor crop of fruit.

### Control.

To control this disease, one merely needs to apply a fungicide to the leaves and kill the spores or shells suggested later. For cherries, use Bordeaux mixture to have a chance to enter the tissues. Bordeaux mixture has been used for a good many

## Housing and Care of Farm Machinery

By E. H. MUSTARD, Instructor in Farm Mechanics, Maine Agricultural College

### Effective Background.

"Do you think your audiences enjoy the statistics you quote in your speeches?"

"No," replied Senator Sorghum; "I just put 'em in to make the rest of my remarks seem more interesting by contrast."

### Still Hoping.

"Pa, are you an optimist?"

"Yes, I am still hoping to be able some time to attend a national convention at which no hand will be permitted to play 'Dixie.'"

### He Knew.

The owners of a certain farm had butter and eggs brought them daily by the daughter of the farm. A trained nurse had a case at the owner's home. One day the farmer's wife and daughter were discussing this, when the little boy, who had been listening, said: "Nita, if I go with you tomorrow, and you show me the trained nurse?" The girl said she would, and the next day he accompanied her. The nurse came into the kitchen, said a few words to him, and went out. He ran back at once and arrived breathless. "Mother," he cried, "the trained nurse is nothing but a girl!"—Harper's Bazar.

### Charlotte J. Cipranti of the University of Paris says:

"It may prove instructive to call attention to the fact that of the three oldest universities in Christian western Europe, Salerno, Bologna and Paris, two—Salerno and Bologna—were first thrown open to their origin to women, but as students and professors. Nor did the women fail to take advantage of this opportunity."

### High-Handed Justice at the Canal.

Mr. Bishop, characterizing Col. G. W. Goethals, emphasizes especially the big man's manly-deeds. Besides putting through the Panama canal, his job in the world, he has been, during his years at Panama, a staunch fighter for the laws of economic decency.

Colonel Goethals is a fighter and he will fight a man as readily as he will fight a labor union. Whole crops of talented men have been shipped off by the commissary, because the best trusts' goods were not up to snuff. Thousands of square yards of screening were condemned and left unpaid for, as soon as it was discovered that the copper trust had put in so much iron that they were rapidly falling to pieces. It will be recalled that Colonel Goethals determined that no contractors shall become rich by supplying the Panama canal with rotten food and shoddy machinery, as so many did in the days of the De Lesseps company.

### World's Debt to Books.

How safely we lay bare the poverty of human ignorance, to books without feeling any shame. They are masters who instruct us without rod or ferule, without angry words, without clothes or money. If we come to them they do not sleep; they do not incur the expense of them they do not withdraw themselves; they do not chide you if you make mistakes; they do not laugh at you if you are ignorant.—Richard De Bury.

### Love Element in Writer's Lives.

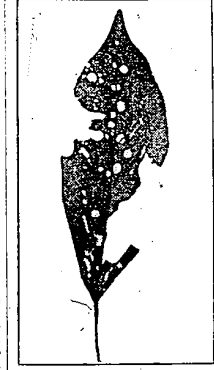
Mr. Alfred de Musset's love for Irresponsible (George Sand) gave his thoughts such an extraordinary elevation that he wrote many brilliant poems in consequence. Chaucer sang the praises of many queens, but his one great love was Philippa Picard de Rouet, the Lady-in-Waiting to Queen Anne of Bohemia. He waited two years to marry her, but made it a matter of complaint in several poems.

### The Down-trodden Farmer.

An Ottawa man heard that a farmer wanted to sell a motor car. He sympathized with the poor farmer and his family because they were forced to part with the machine for financial reasons, he believed, and went out to the farm to buy it. The farmer was not at home, but his daughter was there. "I came out to buy your car," he said. "Which car?" asked the girl.—Kansas City Star.

### Sight of the Color Blind.

A color blind person sees light as either white or gray and dark colors appear either as dark gray or black. This mutual insensitiveness is due to the fact that the light nerves and color nerves are closely interwoven, but in a serious difference of nerves, both light and color, just as there are different sets of nerves for temperature and for touch.



Plum Leaf Showing Effect of Shot-Hole Fungus.

years, and in many sections is the control measure relied upon. Recently, self-bolled lime-sulphur has been suggested in place of Bordeaux mixture in order to avoid the burning which frequently follows the use of the copper fungicide. The department has been using the use of the copper fungicide. The department has been using the use of the copper fungicide.

### RECENT INVENTIONS

Receipts for matches are included in a new cigar box on which a New York inventor has patented a device. A seismograph invented by a Japanese scientist registers the velocity of all earthquakes two hundredfold. Squeezing the handle revolves the stirring wire within a new flour sifter that can be operated by one hand. One musician can play duets on a double guitar with two sets of strings, an Illinois inventor has patented.

Less boxes have been patented for office buildings and apartments which deliver mail dropped into them on the ground floor to their owners' rooms, even through a card starting the elevating machinery.

A thirty-pound motor driven by storage batteries weighing but twenty pounds has been perfected for driving light road boats and canoes.

As a less expensive substitute for an electric hair drier a German electrician has brought out a device for warming ordinary combs.

Soup bowls armed with sharp points on their edges have been patented by a Chicago man to keep waiters' thumbs out of their contents.

### Commodious Bath.

A certain sturdy old Yankee who runs a small summer hotel on the Massachusetts coast once received a rambling letter from a prospective "guest," who wrote to engage "two large, sunny rooms overlooking the ocean and connecting with a hot bath." One may imagine the woman's surprise at getting the following curt reply: "Dear Madams: All rooms face the ocean and that's your bath."—Lippin cot's Magazine.

### Grit with Oats Ration.

While it is best at all times to have good, sharp grit constantly before the fowls, it is especially important that grit be supplied when feeding wheat, so that the hulls of oats, which are very rough and unyielding, will be properly ground.

With plenty of sharp grit there is danger of straining the feet, feeding through the salt ratio is to first soak the oats for an hour in water so that they become more softened.

### Note.

Arsenals of lead must be added to control curculion.

### When a Favorable Time Comes for Putting the Machine in Good Order.

These cards will suggest what needs to be done. Parts may be ordered immediately if they have not yet been ordered. It can be done for all the machines. To assist in ordering repairs a printed list of parts which is usually furnished by the manufacturer should be kept convenient. In ordering parts be explicit in giving the number and description of the part and date of purchase of the machine, so that little trouble will be experienced when they are wanted.

### A Little Time and Trouble Spent as Suggested, and in Keeping Equipment at its Highest Efficiency, will be Conducive to Pride—The Work It is Hoped that the embarrasing moments in which it cannot be recalled in what field or fence corner the cultivator or mower was left will be obliterated.

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