

# PROGRESS of the WORLD

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

## SECRET OF SUCCESS

Self-Reliance the Big Essential in Modern Business Life

HOW ERRAND BOY STEPPED UP

Training Acquired in Various Positions Gave Him the Necessary Equipment to Handle Big Affairs as the Man at the Top.

From errand boy in a small hardware store to the presidency of one of the largest banks in Chicago sounds like a long, hard road to travel. It is the experience of Mr. Ernest Hamill, now president of the Corn Exchange bank of Chicago. The story of how he achieved success is as short as it is interesting.

Hamill was born in Bloomington, Ind., but he was not a Hoosier very long. When he was nine months old his parents moved to Chicago. He went through the public schools, like hundreds of other boys, and attended high school.

Before the time came to finish he grew impatient and went to work. He had four brothers working in banks, and he wanted to take up the same work. For some reason or other his father wanted him to try some other vocation.

The boy found his first duties with Edwin Hunt, a hardware man. Mr. Hamill said, "My first pay was not large, according to our present scale of wages. I got \$300 the first year. I thought that this was a princely salary, for I lived at home and my parents were poor. I worked there six years. I was such a long-legged fellow for my age that my employer soon put me on the road. I liked the work, for it gave me a chance to study prices and conditions. I later found this experience of great value. It taught me self-reliance. Before that time I had never been away from home five nights in my life."

By this time, through hard work and economy, Mr. Hamill had accumulated some money and started on the board of trade. He found this work exceedingly different, but he insight into conditions and human nature gained as clerk in a hardware store stood him in good stead. "I found this work strange," said Mr. Hamill, "and requiring nerve. But I did plenty of hard work and worried as little as possible. I was on the board during the Harper and Fairbank panics, but the training I had on the road taught me to keep my grip."

At the end of ten years Mr. Hamill was made honorary vice-president of the Corn Exchange bank. This was a different experience than his other position had given him. He was even more surprised when sixty days later the president of the bank went to Europe and he was offered his position.

"I am confident that a man wishes to make good in a bank or in any other line of important work must have a strong and self-reliant character," said Mr. Hamill. "He must value truth and integrity above all other things. He must have a natural taste for his work and plenty of common sense. Common sense is always above par and is a rarer quality than we think it is. It is not necessary to

be a genius nor even brilliant. It is better to be well rounded instead of being brilliant in spots. To be a successful banker one must be rational, not easily excited, and be able to read human nature."

Mr. Hamill says opportunities to hold lucrative and responsible positions in banks and elsewhere are far better than when he started to work. He says: "There is plenty of room on top, though things may be a little crowded below. Heads of banks are continually on the lookout for capable and self-reliant men; there are often vacancies of this kind, but not the men for the place."

"For capital alone cannot run any business. It takes brains and the combined thinking power of ten men better than one man alone. If there is no vacancy higher up in a bank in which a man is working, he can always get something in a smaller bank or in a large bank in a smaller city. I am confident that if a man loves his work and is determined to succeed he has splendid opportunities in a bank and in a hundred different callings."

## LAZINESS IS GREAT EVIL

Leads Man Into Immorality and Keeps Him From Tasting the Joys of Success.

The unforgivable thing about the habit of laziness is not only that it leads a man into immorality but it keeps him from wholesome experiences which, if once tasted, nothing could induce him to forego. He could once taste the joy of having higher emotions and well-earned work, warmed in overcoming difficulties, he would experience delight of

## SILENCE IS BIG ASSET

TOO MUCH TALKING CAUSE OF MANY FAILURES.

Irresponsible Talk Often Blocks Path to Success of Capable and Promising Workers.

Many of the failures in business and professional as well as social life are due to injudicious talking. A young man, an apparently moderate success, has recently said to his fellow-workers by his noticeable success in business, "Pure luck." It has been called, but a policy or natural habit of silence is the real cause.

In the first position, says Youth's Companion, he succeeded a man of long experience and excellent judgment, a circumstance that made his youth and inexperience conspicuous. In the second position, he was asked little advice. He was courteous to his superiors, considerate of his business inferiors, but absolutely deaf to all the gossip and irresponsible talk so prevalent in every business office.

He had held his position for a year; gossip had it that he had failed, for in that time he had not suggested a single innovation or enlarged his department in any way. But soon it became known that he had proposed a change that would result in an annual saving of \$2000. Gradually his step became firmer, his manner more assured, and he no longer outstayed the janitor at night. Slowly but surely he gained the confidence of his general manager and the heads of other departments, and soon it became their habit to come to him for advice. At the end of five years, when his former associates were wondering if they could afford to get married, he was admitted to membership in the firm. In every establishment where a number of persons is employed there is always one or two underlings of gossip. A dissatisfied stenographer talks her troubles over with a bookkeeper. The bookkeeper confides to the telephone operator that he expects to get an increase in salary. The elevator boy explains that he is going to leave soon for a better job. These bits of news are exchanged until they become common property.

The employer, learning that the stenographer is dissatisfied, tells her that she may leave at her pleasure. The bookkeeper fails to get his increase in salary and the elevator boy does not get his "big job." Especially if you are dissatisfied should you refrain from discussing your position.

Smart as a Lawyer.

First thing a lawyer is mighty lucky to get cleared, but that there lawyer charged you about all ye stole, didn't he?

Second thing a burglar that don't matter 'll be sent to the pen for a year or two, but he gets it back.

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mind comparable to that delightful warmth the body has when the sluggish circulation has not thoroughly stiffened. The first taste of accomplishment to a young man who has in him anything of the mind of the thoroughbred, is like the first taste of blood to the young tiger. He henceforth becomes fierce in his pursuit of it, but, alas, there are many and many that might be just as ardent who never get that first taste.

The struggle against a strong current of opposition, perhaps many real lions in the path, or against a force comparable to that which the athletic swimmer finally makes slow progress against, is to liberate a power in yourself which will henceforth aid you in any self-conquest you may undertake. This you have never felt this power, you have not lived. A description of it moves you not because it is so far outside your own experience.

In what we call shiftless homes it is quite customary to see a person early exhibit a lassitude about doing anything whatever. The parents—often very dull folk—in such cases are short-sighted to criminality; because the languorous habit, the habit of procrastination, the unwillingness to make the slightest effort to overcome a difficulty, learn a simple lesson, make up for lost time, or do anything except what wrong desires prompt—such habits analyze the will and destroy character.

Get Out of the Rut.

The man who wonders why the other fellow was advanced above him, why he doesn't get an increase in salary, why he's the first to be laid off when business is slack, why he's always so "unlucky," who patiently plods along without hope, or energy to attain anything better, could get out of the rut quickly if he would break away from the "wait-a-minute" habit.

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## AFTERNOON GOWN



Photograph by Underwood & Underwood, N. Y.  
The dress is of Raline embroidered in wool and designs of roses and leaves on the overskirt. The hat is of Milla trimmed with pink roses.

## BORDERS ALWAYS IN FAVOR SEEK ONLY REAL BARGAINS

At This Time Much Originality Has Been Expended in Designs Put Forth for Popularity.

There is fascination in the summer bordered materials of nino, cashmere and marquisette, and every class of voile or delaine is being made up with a border of much originality and greater prettiness. All these bordered stuffs are made with an eye to the design of the gown and its style and purpose, and the result is seen in many smart and apparently exclusive costumes.

The skirt may be made in two tiers of spotted material, each tier having a wide band of some beautiful pattern, while the same pattern appears to form a corsage, the upper part and sleeves being simply of the spotted stuff. A taffeta belt gives a finishing touch. The patterned border may appear around the hem of the skirt and follow the outline of the deep panel, while the sleeves also are of the flowered band, the corsage being hidden by a fichu of lace.

## OF PRETTY DESIGN.



This hat is of deep purple satin, lined with gold embroidery and with a large osprey of gold.

Bordered Fabrics.  
The bordered materials are a feature of the summer's fabrics, and will be useful in designing trimmings for simply-made toilettes.

The many beautiful muslins have borders. One while muslin has a light pink border, on which are alternated lines of large and small dots embroidered in pink and white. Other muslins are to be seen in palest pink and white, and dainty white and bordered flowers scattered over the entire surface.

Some of the marquisettes and voiles are lavishly with their colored borders, and a novelty is composed entirely of tiny drawn work squares.

## MAST TREES FOR THE CROWN

Mark of the Broad Arrow Was Placed on Pines in the Plymouth Colony.

In the provincial charter of 1691, under which the Plymouth colony and the province of Maine were united with Massachusetts, it was provided that all trees of the diameter of 24 inches and upward of 12 inches from the ground, growing upon land not heretofore granted to any private person, should be reserved to the crown for the furnishing of masts for the royal navy. Harper's Weekly observes.

A surveyor general of woods was appointed to see that this provision of the charter was carried into effect. Near the coast all white pines of suitable dimensions were marked with the "broad arrow"—three cuts through the bark with an ax, like the track of a crow. This was the king's mark.

Long after the revolution had obliterated the royal authority men who had been taught in boyhood to respect the king's mark hesitated to cut such trees.

In felling a tree it was necessary to "bed it" to prevent its breaking. This was done by cutting the small growth and placing small trees across the hollow, so that there should be no strain upon one section more than upon another when the monster pine struck ground.

The mast was hauled out of the woods on one strong sled, whether in winter or summer, and so many oxen were required that the hind pair were often choked in crossing a hollow, being hung up in their yoke by the pulling of those ahead of them.

A mast hauling was a great event, and everybody within walking distance came to see it.

A Word to the Wise.

The proverbial advice, "Cobler, stick to your last," had an opposite exemplification in the following anecdote, for which Zion's Advocate is responsible.

A colored man was brought before a police judge, charged with stealing chickens. He pleaded guilty, and received sentence, when the judge asked him if he was managed to like the chickens right under the window of his owner's house when there was a dog in the yard.

"Hit wouldn't be of no use, judge," said the culprit, "try to split this thing to you all. If you was to try it, like as not you would get yer hide full of shot, an' git no chickens, neither. If you was to engage in any trade, judge, you'd better stick to de bench, whar yo' am familar."

Barber Shops in China.

Since the Chinese revolution a great many Chinese have had their hair cut off, and this has led to the opening of a large number of barber shops throughout the far east wherever Chinese are located, says an exchange. Progressive business men of Singapore, anticipating this, imported a large number of American barber chairs, and they are now unable to get supplies quickly enough. It has also been learned that the Chinese insist on having American hair clippers, and refuse all other makes offered.

It would seem that American manufacturers of barber's supplies should experience a large increase in their Oriental trade.

The usniballs Need Food.

An officer of the French colonial army brought a letter from the chief of a group of missionaries in the southern islands of the Pacific not long ago, which winds up as follows: "I regret to tell you that your little company can do little against the fanaticism of these poor wretches. Moreover, famine is ravaging the country, for the harvest has been destroyed. Therefore the dispatch of more missionaries has become urgent."—La Petite Revue.

The Natural Inference.

While out motoring the other day, I ran across an old friend of mine. "Was he much hurt?"

Comparative Possession.  
"I have an abstract theory."  
"That's nothing. I've got a concrete cellar."

## A Large Package

Of Enjoyment—

## Post Toasties

Served with cream, milk or fruit—fresh or cooked.

Crisp, golden-brown bits of white corn—delicious and wholesome—

A flavor that appeals to young and old.

"The Memory Lingers"

Sold by Grocers.

Post Cereal Company, Limited, Battle Creek, Mich.