PROGRESS of the WORLD

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

"Ideas" Not Enough

Employer Likely to Be Satisfied Only When Tangible Results Are Forthcoming.

DREAMER OF LITTLE VALUE

Object Lesson in Case Recorded Here—Bookkeeper Had Many Plans But In No Case Had He Made an Effort to Carry Them Out.

Jamison, the third bookkeeper, approached the desk of his employer and stood there hesitatingly.

"I came in to find out if I couldn't get a little raise," he began, when the opportunity came. "I've been working here——"

The employer raised a hand.

"Jamison," he said, "I have been intending to raise your salary for some time—and I have been holding off in the hope that you would deserve a better raise than the one I am about to give you. Now, sit down. I want to have a little talk with you."

Jamison's face lighted at the ease with which he had won. "Thank you," he said, as he seated himself. "I'm glad to know that I've been doing good work and——"

"You're the worst disappointment I have had in this office in the last ten years," the employer cut in sharply. "I am giving you your raise simply because you are a disappointment. Now let me say what I started out to say.

"When you came here a year ago I thought I had found a prize. Remember the day that I stopped by your desk over there and asked you how you were getting along? You answered me with alertness, and almost swept me off my feet with the flood of ideas that you were going to put into execution. You will remember that I told you to go ahead and put your ideas into execution—whether they won or not. I want a man to come to me with ideas. I'm willing to lose a little money experimenting on him."

Jamison attempted to say something, but the employer went on:

"Three weeks later I was again by your desk. The day I had left you I had prophesied to myself within a month that you would be managing the whole office instead of doing bookkeeping. But three weeks of that time had gone by and I had not seen any results that would justify me in sitting up nights to think what a great manager you were. Not one of those ideas had shown any working. You had simply told me of them and then forgotten them.

"That day we talked together again. You had an entire new set of dreams of things you were going to do. I waited a month, but nothing turned up. Two months later I remember we chatted together a few moments. You were the possessor of a new set of plans which nobody but yourself could carry out. Well, I waited for you to do some carrying, but nothing occurred. And that, Jamison, is why you are still in the position you had when you began with this firm—and it is also why I call you my greatest disappointment. You're fast in the head and slow on your feet. I suppose you have another batch of hunches cooked up for me right this minute, their only trouble being that you're the man who must carry them out, and you will get tired before you begin. Isn't that true?"

"Well, I've got some ideas all right," Jamison said. "Now, for instance——"

The employer stopped him.

"I've got a better idea than any of yours," he said. "And that is for you to go and carry out some of your plans first; then tell me about them afterward."

"Yes, sir," said Jamison, meekly.

FAILS ON THE HUMAN SIDE

Highly Organized Coal Industry of Pennsylvania Has Defects That Are Manifest.

A glance at the figures given out by the geological survey showing the production of bituminous coal in Pennsylvania last year, together with the number of laborers engaged and the value of the product, will show that less than $600 worth of coal was produced for each worker in or around the mines. The figure is almost exactly $868, and from this sum must come all the expenses borne by the mining company and the profits paid to stockholders before it is possible to approximate what is paid as the average wage.

It is evident that the sum remaining for wages is much less than an American workingman ought to have. Carefully prepared statistics for other years have shown coal miners' wages to be very much below what is necessary to maintain what one thinks of as an American standard of living.

The coal industry is highly organized in Pennsylvania. Every modern device for cheapening production has been applied and the benefits of cheap production have been widely distributed. To that extent the industry is admirable.

The coal miner is a skilled worker and if he gets a living it must be by working underground. He is tied to the mines. Falling rock or exploding gas give him daily warning that his trade is hazardous, but he must work, and work for a wage that in dull years reaches the starvation limit. On the human side admiration for the coal industry ceases. Tried by the test of prosperous and contented workingmen it fails.—Cleveland Leader.

On "Getting a Job"

IMPORTANT THING IS THE MATTER OF APPROACH.

College Graduate Is to Realize That Learners and Workers Are the World's Demands.

Getting jobs is now the most important work of several thousand young men who have until quite recently taken little thought for the morrow. It is an important thing for them, of course, but it is rather sad to notice that they regard it as quite important for others. The awakening will be hard. Two young men of the class of 1912 in one of our leading technical colleges have even gone so far as to publish in their college paper an outline of a very elaborate organization by which employment can be provided for new graduates through the co-operation of the four national engineering societies, employment bureaus at each school, a central employment bureau and the alumni of all the schools. It may be questioned whether all this help would be wise. Anybody who can use an inexperienced graduate knows enough to write to his pet technical school or schools for such men; he has no trouble whatever in obtaining them. On the other hand, the earlier in his career the young graduate learns something about the business conditions governing his chosen field the better it will be for him, for until he knows how to seek out new work he will lack independence and self-reliance. In order to secure employment in the desired line of work the young man must remember that he is inexperienced and that what he must do first is to gain experience; the people through whom he can acquire that experience know this and it is unwise for him to assume that they do not. If the application for employment is made frankly as one by an inexperienced graduate for a chance to demonstrate his ability to do work conscientiously up to the limits of his knowledge, it will receive more attention than if it is otherwise phrased. It should never be forgotten by young graduates that people do not engage in business for the purpose of giving them opportunities to acquire knowledge and that they will be employed to work, not to acquire knowledge at the expense of their employers. The lack of any business training in technical schools as a rule and the incorrect estimate of the value of technical undergraduate education which is inevitable in such institutions lead many of the most capable young men to apply for work in ways which, through their ignorance of such work, lead to their immediate rejection.—Engineering Record.

MADE EDUCATION HIS GOAL

Youth to Whom Knowledge Meant All Worked as Fireman While Pursuing His Studies.

Roy Walsworth, one of the graduates of Western Reserve this year, literally shoveled his way through five years of education at the university. He spent three years in Adelbert and two years at Case school. He has a degree from each school as a civil engineer.

Walworth worked his entire course through college, taking five years' time, and came out of school ahead of the game, financially, after paying all his expenses himself. This is how he did it:

Walworth lived at Ashtabula. He secured a job as fireman on the main line of the Lake Shore railroad, which runs accommodation trains between Ashtabula and Cleveland.

In the morning the young man donned his overalls, placed his school books in the engine cab and stoked the boiler all the way to Cleveland. When he got there he took off his overalls and went to school. After school at night, he came home the same way.

The determined lad continued this practice for a big portion of his college career. During vacations he was a regular fireman.

The young man made college history his first year at Reserve by refusing to wear the famous green cap, which the sophomores demanded of all the plebes. He was tortured, ducked in Wade park pond and otherwise mistreated by the upper classmen, until the faculty finally took a hand and stopped things. But Walworth emerged minus the green cap, and the sophs never had the satisfaction of seeing him wear it.—Cleveland News.

Discover Your Fault.

No business man will voluntarily give up a good thing. If you think you have missed your opportunity, that by any chance there is anything against you except yourself, go back over your business days and dig up the facts. Nothing will speak quite so strongly as the facts of a case, even in your own case, and one of the hardest things to do is to accuse yourself or "foolishness," "wrongdoing" or even unactfulness." But if you can be fair to yourself about yourself you will find that it is all your own fault.

Rover's Fortune Won

LOOKING ON OTHER SIDE OF "ROLLING STONE" ADAGE.

One Man's Testimony Is That Travel Gave Him the Acumen to Pull Off Trades That Won.

I'd been a rolling stone. And before I was one I had heard a lot about the evil effects of being that particular brand of a human. But, strange though it may seem, I've had a lot of fun out of it. I've found my way to success through it, and had I not been a rolling stone, I might have amounted only—to exactly nothing.

I had been wandering from place to place for a good many years. I guess that in my travels I hit nearly every city there was to be hit, and when there weren't cities there were villages. I would work awhile and then move on. The traveling spirit was in me, and I did not care to stick long in one place.

But for three months I was in a small town in Oklahoma. That was a pretty fair amount of time for me to stay anywhere, and I had made a little money by trading and selling lumber. I guess that through the lucky turns that had come to me I had $1,500. I intended to take a trip to Europe on that, and had made all my plans.

Well, one night I was talking of that to one of my new made friends in the small town. He looked at me with a wink in his eye.

"Will you take a little tip from father?" he asked.

"Sure." I said. "what is it?"

"Just this, there are about ten of the business men of this city that are going to build a railroad into Muskogee. It'll be a side affair as far as railroads go, but it will open up all this country around here. The negotiations have been secret so far and not even the right of way has been touched. Why don't you try buying a little land?"

I took the hint, and the next week found me spending my $1,500. I bought land at $10 and $15 an acre and I bought it where I really believed the railroad was going to go. I was right in my surmise. Now that land is worth $100 an acre or even more. It had always been worth that, but it could not be developed properly without the railroad.

"And of course I have made my money back 10 or 12 times over. Besides, I have a fine little farm that is turning me in enough to live on every year and still maintaining good principal. And I am firmly convinced that if I had not been the rolling stone I was that I would have accomplished nothing. It was that roving spirit, that changing of scenes, that running into different people and different conditions that gave me the acumen to pull off the trades that gave me the $1,500. And it was the fact that I had rolled into the town that gave me the tip to buy land. And so, I am strong for the man who said: "The rolling stone gathers no moss, but it acquires a thunder of a polish."—A. R. Stone in Chicago Tribune.

Cultivate Tact.

A great many of the women who complain of having had no opportunity to get ahead in this world owe their misfortune to their lack of tact.

Tact is a wonderful quality to possess. It will sometimes carry you farther than brains—just such a little thing as being able to present a smooth excuse for somebody else's temper. Tact will keep you firmly by the side of a big man or a big woman on their way up the ladder when a pretty face will fail you.

Husbandly Trait.

"When does your husband find time to do all his reading?" "Usually when I want to tell him something important."

THE MARKETS.

LIVE STOCK.

DETROIT—Cattle: Quotations on all kinds of live stock, with the exception of hogs, were higher at the stock yards this week. Cattle, which have been steady for the last three or four weeks, are up 15 or 20 cents; lambs are up from 50 to 75 cents and calves, which have stood at the record price of $11 per hundred for some time, rose even higher. Extra dry-fed steers, $8@3; steers and heifers, 1,000 to 1,200, $8@7.50; steers and heifers, 800 to 1,000, $6@6; grass steers and heifers that are fat, 800 to 1,000, $4.50@4.75; grass steers and heifers that are fat, 500 to 700, $4@4.75; choice fat cows, $5.50; good fat cows, $4.50@5; common cows, $3.25@3.75; canners, $2@3.25; choice heavy bulls, $4.50@5; fair to good bologuas; bulls, $4@4.50; stock bulls, $3.25@3.75; choice feeding steers, 800 to 1,000, $5.25@5.75; fair feeding steers, 800 to 1,000, $4.75@5; choice stockers, 500 to 700, $4.75@5; fair stockers, 500 to 700, $4@4.25; stock heifers, $3.50@4.25; milkers, large, young, medium age, $40@60; common milkers, $25@35.

Veal Calves—Market opened steady with last Wednesday; best, $10@10.50; others, $4@9.

Sheep and lambs—Market opened 25@50c higher than last week's opening: best lambs, $7; fair to good lambs, $6.25@6.75; light to common lambs, $4@6; fair to good sheep, $3@3.75; culls and common, $2@2.75.

Hogs—None sold; steady with last week. Range of prices: Light to good butchers, $8.25@8; pigs, $8@8.35; light yorkers, $8.75@8.95; stags, 1-3 off.

EAST BUFFALO.—Cattle.—Steady; best 1,350 to 1,500 lb. steers, $9@9.50; good prime 1,200 to 1,300-lb. steers, $8.50@8.85; good prime 1,100 to 1,200-lb. steers, $8.25@8.75; medium butcher steers, 1,000 to 1,100 lbs., $7.10@7.85; butcher steers, 950 to 1,000 lbs., $6.60@7.10; light butcher steers, $5.75@6.25; best fat cows, $5.50@6.10; good to best fat cows, $4.65@5.75; fair to good fat cows, $3.25@3.75; trimmers, $3@3.25; best fat heifers, $6.75@7.75; good to best heifers, $6.50@7.15; fair to good heifers, $5@5.50; light butcher heifers, $4.75@5.25; stock heifers, $4.25@4.50; best feeding steers, dehorned, $5.50@5.75; common feeding steers, $4.75@5; stockers, inferior, $4.25@4.50; prime export bulls, $5.75@6; best butcher bulls, $5.25@5.50; bologna bulls, $4@4.50; stock bulls, $4@4.50; best milkers and springers, $60@70; common kind milkers and springers, $35@45.

Hogs—Lower; heavy, $9@9.15; yorkers, $8.25@8.40; pigs, $8@8.10.

Sheep—Strong; spring lambs, $5.25@8.35; yearlings, $5@6; wethers, $4.75@5; ewes, $3.75@4.50.

Calves—$9@11.75.

GRAIN, ETC.

DETROIT—WHEAT—Cash No 2 red, $1.06 1-2; September opened at $1.07 and declined to $1.06 1-2; December opened at $1.10, advanced to $1.10 1-4 and declined to $1.09 1-4; May opened at $1.13 3-4, advanced 1-4c and declined to $1.13; No. 1 white, $1.06 1-2.

CORN—Cash No. 2, 1 car at 52c; No. 3, 81c; No. 2 yellow, 1 car at 54c, closing asked; No. 3 yellow, 83 1-2c, closing asked.

OATS—Standard, 35 1-2c asked; October, 35c; No. 3 white, 4 cars at 33 1-4c; No. 4 white, 1 car at 32 1-2c; sample, 1 car at 30 1-2c.

RYE—Cash No. 2, 71c.

BEANS—Immediate and prompt shipment, $2.70; October, $2.30 asked; November, $2.20.

CLOVERSEED — Prime October, $10.75; sample, 8 bags at $10; prime alsike, $11.50; sample alsike, 23 bags at $10.25, 5 at $11.

TIMOTHY SEED—Prime spot, 80 bags at $2.10.

FLOUR—In one-eighth paper sacks, per 196 pounds, jobbing lots: Best patent, $5.80; second patent, $5.60; straight, $5.20; clear, $4.50; spring patent, $5.75; rye, $5.

FEED—In 100-lb. sacks, jobbing lots: Bran, $28; coarse middlings, $28; fine middlings, $31; cracked corn and coarse cornmeal, $34; corn and oat chop, $31 per ton.

GENERAL MARKETS.

PLUMS—$1.25@1.60 per bu., 25@30c per 1-8 bu. basket.

PEARS—Bartlett, $5@5.50 per bbl.; Oregon, $2.50 per box.

CANTALOUPES—Rocky Fords, $3@3.25 per crate.

PEACHES—Elberta, fancy $2.25, AA $2, A $1.75, B $1.50 per bu.; 1-5 bu. basket, 25@35c.

APPLES—New, fancy $2.25@3, common $1.25@3, pears $1@1.25 per bbl.; good apples, by the bushel, 50@75c.

GRAPES — Eight-pound baskets: Champion, 14c; Moore's early, 13c; Worden, 16c; Island grapes, nine-lb. baskets: Worden, 18@20c; Niagara, 25@30c; Delaware, 25@30c.

TOMATOES—40@50c per bu.

ONIONS—Per sack, $1.25; per bu. 75c.

HONEY—Choice to fancy comb, 15@16c; amber, 12@13c per lb.

DRESSED CALVES—Choice, 9@10c; fancy, 13 1-2@14c per lb.

NEW CABBAGE—$1@1.25 per bbl.; home-grown, $1@1.25 per bbl.

NEW POTATOES—Southern, $2.25 per sack; Michigan, 70@75c per bu.

SWEET POTATOES—Jersey, $1.50 per bu. and $4.25 per bbl.; Virginia, $1.25 per bu. and $2.50 per bbl.

CHEESE—Wholesale lots: Michigan flats, 14 1-2@15c; New York flats, 16 1-4@16 1-2c; brick cream, 14 1-2@15 3-4c; limburger, 14@15c; imported Swiss, 27 3-4@28 1-2c; domestic Swiss, 17 1-2@18 1-2c; block Swiss, 16@17c per lb.

LIVE POULTRY—Broilers, 16c per lb.; hens, 13@13 1-2c; No. 2 hens, 9@10c; old roosters, 9@10c; turkeys, 15@16c; geese, 8@9c; ducks, 12@13c; young ducks, 14@15c per lb.

HAY—Carlot prices, Detroit market: No. 1 timothy, $16.50@17; No. 2 timothy, $15@15.50; No. 1 mixed, $13@14; light mixed, $15.50@16; rye straw, $10@10.50; wheat and oat straw, $8@9 per ton.

New beets, 65c per bu.; carrots, 60c per bu.; cauliflower, $1.25@1.50 per bu. hothouse cucumbers, 10@12c per doz.; eggplant, $1.50@1.75 per doz.; garlic, 10c per lb.; green peppers, 75@50c per bu.; green onions 10c per doz.; green beans, 75c per bu.; leaf lettuce, 30c per bu.; head lettuce, $1.25 per bu.; mint, 30c per doz.; parsley, 20@30c per doz.; radishes, 15 1-2c per doz.; turnips, 75c per bu.; vegetable oysters, 40c per doz.; watercress, 25@35c per doz.; spinach, $1 per bu.; wax beans, 75c per bu.; green peas, $2 per bu.; celery, home-grown, 25@30c per doz.

Knox Goes East.

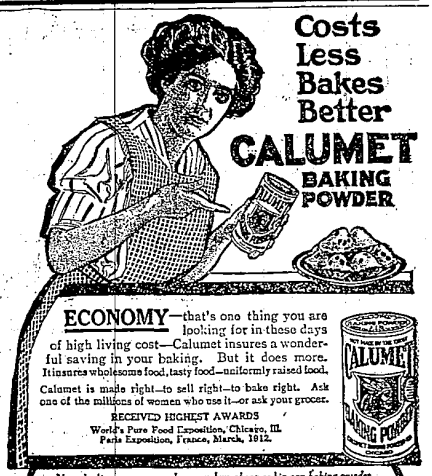
W. Frank Knox and John A. Muehling, owners and publishers of the Sault Ste. Marie News, have sold their entire holdings to George A. Osborn, son of Gov. Osborn.

Messrs. Knox and Muehling will remove to Manchester, N. H., where they will begin the publication of an evening newspaper about Oct. 1. The field which they are invading has a population of about 100,000. The Manchester paper will be the progressive organ in New Hampshire.

Gov. Bass and Winston Churchill, the progressive candidate for governor, were active in promoting the enterprise.

A gas well discovered under a Beulah livery stable is still producing in strong volume.

Both Matt King, of Cheboygan, Republican candidate for state representative, and John Noll, the Democratic candidate, are prevented from doing political work by the fact that their families are quarantined on account of diphtheria. Several cases have developed in the city, resulting in the closing of the Central school. Strict measures are being taken by Health Officer Tweedale, and he expects to stamp out the scourge in short time.



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RECEIVED HIGHEST AWARDS
World's Pure Food Exposition, Chicago, Ill.
Paris Exposition, France, March, 1912.

You don't save money when you buy cheap or big-can baking powder. Don't be mislead. Buy Calumet. It's more economical—more wholesome—gives best results. Calumet is far superior to sour milk and soda.

W.L.DOUGLAS SHOES

$3.00 $3.50 $4.00 $4.50 AND $5.00

FOR MEN AND WOMEN

Boys wear W. L. Douglas $2.00, $2.50 & $3.00 School Shoes, because one pair will positively outwear two pairs of ordinary shoes, same as the men's shoes.

W.L.Douglas makes and sells more $3.00, $3.50 & $4.00 shoes than any other manufacturer in the world.

THE STANDARD OF QUALITY FOR OVER 30 YEARS.

The workmanship which has made W. L. Douglas shoes famous the world over is maintained in every pair.

Ask your dealer to show you W. L. Douglas latest fashions for fall and winter wear, notice the *short vamps* which make the foot look smaller, points in a shoe particularly desired by young men. Also the *conservative styles* which have made W. L. Douglas shoes a household word everywhere.

If you could visit W. L. Douglas large factories at Brockton, Mass., and see for yourself how carefully W. L. Douglas shoes are made, you would then understand why they are warranted to fit better, look better, hold their shape and wear longer than any other make for the price. *Fast Color Eyelets.*

CAUTION: To protect you against inferior shoes, W. L. Douglas stamps his name on the bottom. Look for the stamp. Beware of substitutes. W. L. Douglas shoes are sold in 78 own stores and shoe dealers everywhere. No matter where you live, they are within your reach. If your dealer cannot supply you, write direct to factory for catalog showing how to order by mail. Shoes sent everywhere, delivery charges prepaid. W. L. Douglas, Brockton, Mass.

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IN THE GREAT NORTHWEST

New law makes it easy to acquire 320 or 160 acres. Also wonderful opportunities in sale of 300,000 acres fertile Montana state lands at low prices. Terms: 15% down, balance in 20 years. Crops this year bigger than ever!

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Sept. 25 to Oct. 10. $33 from Chicago to many points in Montana—$38 to Idaho, Washington, Oregon and North Pacific Coast points. Liberal stopovers.

New American Limited — GREAT NORTHERN RAILWAY — Built of Black Diamonds

Tickets on sale daily, Sept. 25 to Oct. 10. For Colonist Folder and detailed information, fill out the coupon and mail to

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Engineer Hobbs's cost money.

The letter patent granted for the dignity of a baron cost £150, and for that of a baronet £100, payable to the board of inland revenue. Other expenses to be incurred by the newly-honored include crests or new coats-of-arms, while some wish to have their "genealogical trees" properly made out. Consequently the Heralds' college is busy after the issue of a list of honors, and the total expenses of a baron are not far short of £400, and those of a baronet exceed £200.

Improved Vacuum Cleaner.

A new vacuum cleaner, designed to be operated by water power in a sink or bathtub, consists of two suction pumps driven by a water wheel and a chamber in which the dust is collected, to be washed away by the waste water.

If you would get up in the world you might patronize a roof garden.

Readers of this paper desiring to buy anything advertised in its columns should insist upon having what they ask for, refusing all substitutes or imitations.

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