With the World's Workers

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

FOR THE SALESMAN

Some Rules and Hints Laid Down by One Who Has Made a Success.

GOOD TEMPER; COMMON SENSE

Language of Convincingness One of the Most Important Things to Be Acquired—Never Claim Too Much for Goods You Are Selling.

Do not allege too much or you may prove too little. Too much is not sufficient. Zeal will often impel us beyond the boundary line of discretion.

"If you cannot pull a man off his high horse on one side you may push him off on the other. It does not matter which way, so you land him"—in, salesmanship.

The man who commits the most faults is the one who is least aware of them.

Good temper is the best companion and common sense the surest guide.

One excuse for paragraphs of this kind is that if a salesman reads them he is more likely to observe and follow any good rule which they may embody than if he does not read them.

It is the business of life to become familiar with facts and draw inferences from them and the experiences of others serve us for the purpose as much as our own.

Tact will follow from experience; it can not be taught. Much experience can be condensed in the form of rules. Every salesman should give attention to the making of rules, which are the condensations of his own, or others' experience.

"I have spent much time during the last five years in the search for strong, convincing expressions," said a salesman. "A fund of forceful sentences ready for use will give a salesman an almost invincible power in argument. He should learn fewer jokes and more logic."

One learns the alphabet of language, why not the language of convincingness?

Never treat a customer as if he were a fool. It is a mistake too often made. You will be caught at some point along the line of false argument. A buyer is not to be fooled at all points.

"There is a flattery that is soothing and winning. It consists in the employment of language that does not directly flatter but induces the hearers to flatter themselves."

When arguing your proposition, do not answer an objection before it is made. It is always easier to answer after it is offered and you have the advantage of the closing argument, and can play a stronger card to your opponent's lead.

If you desire most effectively to impress your customer with the belief in the high quality of your goods, never claim too much for them, but that learnedly of quality as a general proposition and leave it to the customer to infer that your goods possess the merit which you have so eloquently extolled. If you advocate good goods and high principles, it will be believed that your goods and your methods are equal to the standard you proclaim.

Enthusiasm: A Business Asset.

ENTHUSIASM is the greatest business asset in the world. It beats money and power and influence. Single-handed the enthusiast convinces and dominates where the wealth accumulated by a small army of workers would scarcely raise a tremor of interest. ENTHUSIASM tramples over prejudice and opposition, spurns inaction, storms the citadel of its object, and like an avalanche overwhelms and engulfs all obstacles. It is nothing more or less than faith in action. Faith and initiative rightly combined remove mountainous barriers and achieve the unheard-of and miraculous. Set the germ of enthusiasm afloat in your plant, in your office, or of your farm; carry it in your address and manner; it spreads like contagion and influences every fiber of your industry before you realize it; it begets and inspires efforts you did not dream of; it means increase in production and decrease in cost; it means joy and pleasure and satisfaction to your workers; it means life real and virile; it means spontaneous bed rock results—the vital things that pay dividends.

"Get in Line!"

"Thomas A. Edison once said that what is commonly called 'genius' is in reality 2 per cent. inspiration and 98 per cent. perspiration." Success in the world of business today is 98 per cent. foresight and action, and 2 per cent. dumb luck. Do you want to take a chance on that 2 per cent? Hardly! Then get in line."—Rober Brown.

Analyze Yourself Occasionally.

"When you are working for a man, occasionally ask yourself whether if you were the employer you would hire a man like yourself. If is a sure way of getting a move on yourself."—Beach's Magazine.

PORTION OF LABOR.

Truly, the light is sweet
Yea, and a pleasant thing
It is to see the Sun.
And that a man should eat
His bread that he has won—
(So is it sung and said),
That he should take and keep,
After his laboring,
The portion of his labor in his bread.
His bread that he hath won;
Yea, and in quiet sleep
When all is done.

Truly, one thing is sweet
Of things beneath the Sun:
This, that a man should earn his bread and eat,
Rejoicing in his work which he hath done.
What shall be sung or said
Of desolate deceit,
When others take his bread;
His and his children's bread—
And the laborer hath none?
—Josephine Preston Peabody, in "The Singing Man."

SOME BUSINESS RULES.

The following list was compiled by Arthur S. Huey, vice-president of a large public utility organization, and includes what he considers to be the obligations of a service company. He believes that any gas, electric light, telephone, or other company which lives up to these obligations will be successful:

Rendering good, adequate and continuous service.

Fair and reasonable rate schedules

No discrimination among customers of the same class or between classes of customers for like service.

Extension of service into all populated sections of the municipality and suburbs.

Earnest endeavor to market the greatest possible volume of service.

Adoption of approved inventions and developments in machinery and apparatus.

Sound financial management.

A high standard of physical maintenance.

Public spirited attitude in all matters concerning the general welfare and advancement of the community.

Broad and liberal business administration.

Keeping faith with the people in all agreements, promises and announcements.

Strict obedience to law and no participation in politics.

IN PUBLIC UTILITIES

STILL CHANCES FOR PROMOTERS TO MAKE MONEY.

Municipal Ownership Sentiment Has Not Seemed to Have Very Great Vitality.

There are still plenty of chances for making money in public utility enterprises. The wave of municipal ownership sentiment that passed over the country several years ago did not accomplish a great deal in changing plants from private companies to public utilities. This is shown by the government statisticians. A recent report showed that 92 per cent of the electric light and power business in the United States was in the hands of private companies and only 8 per cent in municipal plants.

The cost of the private plants and equipments is given as $1,054,034,175, while the public plants cost only $42,879,447. This would be only 4 per cent of the whole investment. There were 1,252 municipal plants, and of these 1,081 were located in towns of less than 5,000 population. Seventy-four per cent of the municipal plants had a capacity of about 200 kilowatts each, which, of course, is small. the $220,036,181 municipal bonds issued in 1910 only $2,266,552 was for publicly owned gas or electric plants. There are approximately only twenty five municipal gas plants in the United States and one municipal street railway line.

It is evident, therefore, that a man or a set of men who want to incorporate and ask for a franchise for some public utility need not be much concerned by the possibilities of municipal interference and municipal control.

The present trend of public opinion seems to be more toward regulation. Five years ago there were two states in which public utility plants were under the supervision of commissions. These were New York and Massachusetts. The number of states having such commissions has grown until now there are fourteen states where state bodies have the power to regulate water, telephone, transportation, gas and electric service. Twenty-seven states have commissions having more or less control of one or more utilities.

MEET IN COMPETITION

PLAN THAT HAS PROVED GREAT SUCCESS IN ENGLAND.

Applicants for Position Undergo Examination. With Position or Prize for the Victor.

What chance would you have of securing a business position if you had to win it in a competitive examination with perhaps 100 other applicants?

It is a unique plan and to the writer's knowledge has never been tried by an American firm. But it has been tested in Europe and found to be a success.

A large publishing firm in London inaugurated the idea in filling a vacancy in its office. The company required a well trained man or woman for a certain position of considerable responsibility, and the directors decided to fill the place by a competitive examination in the ordinary business knowledge which a competent person ought to possess. The salary to be paid at first was announced to the contestants as approximately $1,000 a year and the winner was to have the option of declining the position and accepting $500 in cash in lieu of it, the company having the right, in that event, to choose any of the other competitors.

The examination attracted the attention of a large number of ambitious young men and women and was a complete success in the opinion of the firm. It meant more than a prize to the victor. It was the stepping stone to a career.

The idea was presented to several prominent Chicago business men, who were asked for opinions relative to its successful operation in this country. Practically all agreed that the plan is an excellent one, but they were doubtful as to whether it could be carried out over here, where business conditions are so different from those of Europe. They pointed out that while the average employer is often compelled to hire inefficient help and discover that fact later the rush of business in the United States is so great that time could not be spared to conduct a competitive examination. One merchant declared that the plan is an excellent illustration of the difference between the slow, easygoing business methods of Europe and the rush and bustle that prevails here.

Rabbits Change Habits.

German naturalists are taking much interest in a change in the habits of the wild rabbits of that country, which are building their nests above ground instead of in burrows as heretofore.

The Hidden Region.

Back of the industrial world that is visible to every eye is another world which gives girth to and raises industries, glimpses of it coming to us only occasionally. It is a region of bottles and test tubes, of retorts and balances. It is inhabited by beings wearing acid-stained linen dusters and it smells abominably.

Indigo is an article of commerce which came originally from the far east, where it was obtained from some form of plant life. A German chemist found a way of making indigo out of the tar waste of gas works. It is now about one-twentieth as costly as the stuff from India and its manufacture is upon a big scale. Camphor has been a Japanese monopoly. It is now made artificially, being identically the same thing as that made from Formosan trees. Some one while studying the mysteries of bread-making fell upon a method of turning the starch of stale bread into sugar. Recent patents taken out are said to be the forerunners for an artificial rubber which may meet the demand the tropical forests could not.

In steel works, in packing houses, in the factories of electrical companies, are laboratories, any one of which may pick up one of those pebbles of knowledge which Faraday said constituted his work in life. Yet they are little known to the general public.

The Best Stimulant.

Work is the greatest of all stimulants, and the will to do is the will to live, without which there is weak vitality. The feeling that work must be done furnishes the stimulus for its performance, and its accomplishment develops more power for still more work. It is only when we cease to do that we become incapable and at last unable to live.

It is one of the fundamentals of physiology that, within reasonable limits, the more rapid becomes the destruction of tissue, the better and more thorough is its after reconstruction; that is, we must destroy before we can renew. Sharp efforts on the part of any muscle or organ tends to its rapid destruction, and hence to its complete reconstruction and maintenance in physical vigor.

In plain language, one must "be alive to keep alive."

New Invalid's Chair.

The invalid's chair that a New Yorker has patented is especially designed for carrying a person up or down stairs, having handles for the purpose on the back and near the bottom of the frontpiece.

RED CROSS FOUNDER

Clara Barton Celebrates Ninetieth Birthday Anniversary.

Failing Health of Woman Who Conceived Idea of Aiding Wounded Soldiers During Civil War Prevents Celebration.

Washington.—Miss Clara Barton, famous the world over as a Red Cross worker, reached her ninetieth birthday anniversary Christmas day. Congratulatory messages from friends and admirers in many parts of the world were received at the home of the famous nurse at Glen Echo, Md., a few miles from this city.

Friends and neighbors of Miss Barton contemplated having a celebration of her anniversary, but all plans in this direction were abandoned because of the precarious condition of her health.

Miss Barton has been failing ever since her serious illness last winter. Of the friends who called at Glen Echo only the most intimate were permitted to see her.

Few women of America have had a more active or more interesting career than Clara Barton. She was born in Oxford, Mass., December 25, 1821, the daughter of Capt. Stephen Barton, who fought under Gen. Anthony Wayne. In her early career she was a school-teacher. She founded a free school at Bordentown, N. J., which, beginning with six pupils, quickly grew until it numbered nearly 600. This work she gave up to accept a place in the patent office at Washington, which she held until the outbreak of the Civil war.

After giving up her government position Miss Barton advertised in a newspaper in Worcester, Mass., that she would receive stores and money for wounded soldiers at the front, which she personally would distribute. Her appeal was liberally answered, and she began her great relief work.

Clara Barton.

She continued with the soldiers in Virginia during nearly the entire period of the war, being head nurse of the hospitals among the armies on the James.

Miss Barton went to Europe in 1869, and was abroad when the Franco-Prussian war broke out. She lost no time in going to Strassburg and beginning the work of nursing the wounded soldiers. She proceeded later to Paris and rendered assistance in relieving distress at the time of the commune.

The American Association of Red Cross was formed in 1881, and Miss Barton was chosen its first president, which position she continued to fill until the reorganization of the society several years ago, when, realizing that she was no longer young enough to direct the affairs of the society, she yielded the management to other hands.

During the more than twenty years that Miss Barton sustained the movement in America, she visited numerous scenes of disaster, such as Johnstown after the flood, Galveston after the tidal wave, sections where forest fires had denuded the country and impoverished its people, or where the abundant waters of the Mississippi had overflowed, carrying death and desolation to thousands.

It is to be earnestly hoped that Miss Barton will live to witness many more Christmas days. She is comforted and sustained in her declining days by the prayers and blessings of many who have benefited by her gentle ministrations, and by the knowledge of good work accomplished.

CAN'T TELL HIS SONS APART

Marvelous Texas Twins Who Exchange Sweethearts and the Latter Don't Know It.

Fort Worth, Texas.—John Cobb Harris, a wealthy Mansfield farmer, came to Fort Worth to make a new will, because he was unable to tell his twin sons apart. The will he destroyed gave John Harris certain property and Cobb, the other twin, other realty, but Harris had divided his property just opposite to his own desires.

Harris' sons are 22 years of age and among the most remarkable twins in the country. Both are six feet six inches tall and muscular. With their hats on their father cannot tell one from the other, but John is a little more bald than his brother.

The twins keep a common bank account and always speak of "our money," "our horse" and even "our girl," as they frequently play a joke on their sweethearts by exchanging them.

ANOTHER WAR CLOUD.

Italy's Seizure of French Ship May Lead to War.

Italy's naval activity in the near east seems likely to lead to serious international complications.

Unless Italy gives France satisfactory explanations of the seizure of the French steamers, France will send a naval demonstration against Italy.

The gravity of the situation arising through the seizure of the French steamer Manouba, Jan. 19, by Italian destroyers while on a voyage from Marseilles to Tunis, has been increased by new facts which came to light Sunday. It now appears that the captain of the Manouba which included among its passengers 29 Trukish nurses of the Red Crescent society only surrendered the Turks on orders from the French embassy at Rome. It had previously been reported that the captain had disembarked the Turks on his own initiative at Cagliari, in Sardinia, and was then permitted to leave the port.

The French foreign office declares that no such orders emanated from Paris, but that, on the contrary, the consuls had been instructed through the embassy to oppose all surrender.

A state savings bank will be established at Daggett in Menominee county.

THE MARKETS

Detroit, January 19.—Cattle—Receipts, this week, 4,326, against 4,751 last week; market steady at Thursday's prices. We quote: Best dry-fed steers and heifers, $6.90@7.40; steers and heifers, 1,000 to 1,200 lbs., $6.50@6.90; steers and heifers, 800 to 1,000 lbs., $4.75@5.50; steers and heifers that are fat, 500 to 700 lbs., $4.25@5.00; choice fat cows, $4.50@4.75; good fat cows, $3.50@4; common cows, $3@3.25; canners, $2@2.50; choice heavy bulls, $4.50@5; fair to good bologna bulls, $3.50@4; stock bulls, $2@2.50; milkers, large, young, medium age, $40@50; common milkers, $25@35.

Veal calves—Receipts this week, 894, against 750 last week; good grades steady; common dull and low $1 lower; quality very common. best, $9@9.50; common, $5.50@6.50.

Milch cows and springers dull.

Sheep and lambs—Receipts this week, 9,021, against 11,959 last week; market 25c lower than on Thursday and dull; best lambs, $6.50; fair lambs, $5.75@6.25; light to common lambs, $4.50@5.25; fair to good sheep, $3@3.75; culls and common, $2@2.75.

Hogs—Receipts this week, 7,026, against 9,728 last week; market steady at Thursday's prices. Range of prices: Light to good butchers, $6.10@6.25; pigs, $6.50; light yorkers, $6@6.10; stags, one-third off.

East Buffalo, January 19.—Dunning & Stevens, live stock dealers, report: Cattle—Receipts, five cars; slow. Hogs—Receipts, 40 cars; strong; heavy, $6.40@6.50; yorkers, $6.25; pigs, $6. Sheep and lambs—Receipts, 60 cars; slow; top lambs, $7; yearlings, $5.50@6; wethers, $4.50@4.75; ewes, $4@4.50. Calves, $5@10.75.

GRAIN, ETC.

Wheat—Cash No. 2 red, 97¾c; May opened without change; at $1.01¼, gained 1½c and declined 1¼@1½c; July opened at 98½c, touched 98½c and declined to 96c; No. 1 white, 95½c.

Corn—No. 3, 67½c; No. 4, 2 cars at 62½c; No. 3 yellow, 3 cars at 68½c; No. 4 yellow, 3 cars at 67½c.

Oats—Standard, 52½c bid; No. 2 white, 52c.

Rye—Cash No. 2, 85c.

Beans—Immediate, prompt and January shipment, $2.40; February, $2.42; May, $2.55.

Cloverseed—Prime spot, 50 bags at $13.40; March, $13.40; sample, 10 bags at $13; 3 at $12.25, and 11 at $11.75; prime alsike, $11.75; sample alsike, 3 bags at $11.25, 8 at $10.

Timothy Seed—Prime spot, $7.20.

Barley—Best sample, $2.50@2.55 per cwt.

Buckwheat—Good milling grain, $1.75 per cwt.

FLOUR—In one-eighth paper sacks, per 196 pounds, jobbing lots: Best patent, $4.85; second patent, $4.60; straight, $4.25; spring patent, $5.90; rye, $5.20.

Feed—In jobbing lots in 100-lb sacks: Bran, $28; coarse middlings, $28; fine middlings, $29; coarse cornmeal and cracked corn, $36; corn and oat chop, $27 per ton.

GENERAL MARKETS.

The general tone in farm stuff is easier and lower prices are quoted in several lines. Butter took the expected drop. The advance of a week ago was too sudden to last. Prices are now 5@7c from the highest. In the potato deal there is an easier feeling and prices are 5c lower.

Poultry has been large since the break in the cold spell and the market is now well supplied. Poultry is quiet and easy and there is a steady tone in dressed hogs and calves.

Butter—Market firm; extra creamery, 36c; first creamery, 36c; dairy, 28c; packing, 21c per lb.

Eggs—Market firm; current receipts, cases included, 50c per doz.

Fruit.

Apples—Baldwins, $2.50@3; Greenings, $2.75@3; Spys, $3@3.50; Ben Davis, $2@2.50, per bbl.

Cranberries—Howes, $9.25@9.50 per bbl., $3.25@3.50 per bu.

Farm and Garden.

Potatoes—Car lots, bulk, 55c; sacks, $1 per bu.

Onions—$1.25@1.35 per bu; Spanish, $1.75 per crate.

Hickory Nuts—Shellbark, 26@28c per pound.

Dressed Poultry—Chickens, 11@14c; hens, 10@11c; ducks, 17@18c; geese, 14@15c; turkeys, 18@19c per lb.

Dressed Calves—Ordinary, 9@10c; fancy, 11@12c per lb.

Dressed Hogs—Light, 12½c; medium, 7c; heavy, $6.50 per cwt.

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

Live Poultry—Spring chickens, 10½@11c; No. 2, 9c; hens, 10c; No. 2 hens, 8c; ducks, 14c; young ducks, 15c; geese, 11@12c; turkeys, 16@17c.

Cabbage—2½@2½c per lb.

Vegetables—Beets, 75c per bu; carrots, 60c per bu; cucumbers, hothouse, $1.50@1.75 per box; celery, 35@40c per doz; green onions, 12½c per doz; green peppers, 60c per basket; head lettuce, $2.25@2.50 per hamper, turnips, 60c per bu; watercress, 50@30c per doz; green beans, $2.50@3; wax beans, $4@4.50 per bu; egg plants, 25c per bu.

Provisions—Family pork, $17.50@20; mess pork, $16.50; clear backs, $16.50@18; smoked hams, 13½c; picnic hams, 10c; shoulders, 11c; bacon, 12@14c; briskets, 10½@12c; lard in tierces, 10c; kettle rendered lard, 11c per lb.

Hay—Car lot prices, track, Detroit: No. 1 timothy, $21.50@22; No. 2 timothy, $20@20.50; light mixed, $20.50@21; No. 1 mixed, $19.50@20; rye straw, $16.50@17; wheat and oat straw, $10@10.50 per ton.

The cold weather of the past fortnight has caused a shortage of anthracite coal in and around New York city.

Advocacy of political supremacy of the white race was one of the features of the message of Earl Brewer, inaugurated governor of Mississippi. He succeeds E. F. Noel. The new executive would prohibit liquor sellers from advertising their wares in Mississippi; wants child labor laws strengthened, and asks that criminal statutes and rules regulating court procedure in Mississippi be overhauled.

IOWA WOMAN WELL AGAIN

Freed From Shooting Pains, Spinal Weakness, Dizziness, by Lydia E. Pinkham's Vegetable Compound.

Ottumwa, Iowa.—"For years I was almost a constant sufferer from female trouble in all its dreadful forms; shooting pains all over my body, sick headache, spinal weakness, dizziness, depression, and everything that was horrid. I tried many doctors in different parts of the United States, but Lydia E. Pinkham's Vegetable Compound has done more for me than all the doctors. I feel it my duty to tell you these facts. My heart is full of gratitude to Lydia E. Pinkham's Vegetable Compound for my health."—Mrs. HARRIET E. WAMPLER, 521 S. Ransom Street, Ottumwa, Iowa.

Consider Well This Advice.

No woman suffering from any form of female troubles should lose hope until she has given Lydia E. Pinkham's Vegetable Compound a fair trial.

This famous remedy, the medicinal ingredients of which are derived from native roots and herbs, has for nearly forty years proved to be a most valuable tonic and invigorator of the female organism. Women everywhere bear willing testimony to the wonderful virtue of Lydia E. Pinkham's Vegetable Compound.

If you want special advice write to Lydia E. Pinkham Medicine Co. (confidential) Lynn, Mass. Your letter will be opened, read and answered by a woman and held in strict confidence.

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25 and 50 Cents
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CARTER'S LITTLE LIVER PILLS are responsible—they not only give relief—they permanently cure Constipation. Millions use them for Biliousness, Indigestion, Sick Headache, Sallow Skin.
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Genuine must bear Signature
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If you suffer from Epileptic Fits, Falling Sickness, Spasms, or have children subject to any form of fits, you should write Dr. Kline at once and you will relieve them, and cure them. You are asked to write to him and he will send you a Free Bottle of the Wonderful Remedy. It has relieved permanently many of the worst cases where everything else had failed. Please write and give age and complete address. DR. W. H. MAY, 548 Pearl St., New York

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