

PROGRESS of the WORLD

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

Must Be Initiative

To Succeed in Life It Is Necessary to "Get Ahead of the Business."

ONE GOOD CASE IN POINT

Different Positions in Which Two Men, Starting With Equal Advantages, Find Themselves Now That They Are at Middle Age.

Two former schoolmates are connected with the management of a big and opulent bank. One is a director, worth several million dollars, while the other is a cashier drawing a salary of \$35 a week. Both had the same educational opportunities. They were graduated from high school in the same year and their parents were able and willing to give them a fair start in life.

But the boy who later became a prince of financiers greatly disappointed his parents in the selection of a business. Others of positions all of which promised future advancement were made to him by his father's friends. In each instance the salary at the outset would be small, and it was this consideration that deterred him from accepting any of them. He became a book agent because the possibility of making big money appealed to him, and from that he graduated into the rank of insurance agent. Later he became a real estate salesman, and then he switched to automobiles.

His ups and downs were many. He was forced early in life to become calloused to the rebuffs of his fellow men. In a slightly modified form his experiences resembled those of his prebaptist brother whose battle for food against the beasts of the forest and his uncivilized neighbors was most often a battle for his very life itself.

Gifted with less self-assurance, his companion became a clerk in the bank, where his salary was certain and where only the faint din of the battle could be heard. His integrity and application were beyond reproach. His courtesy and politeness to the patrons of the bank were incomparable. Today at the age of forty, although he is a fine fellow socially, he is not a big man. He devotes himself to the study of detail, and never having experienced the necessity of thinking along original lines, he has not been able to do so.

His friend, on the other hand, could scarcely apply himself for an hour to a stretch of details of any of his multifarious enterprises. But in the same length of time he could conceive an original plan that would have a fair financial value. The reason is that the training of the two men was different. The dynamic forces of the financier were developed, while the static forces of the other man more into prominence. It is quite probable that their present positions might have been reversed had they changed places at the outset.

This is the point. In practically every walk of life there is a well defined path to success that has been followed by scores of others, but there are so many people following it at present that progress is difficult. To get ahead of the procession, one must strike out for himself. Had the cashier displayed something else besides application and integrity, virtues possessed by practically all the fellow clerks, some particular ability as a financier that would have brought him to the attention of his superiors, the chances are he would today be occupying a more important position.

GREAT TRIBUTES TO LABOR

Expressions Concerning Work That Have Emanated From the Brains of the World's Best Men.

- Good material is half the work.—From the German.
- The time is never lost that is devoted to work.—Benjamin Franklin.
- The result tests the work.—George Washington.
- A work well begun is half ended.—Plato.
- Work first and then rest.—Ruskin.
- At the workman's house hunger looks in but does not enter.—Franklin.
- A bad workman quarrels with his tools.—Unknown.
- He never wrought his good days work who went grumbling about it.—German.
- A skillful mechanic is a good pilgrim.—From the Spectator of Addison.
- The work braves the workman.—From the German.
- When every one minds his own business, the work is done.—The Dan. ish.
- Labor, if it were not necessary to the existence, would be indispensable to the happiness of man.—Dr. Johnson.
- All work, even cotton spinning, is

WORK OF SALESMAN

BEST METHODS OF GETTING AND HOLDING CUSTOMERS.

Little Sermonettes That Are Valuable Out of All Proportion to Their Short Length.

A salesman, when presenting his goods, should be serious, and earnest and frank, and what he has to say in the fewest words compatible with the expression of his ideas. The more concise and clear the statement the less likelihood of suggesting objections by the use of a wrong word. A single word in the wrong place may lose the order.

Seek always to make your claims appear truthful and natural. It will not be necessary to go beyond this in salesmanship. It requires the highest degree of skill to do this successfully.

You can never tell which point in your argument is going to influence your customer. Therefore, present every point which you think cannot operate against you, no matter how simple nor insignificant it may appear to you. Avoid all points from which there may result an injurious reaction.

Never exhibit the slightest sign of irritability at your customer's fears, or questions, nor peculiar methods. If you want to sell him, bear with him.

A common habit is to deny with a wordman splits a log; find a crack, be it ever so small, place in your wedge, and drive it home, but never put your wedge against the grain.

Guard against loud speaking, and more than all do not mumble your words; speak out. Do not force your hearer to strain himself in the endeavor to catch your words or meanings.

If a man does not by eye, look around for his prejudices. If you can find them and dislodge them, you can soon make a customer of him.

To Prevent Car Accidents.

In an effort to lessen the street car accidents of which many children are the victims, the Chicago school board is displaying warning pictures in all its schools. Mrs. Ella Flagg Young, superintendent of schools, has instructed principals and teachers to where to begin a course of instruction to teach the safe way of getting on and off cars. The children are to be taught the habit of facing forward in getting off cars, and not passing behind one car to cross the street without first looking to see if another car is approaching; of not jumping on and off cars in play, and of not playing "tag" on the street.

The idea is that by presenting these dangers when the children are young an impression may be made on them and a habit formed that will do away with many accidents in later years.

The street railway companies have been displaying cards and picture warnings in their cars from time to time, and the car officials are authorized to issue citations if these warnings have had a noticeable effect in decreasing accidents, especially among young passengers.

To Insure Employers

KANSAS MANUFACTURERS ESTABLISH EXCHANGE.

Legislative Problems Are Also to Be Handled by Them in a Comprehensive Manner.

Kansas manufacturers with an aggregate payroll of more than two and one-half million dollars have formed the Kansas Employers' Inter-insurance Exchange.

The plan of the exchange originated with the millers' organization, but the brick, glass, cement and other manufacturers almost immediately asked to be allowed to cooperate with the millers. The exchange then was enlarged to include selected risks in other industries where the employment was not deemed extra hazardous. Mining and other dangerous occupations are excluded.

The exchange purposes to furnish practically no cost indemnity and in addition expects to take part in legislative problems, confronting the Kansas employers. The exchange will maintain a bureau for the information of its members on all matters pertaining to employers' liability, proposed changes in laws and proposed new laws.

Since the exchange pays no agents' commissions, it is slightly underbidding the public companies for its business. The financial affairs of the exchange are administered through trustees, selected from among the subscribers.

PROTECTION FOR THE WORKER

Germany Was Leader in Scheme Now Universally Recognized as of High Importance.

Probably the most striking proof of the changing order in the world of industry, writes Henry Harrison Lewis, in Business, is to be found in the remarkable interest now shown in this country in the prevention of industrial accidents and the equitable compensation of injured workmen. It probably serves no purpose to point out that Germany has been the leader in this movement, and that she is still doing so.

A simple faucet which can be locked to prevent the misuse of the contents of a barrel to which it is fastened has been devised by a Pennsylvania inventor.

For testing the dangers of mine gases a delicate machine has been invented in England which photographically measures the duration of the flash of an explosion.

A combined colander and fruit press invented by a Minnesota man has a revolving blade which is screwed down into the contents of the utensil as it handles its contents.

A new electric filter for household use uses current only as water is drawn through it.

Go From Home to Hear News.

Sometimes the London papers score a "beat" on the American contemporaries. The British, telling a story about Uncle Jos Cannon, tells its readers that he is "the late speaker of the American Congress."

RECENT INVENTIONS.

- A motor plow for throwing up trenches on a battlefield to afford protection to soldiers is a recent invention.
- Roupened plates, which may be slipped over a shoe, have been invented to keep a man's foot from slipping as he climbs a ladder.
- A machine to hold a drill by which it may be sharpened by hand on an ordinary wheelstone has been invented in England.
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- Go From Home to Hear News.
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- New Speed Gears.
- An automatic chain speed gear for automobiles, which regulates the speed of a car to the tractive resistance but allows the motor to operate with undiminished power, has been invented.

MAKES FIRST RAILWAY TRIP

Eighty-Year-Old Wisconsin Woman, in Guest of Railway Officials on Opening of New Line.

Milwaukee.—Now and then railroad building operations disturb some queer conditions.

The aged woman shown in the accompanying photograph, had neither seen nor ridden on a railroad train until recently, when the Northwestern people opened a new line in Wisconsin and began running through trains over it to the Pacific coast. One of



Mrs. Jeannette Dalton.

the counties penetrated was Adams, which up to that time did not have a foot of railroad inside of its borders.

It was at one of the stations of this new line that a palace train picked up a passenger with an odd claim. She was Mrs. Jeannette Dalton, and that was the name of the station at which she boarded the train. At once she began to talk to the conductor, to whom she entrusted the information that although she was eighty years old she had neither seen nor ridden on a train until that very minute. She had settled in Green Lake county as far back as 1838, when she did her traveling by ox team. She therefore had a claim on the capital of the great Badger domain seventy-three years without seeing or hearing such a thing as a railroad train. On this occasion she was out for a visit in Milwaukee where she received much attention from the railroad people.

COWS GET APPLE-MASH JAG

New Jersey Herd Find Trough of Mashed Apples and Imbibe Too Freely, With Unusual Result.

Rockford, N. J.—A herd of ten cows on a farm near here recently found a trough of apple-mash which had been standing in the sun after passing through the cider mill. They lapped up the mash in short order, and a few moments later gave an exhibition of madness which had never before been noted in this part of the country. They tore down fences, some of the cows ran around in a circle, with their tails in the air, and cut all sorts of

THEY SAW THINGS.

They saw things. Finally one after another sank down to the ground and went to sleep. It took five hours to slip out of the jag.

Skis Save Man From Bear.

White Salmon, Wash.—To snowshoes and skis ran C. Bruce, son of a Minneapolis lumberman, give credit that he is alive today. While tramping in deep snows outside of the city, near a lumber camp, young Bruce came upon a big black bear. He shot, but the bullet only inflicted a wound, and he was unable to get away. He gave chase. Bruce found he had fired his last shot and, without further parley, took to flight. The snows were deep and on snowshoes Bruce was able to keep up with a few short sprints. He kept on until he reached the crest of a hill he hurriedly threw off the snowshoes, replicating the same with skis he was dragging, and coasted down a hill to safety.

Partly Brainless Man Dies.

Erastville, Ind.—After living two months with half a pound of his brains gone, Andrew J. Kueber, age 42, died at a local hospital the other day. Two months ago Kueber fired several shots at his divorced wife, and when she escaped unhurt he shot himself in the head. He was taken to a hospital where an operation was performed and physicians removed six or seven ounces of his brains.

Socialist's Campaign Expenses Nil.

Washington.—John Halbert, Socialist candidate for congress at the Arizona primaries, filed with the secretary of the senate a statement that the expenses of his campaign had been nothing.

ACCORDING TO HOYLE.



Miss Pert—I believe in calling a spade a spade.

Chappell—Sure. It would be wilefulous, you know, to call it a heart, a club or a diamond.

Here Like Him.

"Yo act me 'bout Miss Johnsing an' her husband las week, Miss Lou," said Mullin, looking up from her ironing. "Ah seen Miss Johnsing on der street las' night an' she says dey gone to 'boad'in'. Her husband' been out of 'wo'k fo' der las' six monts an' dey cayn' 'ford to keep house; no no! Ah think it might 'foolish 'coz dey's stoin' dere 'fulture an' it costs dem fifty cents a mont' to keep it in de sto' 'house, an' ef dey don't pay it ebe'y mont' de money keep a-growin' an' a-growin' an' 'chur-ov'in' into dere bank 'count, jes' like a eatin' canner. Ah tol' Miss Johnsing dat, an Ah say 'w'y don't she put her husband' to 'wo'k. He right able body man. Hitch de reins to de mule, Ah say, an' don't yo' 'wo'k yo' finger nails to de quack fo' dat niggah." But she say he can't no 'wo'k he like, dough he out all day an' sometimes till 12 o'clock at night 'abookin'. Ah reckon he don't like no 'wo'k he can fin', dat's wot's de mat' ter."

Her Bookkeeping.

Husband (studying his wife's accounts)—There are several items you haven't entered here. Doing up the furniture, your hairdresser, dentist, trip to the sea, for instance.

Wife—"Oh, those all come under 'repairs.'—Flegende Blaetter.

Nor a Brass Band.

Booth—What is the difference between charity and philanthropy?

Rush—"Charity doesn't hire a press agent.

Some cheerful givers make a specialty of handing out lemons.

A Possibility.

"He's gone to that meeting, full of fire."

"Then he had better be careful or they will put him out."

The man who is satisfied with himself never worries on account of his neighbor's estimate of him.

Dr. Pierce's Pleasant Pellets cure constipation. Constipation is the cause of many diseases. Cure the cause and you cure the disease. Easy to take.

And many a man regards his wife as a poor relation.

FILES CURED IN 6 TO 14 DAYS.

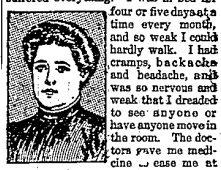
Yeast fungus will remove them in 6 to 14 days. Blood-purifying Pills in 14 to 21 days.

Riches do not make a man happy; it is what he gets out of them.

SEVEN YEARS OF MISERY

How Mrs. Bethune was Restored to Health by Lydia E. Pinkham's Vegetable Compound.

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 had cramps, backache and headache, and was so nervous and weak that I dreaded to see anyone or have anyone moving in the room. The doctors gave me medicine, but it made no case on those times, and said that I ought to have an operation. I would not listen to that, and when a friend of my husband's 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 all my own housework, work in the garden and entertain company and enjoy them, and can walk as far as any ordinary woman, any day in the week. I wish I could talk to every suffering woman and girl, and tell them what Lydia E. Pinkham's Vegetable Compound has done for me."—Mrs. DEMA BETHUNE, Sikeston, Mo.



Remember, the remedy which did this was Lydia E. Pinkham's Vegetable Compound.

It has helped thousands of women who have been troubled with displacements, inflammation, ulceration, tumors, irregularities, periodic pains, backache, that bearing-down sensation after all other means have failed. Why don't you try it?

Stop That Backache

WITH THE NEW REMEDY

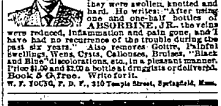
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