With the World's Workers

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

Do As You're Told

Give Employer What He Wants, Not What You Think He Should Want.

TAKES TACT TO BE REFORMER

Better Be an Automaton Than Use Your Own Judgment Against Wishes of Employer—Much Easier to Lead Than to Drive.

A young girl, about to take her first office position, was told by an older business woman: "There is one all-important lesson to master, if you would be a success in your business life—give your employers what they want, not what you think they should want."

That is what too many of us forget to do in any sphere of life. It is so easy to think our own way or opinion the only way that it takes great self-denial and abundant common sense not to force it on others. What we think and feel may be wiser and more worth while than the thoughts of our friends, but be sure those friends will not love us better for trying to set them straight.

It takes infinite tact to be a reformer. This is contrary to general opinion. The common acceptance of that creed is one who drives his views down the throats with no gentle hand and thinks himself ordained of heaven to set the world straight.

Yet how much easier it is to lead than to drive. Know what you want and how you want it done, but if some one who has the right to control your actions wants it done some other way then acquiesce. In time, if your way is better, and you can exploit it tactfully, it will prevail. The one result of forcing is to force yourself into unpopularity.

A girl who is as capable as she is generous hearted has no influence in the charities she attempts because she insists on making her beneficiaries live according to her notions. She went to the home of a friend whose nurse had gone home sick and offered to take the children out for the afternoon. Instead of falling in with the mother's usual plans she began to give advice. Susie must wear this, Bobbie should not be allowed to do that, all children should do thus and so. Result: The children were upset and fractious and the mother irritated instead of grateful.

The girl who will not do things your way is "long" on advice. Show her a piece of fancy work—immediately she tells you how she works it; ask her to preside at your teatable—she upsets all your arrangements to introduce her ideas on tea making; appoint her to a committee—she feels it her duty to revolutionize it.

Do you fall on your knees in gratitude? Not if you are a normal person. Even though you know the girl's ways are better than yours, you feel resentful at her presumption.

A girl who sang was asked by her hostess to bring certain songs to sing at an evening musicale. The girl, thinking she knew more about music than her hostess, exercised her own judgment, and brought an entirely different collection, one too classic and utterly unsuited to the guests.

Now the girl wonders why her hostess was unappreciative.

If you are a worker it is doubly important to give people what they want. The man or woman who can afford to employ another usually has brains enough to know his or her own business. For a girl to assume otherwise is the height of conceit.

A girl in an office would better be an automaton than one who uses her own judgment against the expressed wish of her employer. Suggestions, tactfully made, are possible—never by the new girl or the inexperienced—but it is safer to be a machine, doing only what told, than to force your opinion unasked.

If you study to give people what they want you never become a back number. There is no chance of getting tangled in one's own point of view; no possibility of being rutted. The girl who studies the trend of public opinion, who keeps abreast of the times, who knows what is wanted in her own line of work is the girl who grasps opportunities and makes good.

Do not get the notion it is deceitful to give others what they want if those wants happen to be opposed to your views. If there is a question of right and wrong, the girl can always get out; can seek some employment that does not conflict with her conscience. While she remains, it is her duty to do as her employers wish.

Physicians' Code.

When the Code of Ethics is spoken of, a man generally has brought at once to his mind the medical profession and one physician refusing to treat another; physician's patient. There may be several reasons for this custom of doctors, but one good one is enough. One kind of medicine may be harmless when taken alone, and then another kind of medicine may be harmless when taken alone. But if these two medicines are given to the same sick person at the same time, or even within a few hours or days, then they may combine or undergo other change and form a deadly poison.

Secrets of Trade

Nearly All Manufacturers Possess Some Which They Guard Zealously.

FEW ARE REALLY VALUABLE

Famous Processes Sometimes Lost Beyond Recovery—Trick of Mixing Best Watch Oil in World Dies With the Inventor.

Nearly all manufacturers possess "trade secrets," which they guard zealously. Some of these are of real value, but the majority are of only fancied worth. When a firm or individual owns a real "trade secret," it is frequently beyond all price, and there are many other persons ready and willing to pay enormous sums for it.

It seldom happens that a "trade secret" leaks out through treachery on the part of employes, and that fact speaks well for individual honesty the world over. When a valuable process does become known it is generally due to the ingenuity of some experimenter who has worked out the problem from his own brain.

It has happened many times that valuable trade secrets have been lost beyond recovery. For instance, the best watch oil in the world cannot be made today because the secret process of mixing it perished with the inventor. The last quart of this famous fluid was sold for $200, and that was 30 years ago. Since then every effort has been made to analyze the product in an attempt to reproduce the oil, but without success. The man who made it and, who alone knew its composition died, and no one knows his name or even his place of burial. He never revealed to anyone the details of his mixture and it was not until after his death that the real value of the oil was discovered.

After the inventor died, his bookkeeper took the small stock of oil on hand as his pay for the $800 in salary due him, little dreaming that he would realize anywhere near that amount from it. All during his life the inventor had tried unsuccessfully to sell the oil to clockmakers, but they were skeptical and would not even give it a trial. The bookkeeper proved to be a better salesman than his former employer and finally succeeded in disposing of the entire stock to a famous clockmaker. This man in turn induced a great chronometer maker of London to try it. The firm made a thorough test of it, using the oil on some ship's chronometers of the finest type. The vessel made an arctic voyage, and upon its return the oil was pronounced wonderful. It was as fresh at the end of the trip as when it was first put on.

The oil had proved its value, but there was only a small quantity in the whole world, and when the owner died, he bequeathed the remaining lot of it to an old employe as a mark of affection. The new owner, realizing its value, divided it into four portions and placed them in four different warehouses. These four portions consisted of just four quarts. A great fire which happened soon after this destroyed three of the four warehouses, so only one quart of the precious oil remained. This was eagerly purchased by a big watch concern for $200 and they would gladly have bought almost any quantity at that price.

Good Faith Is Needed

PERFECT TRUST BETWEEN EMPLOYER AND WORKER.

Scientific Management Will Not Work Out Successfully Unless There Be Mutual Confidence.

Certainly training, which, with its results in the form of higher wages, is the most noteworthy feature of scientific management, must be of undeniable advantage to the workman. But it is sometimes objected, "What assurance has the operative that when he has increased his production and consequently his earning power, his wages will not be cut?" This objection leaves out of account the fact that the very essence of scientific management, or in fact, of any type of sound industrial organization, is mutual confidence and genuine cooperation between the management and the work people. The attitude of the workman toward the management is all-important, and unless he can be convinced that his standing in the organization, his relations with the employer, what he contributes and what he receives are all fair and work out to his advantage in the end, he cannot work successfully under scientific management.

It would no more be possible to build up this type of organization in a shop where the men were suspicious and hostile toward the management without first changing this attitude as the work progressed than it would be to build a 40-story building out of sundried brick.

Moreover, it would be equally futile to try to continue scientific management when, after years of painstaking and laborious effort, it had been finally established unless the relations between employer and men continued to be those of confidence and mutual advantage. Piece rates, task rates, or whatever other rates were in use could not be changed except for some good reason based on a change of the processes involved, and then with the full understanding and consent of the men, without arousing their distrust, thus striking at the very foundation of the whole scheme of organization.

It is highly improbable to say the least that an employer, possessed of the intelligence and ability necessary to introduce successfully scientific management, would be so lacking in ordinary good judgment as to undermine the whole organization he had painfully and slowly built up after from three to five years of effort and so forfeit the valuable results of that effort by breaking faith with his work people and so taking the very heart out of the organization of his plant.

In short, the cutting of rates will not result under scientific management because there is no motive for cutting. By such action the employer would throw away far more than he could gain.

In conclusion, then, it may fairly be said that scientific management helps the workman because, without speeding up or driving, it enables him to produce more, earn more and live better by giving him the training and surrounding him with the conditions that develop his skill and capacities to their fullest.—David F. Edwards.

SCIENCE NOTES.

A locomotive that originally was built in 1847 has been reconstructed and given light work to do by an English railroad.

Copper, zinc, aluminum, and magnesium compose a new bronze invented in Germany for airship parts.

While a man's heart is beating seventy times a horse's is pulsating but forty times and an elephant's only thirty.

The thermometer which has served as a model for all those made ever since was constructed by Fahrenheit at Amsterdam in 1720.

Accurate photographs of buildings and land have been taken by United States army aviators from altitudes as great as 1,000 feet.

After a long investigation a French scientist has declared that tuberculosis can be transmitted by the perspiration of a person afflicted with the disease, the germs passing through the pores.

An amateur horticulturist in California has succeeded in breeding a seedless tomato of large size.

When the ground is covered with snow, in at least one city in Norway, a trackless trolley car hauls as a trailer a passenger car mounted on runners.

LIFE NO LONGER A GROOVE

Forget the Old Proverb "Opportunity Comes But Once in a Lifetime."

I wonder if you were raised (even as I) on that ancient, moss covered, harness broken proverb that says, "Opportunity comes but once in a lifetime?" If you were, forget it, advises a subway guard.

In the days when force ruled the world and knowledge was an aristocratic cult, Opportunity came perhaps only once in a lifetime. But life is no longer a groove. It is a kaleidoscope, every turn of which reveals a new pattern. In one decade new professions, new industries, new opportunities have been born to such a degree that no man can fairly say, "I have no chance." Every minute of your working hour is fraught with opportunity; on the one hand to do your work better; on the other to master the job ahead. Every minute of your spare time is an opportunity to learn more, to increase your vision, to create facts out of your ideals.

Opportunity is your handmaiden. Don't neglect her.

UNCLE SAM LAGGING

Behind Other Nations in Restriction of Opium.

IS IN ANOMALOUS POSITION

Initiated Movement for Control of the Traffic and Has Neglected to Adopt the Necessary Remedial Measures—Laws Urged to Be Passed.

By GEORGE CLINTON.

Washington.—Although this country initiated the international movement for the control of the traffic in opium, the United States is today the one nation which has not been vitally affected by the movement. For, with the single exception of the act of 1909, which by no means strikes at the heart of the problem, congress so far has failed to consider the necessary remedial measures, and today, in the words of Hamilton Wright, member of the American delegation to the International Opium Conference, "the United States is in the position, after having received the cordial co-operation of twelve powers, of being far behind in the movement." It is a clear case, say those who are urging the suppression of the opium trade, of neglect at home and charity abroad.

In his message to congress the other day regarding the opium traffic, President Taft laid stress upon this "legislative inaction" when he said: "I have several times called the attention of congress to the necessity for the passage of the proposed measures, and I now endorse the view of the secretary of state that congress should promptly pass these measures, more especially because this government took the initiative and has been generously supported by twelve other governments in its effort to mitigate, if not entirely suppress, the world's opium evil."

Passed Law to Save Our Face.

The one anti-opium law which is now on the federal statute books is the so-called "opium-exclusion act" of 1909, whose purpose it is to prevent the importation into the United States of the vicious form of opium used for smoking. This law was not passed, it is curious to note, until after the assembling of the International Opium Conference, when it was discovered that ever since 1860 this kind of opium had been legally imported into the United States and that it had yielded an annual revenues the enormous sum of $27,000,000. The promptness with which congress repealed that privilege was due, says Commissioner Wright to the fact that "it would be quite impossible for the American commissioners to appear at the Shanghai conference until the federal government had taken some steps toward a housecleaning."

Although several of the individual states during the last few years have revised and strengthened intrastate legislation aimed to confine narcotics to legitimate uses, yet the federal government has done nothing. There have been urged upon congress, however, three bills, each of which strikes at some important phase of the opium traffic and all of which have the general approval of the pharmacy boards of the different states of the Union which are charged with the enforcement, under the police power of the states, of the state acts for the regulation of the sale of narcotics.

Three Bills Urged.

The first of these bills calls for an amendment to the act of 1890, regulating the manufacture of smoking opium within the United States; the second imposes a tax upon and regulates the production, manufacture, and distribution of various habit-forming drugs; and the third bill aims to regulate the practice of pharmacy and the sale of poisons in the consular districts of the United States in China. The opinion is expressed in Washington that the signing of the international opium convention on January 23 last at The Hague will stimulate congress into activity, for by the terms of the treaty entered into at that time by twelve world powers, it is ordered that the laws suggested in the convention shall be proposed by the several governments to their parliaments or legislative bodies within the period of six months. Mr. Taft, therefore, in sending his message to congress on May 31, was ahead of time by about seven weeks, so that, technically at least, this country has kept to the agreement.

Women and Politics.

Women are taking more and more interest in politics every day, and the movement is particularly noticeable in Washington, where nobody, man or woman, has a vote. There are purely political movements in Washington under constant discussion by the women which have nothing to do with the matter of suffrage for the sex. Republican women are taking an interest in the success of the Republican ticket and the Democratic women are taking an interest in the success of the ticket of their party, and thus far the women of both sides have insisted that the movement shall be for the success of their parties at the polls and that no attempt shall be made on behalf of any particular candidate for the nominations.

There was a harmony breakfast promoted by the Democratic women here recently, accounts of which already have appeared. There were present at the breakfast the wives of most of the candidates for the party's presidential nomination. Following this breakfast and perhaps as a sort of a sequel to it there has just been held in this city a meeting of the Women's National Democratic League. Mrs. John Sherwin Crosby of New York presided. The object of this league is "to promote the principles of Democracy and to assist in the election of the nominees of the Democratic party." It is especially provided in the league's constitution that "there shall be no influence used in behalf of any person or faction prior to the nominations by the Democratic party."

Gives Relics of First President.

In the United States navy there is a pay director who is a great-great-grand-nephew of George Washington. His name is R. T. Mason Ball and his home is in Baltimore. There are other collateral descendants of George Washington living in the country round about Washington. Pay Director Ball has four sisters.

The Ball family through the naval officer has just presented the National museum of the capital with many memorials of the Washington family, some of them having been owned directly by the Father of His Country. One of the gifts now in the care of the government is a Bible cover of tapestry which was used to protect the family Bible of Frances Thornton Washington, a niece of George Washington, from dust and hard usage. A piece of the crepe which was hung on the door knob at Mount Vernon on the occasion of the funeral of the first president is another one of the memorials.

Another cloth memorial is a piece of crimson material from a flag carried by the Continental forces who were under the command of Col. Burgess Ball during the Revolutionary war. An impression in crimson showing the crest of Joseph Ball of Epping Forest, grandfather of George Washington, also is among the gifts.

Washington's Gold Epaulets.

Getting down to the things which actually were used by George Washington, mention should be made of a pair of gold wire epaulets of ancient design which were worn by him when he was a colonel in the French and Indian wars. Washington wore these epaulets also throughout the entire campaign with Braddock.

In addition to the pair of epaulets there is a single one which Washington wore at different times during the Revolution. The whereabout of the companion of this epaulet is not known. A Masonic apron of the Revolutionary war period with the insignia in gold and which was the property of Col. Burgess Ball, is included in the collection of gifts.

When Lafayette was in this country in 1824 he was presented with a hardwood snuff box, beautifully polished and bearing the Frenchman's portrait. It was the gift of American admirers of the foreigner who had come to aid the colonies. Later Lafayette presented this snuff box to his godson, Fayette Ball, a relative of George Washington.

One of the interesting objects in the collection is an antique mourning brooch of gold worn by Mary Ball. This is one of the few authentic relics of Washington's mother which is extant. It must be remembered that Mary Washington before her marriage was Mary Ball. The articles have all been placed in one of the cases of Washington relics in the National museum's hall of history.

Chance for "Wizard" Burbank.

Scientists of the agricultural department are showing great interest in a bill which has been favorably reported from the house committee on public lands to turn over under certain conditions semi-arid lands in California, New Mexico, Arizona and Nevada to Luther Burbank of Santa Rosa, Cal., in order that he may be given a chance to demonstrate that spineless cacti, valuable for domestic animal food, can be grown there, and thus desert lands be made profitable.

Representative Raker of the committee on public lands has submitted a favorable report to the house asking that the lands be turned over to Mr. Burbank for experimental purposes and in his report he says that there seems to be no doubt that the California "has propagated a spineless cactus most valuable for forage, which if properly introduced may revolutionize the agricultural conditions in many of the semi-arid and arid regions of the southwestern part of the United States."

In the favorable report on the bill an explanation is made of the terms under which Mr. Burbank can take over these great tracts of land for experimental purposes. The report says:

"In order to encourage these experimentations, it is proposed to permit Mr. Burbank, after it is demonstrated to the satisfaction of the secretary of the interior that said cacti can be thus commercially and profitably prepared, to purchase the amount of land as stated in the bill at the usual price of $1.25 per acre if without the railroad limits and $2.50 an acre if within the said limits. At the present time the lands in question are without any commercial value.

Experiment in Deserts Wanted.

"It should also be stated that Mr. Burbank is now propagating these cacti, and selling the same to all comers at a reasonable price, but these plants are going into sections of California chiefly where their growth and propagation is not attended with any great expense or uncertainty. It is the view of the committee that it is most desirable to encourage these experimentations in the parts of the arid and semi-arid southwest which are at this time practically deserts and now await development. If this encouragement demonstrates that these sections are suitable for the production of these cacti, the beneficial results will be of incalculable value to the nation."

HARD FOR THE HOUSEWIFE.

It's hard enough to keep house if in perfect health, but a woman weak, tired and suffering with an aching back has a heavy burden. Any woman in this condition has cause to suspect kidney trouble, especially if the kidney action seems d'sord'red. Doan's Kidney Pills have cured thousands. It is the best recommended special kidney remedy.

Mrs. C. F. Mace, Madison St., Shawneetown, Ill., says: "I suffered intensely from backache and headache and was very nervous. I was scarcely able to attend to my housework and at times was so bad I was confined to bed. Doan's Kidney Pills gave me quick relief and before long cured me completely."

"When Your Back Is Lame, Remember the Name—DOAN'S." 50c., all stores. Foster-Milburn Co., Buffalo, N. Y.

The love of applause is responsible for many near actors.

When birds of a feather flock together it is a pretty safe bet they'll try to pluck each other.

Garfield Tea the International Remedy for all irregularities of stomach, liver and kidneys is composed entirely of pure herbs.

Darwin as Girls Read Him.

Miss Elizabeth Marbury, the brilliant and successful dramatic agent in New York, said at the Colony club the other day:

"It is an error to think that the intellectual girl is dowdy. Look at the girl graduates about you. Those with the highest marks wear usually the nicest frocks.

"I said one day to a Bryn Mawr girl:

"'How beautifully you paunier gown fits, dear. I though you grave and reverend seniors were above such trifles?'

"'Oh, no,' said she. 'We all believe here in the survival of the best fitted.'"

Warm Compliment.

A fancy-dress ball was held in a certain garrison town recently, at which many military officers and men attended. A soldier attired as a lady was spoken to by the regimental chaplain.

"Well, young man," said the parson, "you are very well got up. Did you win a prize?"

"Yes, chum; I got second prize. Did you get a prize?"

"Me? Oh, no; I—"

"Well, now, that's rotten bad luck, I call it," said the Tommy, warmly, "for you are about the best-got-up of a parson I've seen lately."—London Tit-Bits.

Zeke Knew Rufe.

Rufe was telling Zeke about a terrible escapade he had had the night before after he had crossed the dam at the river and was making for his cabin about a half mile through the dark woods.

"And jest as I stepped inter de brush I hears a funny noise like a sheat anortin'. I looks up an' a blue light jumps ont er de groun' and shapes itself into a ghost about six foot tall. Red fire was a-flickerin' out er its nose. I stood still kinder, then lifted a long, bony finger an' says: 'I want you, Rufe Jackson.'

"I walks up to it and shakes my own finger right in its face 'You mind yore business and I'll mind mine,' I says, and turns on my heel and goes right on.

"Now, what'd you er done, Zeke, in a case like dat?"

"I'd er done jest what you done, you durned lying nigger."

OUTDOOR LIFE.

Will Not Offset the Ill Effects of Coffee and Tea When One Cannot Digest Them.

A farmer says:

"For ten years or more I suffered from dyspepsia and stomach trouble, caused by the use of coffee (Tea contains caffeine, the same drug found in coffee), until I got so bad I had to give up coffee entirely and almost give up eating. There were times when I could eat only boiled milk and bread; and when I went to the field to work I had to take some bread and butter along to give me strength.

"I doctored steady and took almost everything I could get for my stomach in the way of medicine, but if I got any better it only lasted a little while. I was almost a walking skeleton.

"One day I read an ad for Postum and told my wife I would try it, and as to the following facts I will make affidavit before any judge:

"I quit coffee entirely and used Postum in its place. I have regained my health entirely and can eat anything that is cooked to eat. I have increased in weight until now I weigh more than I ever did. I have not taken any medicine for my stomach since I began using Postum.

"My family would stick to coffee at first, but they saw the effects it had on me and when they were feeling bad they began to use Postum, one at a time, until now we all use Postum."

Name given by Postum Co., Battle Creek, Mich.

Ten days' trial of Postum in place of coffee proves the truth, an easy and pleasant way.

Read the little book, "The Road to Wellville," in pkgs. "There's a reason."

"Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.