

With the World's Workers

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

HELPS IN BUSINESS MUST LOVE BUSINESS

Merchant Has Great Plan to Keep Close Record of His Prospective Customers.

DECLARES IT AID TO TRADE

Visitor Is Flattered When He Finds He Is Remembered, and Generally Makes Purchases. How the System Is Worked by Him.

One day I was standing on a street corner talking to the junior partner in a large dry goods and clothing firm. He excused himself a moment and called to a liverman who was just passing the street. "Say, Al, would that young fellow you just brought in?"

"Bob Duncan of the Dry Fork settlement."

"Directly we went in and I saw the young merchant go to his desk, open a drawer, and run through a number of cards, stopping to study one over carefully."

A little later I saw the same young merchant meet on the street the man who had just arrived in town, and as if by accident, extend his hand, and say: "Hello, Mr. Duncan; how is everything over on Dry Fork?"

The fellow shook hands, evidently surprised that he was recognized, and passed a few remarks.

"I suppose," said the merchant, "you don't remember me. But I met you at Joplin at the congressional convention. You were a delegate from the north end of the county. Remember how we passed Jim Green in over the state?"

Duncan, who very rarely came to that town and whose home was thirty-five miles away, was most agreeably impressed by the good memory and cordiality of the merchant, and went with him to the store for an hour's visit. Incidentally he remembered before he left that he needed a new shirt, a box of collars, and some leg facings, for he was going on a trip.

"West," I said the next time I was in the store, "how did you manage it with that fellow? I heard you inquire his name, but how did you come to know his whole family history and his political connection?"

West took me to his desk. "Do you know anybody, say, twenty-five miles from here, who is of considerable importance in his community?"

I studied a minute. "Say Jim Wilson of River Bend," I suggested. He turned to a drawer marked "W." He opened it, ran through a list of cards, and threw one before me. I read: "Jim Wilson, River Bend. Owns 320 acres north of the river. 200 acres in cultivation. 20 in orchard. Has been justice of the peace; sometimes lends money. Has three children; oldest, Jim Jr., in Rockville academy."

"You see," explained West, "every man I hear of that might possibly affect our business in any way, either direct or indirect, I take down his name and all information I can get about him and file it away for reference."

"Take, for instance, this Al Duncan. I knew when I saw him that his face was familiar, but I never, for the world, had remembered anything about him. I had not come and looked him up on the cards. When I found that two years ago he was a delegate to the congressional convention, I immediately remembered that I had met him at Joplin."

"And this, I suppose, helps you win their trade."

"Yes, in a good many ways you would not think. Of course it makes a fellow feel good for a man apparently a stranger to remember some intimate detail regarding him, but it also helps me to sending out certain advertising. Often if I am making a particularly hard pull to get a man's business, a man who lives entirely in some other territory, I am sending him my circulars and send him a direct personal letter. And having some knowledge of the sort of a man he is enables me to write him more effectively."

Women in Business. Any activity in business is limited should be convinced to the contrary by reading the following figures from a report of the London board of trade. Women bankrupts were less numerous than in 1910, the figure being 399, against 495. The women group was the least successful among the tradesmen of the town, taking the number of failures as a criterion. The women milliner and dressmaker next, then the woman draper and haberdasher, and, fourth, the woman food and grocery storekeeper. Married women were eligible in the majority of the failures (161), and single women greatly in the minority (31). There were 157 widows. The women bankrupt entered into many fields. Among them were one notes in the list eleven bakers, four butchers, seven farmers, five fishmongers, four curriers, two photographers, eight restaurant keepers, five local milliners, six tobacconists, two gardeners, nine toy dealers, six stationers and three undertakers.

PERILS OF CLIMBING

Woman Gives Account of Narrow Escape From Death.

Guide Falls in a Crevasse While Scaling Peak in the Himalayas—Taken Unconscious and Dismal Soon From Injuries.

Paris.—Mrs. Fanny Bullock Workman, the mountain climber, writing from Skardu in the Himalayas, sends the first detailed account of the accident which gave rise to the report that she had been killed by an avalanche. She says:

"We were crossing Bilapah pass at about an 18,000 foot height when I and an Italian porter who had accompanied me on four Himalayan expeditions, left the caravan in order that Dr. Workman might photograph us in a picturesque standpoint. After we had been photographed the porter, who was carrying the rope, strode ahead when suddenly without a word or a cry he disappeared, carrying the rope which was the only means of extinction."

"I stood appalled on the brink of a chasm, the ice and called to the others, who hurried to the spot. The head guide was an hour in advance. Having only one extra rope remaining the guide called down to the porter, who had disappeared, and the porter, who was still alive, was still alive. Six started after the head guide, who was back in an hour and a half, when Chenoa was extricated from an eighty foot depth."

"He was still conscious, but there was no pulse and he was nearly frozen. He was carried to camp and everything possible was done for him, but he died the same night from shock. He had not been expecting to meet a crevasse, and the accident was due entirely to his want of care. My own escape was simply miraculous."

The letter described the work of the expedition on the Siachen or Rose glacier, which is the largest and longest in Asia.

During the nine days in July Dr. Workman and three Italian guides made the first ascents of four important snow passes at two sources of this glacier, the heights varying from 15,000 to 21,000 feet, which constitutes a record for alpine exploration.

On two of these ascents Mrs. Workman established a relation of the northeast Karakoram water-parting with Kaabgar and two others and discovered two passes to the large and important Kondus glacier. An important climb was also made to the great Silver Thorne plateau, more than 21,000 feet high.

"He isn't enthusiastic about the business, and if a fellow hasn't enthusiasm a man may as well shut for other jobs. I tell you success cannot be gained without enthusiasm."

The intention was to ask many more questions of the four men, but the four representatives of Chicago's commercial life were so identical in their test that the task of further search was abandoned.

"I can't say I am a man who has a business question asked one of the merchants, and his answer was 'most assuredly.'"

"Few men," he said, "unless they have learned to appreciate along a certain line ever have enthusiasm at the outset. Most of it, all of it, in fact, must be cultivated. The man who specializes has studied and he has studied the thing that he liked best. The man who has not specialized must keep experimenting until he finds his place."

etc.; materials, two hours, comprising a study of ore processes, blast furnaces, Bessemer, open-hearth furnaces, etc., and woods, their kinds, properties, and uses; mathematics, two hours, comprising a study of the metric system, arithmetic, etc.; drawing, six hours a week. During the latter part of the course, the students are introduced to the study of the history of the world.

Some of the schools have sessions from 7 to 9 a. m.; others 5 to 7 p. m., or at any convenient time; and a few hold sessions for an hour and a half or two hours on Sunday, though Sunday school work is no longer as frequent as it used to be, either in municipal industrial schools or shop schools.

Interested in Dr. Brandt's description of German foundry school conditions because of the light it may throw on the similar problem in this country, they are very much interested in his summary of the purpose of the continuation school, as quoted from the Prussian minister of commerce and industry.

"The industrial continuation school should aim at the vocational education of the young people between fourteen and eighteen years of age, to promote that education, and to train them to become valuable citizens and respected men."

Recent Inventions. An electric motor to gently vibrate a fruit tree so that the sap flows to the buds and blossoms and enables them to resist frost has been patented by a Colorado orchardist.

On the back of each side of a new London theater there will be a coil of telephone wires to enable persons with defective hearing to listen to what is being said on the stage.

MICHIGAN HAPPENINGS

Port Huron—Capt. Alfred Nicholson and his brother-in-law, Joseph N. Precious, of this city, lost their lives in St. Clair river when the loaded scow Huttler, went to the bottom, opposite Grand Point. The Huttler was being towed by Detroit by the tug Annie Molles, commanded by Captain Hederich of Marysville, and when opposite Grand Point, near Algonac, collided with the sand-barge Chinoak, Capt. James Allen, master, which was upbound light, in tow of the tug Annie Smith. The impact sent the Huttler rolling and men and cargo lay the boat turned turtle and sank almost immediately. The rescued men do not think that Nicholson or Precious had a chance to escape.

Grand Rapids—Michael Stierney, Pere Marquette engineer, has been brought to a local hospital suffering from internal injuries received in a collision at Traverse City. He jumped from his engine when a wild storm of cars crashed into it. His shoulder, nose and arm were broken, his skull was fractured and he sustained internal injuries.

St. Louis—Thieves entered the Pere Marquette, ticket office and attempted to open the safe. They entered through a window. The safe was found to be empty, but the burglars did not succeed in opening it. The haul would not have made them rich, as there was only 15 cents in the safe.

Miss—Miss Phoebe Priest, seventy-two years of age, fell backwards down a flight of stairs, sustaining a fractured skull and internal injuries from which she died five hours later. Miss Priest, and her brother, John, were just moving into a house they had purchased in the city, where they expected to spend their declining years in ease.

Potosky—Twenty-four pounds of flesh were taken from Mrs. M. J. Lile of Mackinaw City in an operation at Potosky hospital. This is the first operation of the kind ever attempted here. Mrs. Lile was unusually corpulent and the operation was the only means open to reduce her flesh, as all other efforts had failed.

Battle Creek—Representative James Henry of this district wants the state to have a game preserve, the establishment of which he favors by the least legislation. He favors the preserving of some thousands of acres of natural woodland, upon which all kinds of animals will be protected.

Grand Rapids—Rev. Howard B. Bard, pastor of All Saints' church here for six years, has been resigned. He will accept the pastorate of the First Universalist church in San Diego, Cal., January 1.

Oliver—"Dat sure am de mos' wonderful vention ob de age," said Shorty Williams of Oliver, after seeing the first moving picture show in his life of about seventy-eight years. Williams is a former slave and a Civil war veteran. He escaped from a Virginia plantation in 1859 and carries several chunks of lead in his head where he was shot in his desperate attempt to gain his liberty. The old negro has lived alone on a little farm near Oliver since 1865 and had never ventured far away from his little cabin until he came into Oliver to live.

Two weeks ago, when the first moving picture show, which had been seen in the village opened up, Williams was one of the first to enter the playhouse.

Escanaba—The last ore for shipment through the St. Paul docks at this port was loaded at the mines on the Menominee range. The ore will be brought to the docks here as fast as possible and dumped into the pockets at the docks. The bulk of shipping operations at the St. Paul docks will be finished this week, although scattering cargoes may be loaded up to the time that the navigation season is officially closed on the great lakes. At the Northwestern docks it was said that no rush was expected for the closing days of the season and it is yet impossible to determine the exact closing date, as scattering cargoes may be loaded here up to December 10, when all marine insurance will expire.

Menominee—Muskrats have been discovered burrowing under the macadamized roads about Menominee by County Engineer Sawyer. While inspecting one road at Tuttle creek he found a hole five inches in diameter. It proved to be a small tunnel leading to the creek. The queer part of it was that the muskrat had dug their burrows in such a way that the water could not touch them, each hole was surrounded with straw, leaves and twigs, and all were of good size.

Morrice—Roy Dunn narrowly escaped death at the Main street crossing in Port Huron when his rig was struck and demolished by a train going west. The boy was thrown 25 feet and suffered bad bruises about his head and arms. One neck wound at the back of the head called for five stitches to close it. The horse was carried 800 feet by the engine and killed. This accident took place at the same crossing that Mrs. Lile was killed at last week. There has been nothing done toward placing a flagman there by the Grand Trunk.

Whenver You Use Your Back

Does a Sharp Pain Hit You? It's a sign of sick kidneys, especially if the kidney action is disordered. Too passages scanty or too frequent or off-color. Do not neglect any little kidney ailment. It for the slight troubles run into Drury, Graves, or some of Bright's disease.

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