GETTING A START

By NATHANIEL C. FOWLER, Jr.

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THE SOCIAL LIFE OF BUSINESS.

Business, while often hard and even cruel, does not refuse to consider the human side of life.

Thousands of captains of industries and merchant princes recognize the needs of man as well as those of trade, and encourage many forms of social intercourse among their employes, including the establishment of libraries, reading rooms, gymnasiums, and the organization of athletic and other societies.

Exhaustive experiment has shown that healthy social life can be added to business without detriment to financial profit, and that the more employees get together, play together as well as work together, the more efficient they are likely to be.

Workers of the same grade naturally have much in common, and there is no reason why they should not enjoy one another's company in business and out of it, why they should not have a common business interest and a social acquaintanceship and friendship.

Of course, business must be attended to, and any social life which interferes with the conduct of business cannot very well be tolerated, but there are forms of sociability which the well-regulated store or factory should recognize, and many of them do.

Fellow employees should be friends as well as business associates. They should enjoy one another's company [illegible] work as well as out of hours.

[illegible] "Good morning," an exchange of smiles, a pleasant joke, a [illegible] given during the heat of [illegible] bring the strenuous [illegible] a livable level [illegible] retards the [illegible] acquainted with your fellow workers. Know something of their personal life, and [illegible] of their business. Organize ball teams, associations for business and social betterment. Confer with the employees of similar institutions. Intermingle and interchange.

The greatest business men in the [illegible] are members of boards of trade, [illegible]bers of commerce, and other organizations. They lunch together un[illegible] competition. Their principle [illegible]uld be emulated by the employer who, collectively, are as [illegible] factor in success as are those [illegible]mmand them.

[illegible] your wife come into this social and business life, if she will.

Do not draw too sharp a line between business and family.

Pass along the good things you have to others, and they will reciprocate.

The more you get together, the greater will be your accomplishment.

Remember that you alone amount to very little, that you as a part of a composite mass may hold great responsibility.

The successful man is not a hermit. He circulates rather than boards. He shakes hands with his competitors, exchanges experiences with those of similar callings. He has a normal social life, the kind that does not interfere with his business. He renders unto business all that business deserves, and does not forget there is something besides business, something which, if properly handled, will push rather than handicap trade.

Don't live by yourself. Get away from yourself. Get together.

Snakes Fight to the Death.

One of the jungle secrets is the cause of deadly enmity that exists between the "tomiga" and the blacksnake. O. E. Maisbury, engineer in charge of land surveys at Panama, describes a fight he saw between two of these. While cutting a trench along the edge of a swamp his machete men ran across a "tomiga" whose head was sticking out of a pile of leaves. One of the men cut the head off and pulled the body out to see why the snake had not made an effort to get away. Half way down the body was a blacksnake coiled and biting savagely. The blacksnake was driven off, but remained near and twice came into the open and bit savagely at the dead "tomiga."

Owing to its peculiar actions no effort was made to kill the blacksnake, but the men continued their cutting for an hour or so longer. Then they returned to the spot and found the body of the "tomiga" enfolded by that of the blacksnake, which also was dead. It had been bitten about midway between head and tail and its body was swollen. It was concluded that the "tomiga" had started the fight by biting the blacksnake, which got hold of its enemy before it could coil again for another attack.

Careless.

"I'm afraid I shall have to let that new servant go.

"What's the trouble?"

"She couldn't pay less attention to the children if they were her own."

Our greatest glory is not in never falling, but in rising every time we fall.—Confucius.

"THE OTHER FELLOW."

Ninety-nine and nine-tenths per cent of failures, men of the never-get-there class, intentionally or unintentionally, forget themselves and think about "the other fellow."

If the other fellow is promoted, they are jealous, feel that their employer has discriminated unfairly, and that favoritism or luck is responsible for the good things which he has received.

If they make a mistake, instead of attempting to learn better, they hunt up the mistakes "the other felow" has made and excuse themselves because he has blundered.

Many a young man, who has not been promoted or received a raise of salary, instead of analyzing himself, goes to his employer and says, "You raised Smith's salary, I think mine ought to be raised too."

The employer naturally asks him what Smith has got to do with it Smith had his salary raised because he deserved it. Yet a proportion of men, who ought to know better, use this feeble and unbusinesslike argument, forgetting that it is "up to" them, not "up to" "the other fellow," that it is all important to them what they do to themselves, and of less consequence what happens to "the other fellow."

Don't envy "the other fellow;" be friendly with him and exchange experiences with him; congratulate him when he is promoted; learn of him, if he is a good teacher. His promotion, even if you do not receive a like one, is an indication that the firm for which you work is prepared to do by you as it has done by him as soon as you are worthy. The advancement of "the other fellow" should incite you to greater effort. Instead of stirring up jealousy, let it make you say: "Good for 'the other fellow'" if he has been promoted. Your turn will come next, if you "deliver the goods."

Don't harbor the delusion that your employer does not want to pay you more money. Unless he is an exception, he regards you as a part of his business plant. It is policy for him to use you to his advantage, and he cannot do this unless it is to your advantage also. He would rather pay you $20 a week than $10, if you are worth it and the business will warrant. If you show that you are able and ready to bring him service the equivalent of, or of greater value than, that extra $10, he is more than willing to give it to you.

No business man worthy the name wants to have inefficient employees about him. They injure his business and injure him. The modern business man requires efficiency, and in most cases he is ready to pay the price necessary to obtain it.

Ninety-nine per cent of young men who are down, are down because they downed themselves and did not realize that, however subordinate their positions might be, they, above all the world, were masters of their destiny.

It is you, not "the other fellow."

Child's Narrow Escape.

Snake stories so frequently degenerate into mere fabrications that a serious chronicler hesitates to tell of an incident such as that which W. F. Beyer, lighthouse engineer, witnessed on the Sirio river, near Panama. The river had been swollen by the first heavy rains and at its junction with the Trinidad was very swift. Five men and a child came down to the ford at Largatera and prepared to get into a cayuco for crossing. The river looked so treacherous, however, that they decided to make the crossing in parties of three.

One man, the child, a boy of four years, and the paddle man got into the canoe and put off. The first eddy caught them when they were not 25 feet from shore and upset their boat. As they struck the water a huge boa dropped from a limb overhanging the water, coiled itself around the child and started for shore. It glided up the steep bank and made for the jungle. The child's body caught between two stalks of bamboo and while the snake was trying to pull itself through the man on the bank ran up and killed it. Two bright welts around the body of the child are the only injury he sustained.

Gatun lake now covers an area of about fifty square miles. At its final height of 85 feet, which it will attain about Nov. 1, it will cover 164 square miles.

Leave it to a Woman!

He—As it is to be a secret engagement, dearest, it would not be wise for me to give you a ring at present.

She—Oh, but I could wear it on the wrong hand, you know.—Boston Transcript.

The Limit.

Willie—What is the most unintelligible thing that you ever heard?

Gillie—A magazine poem, set to musical comedy music, played on a phonograph.—Judge.

Vom Schauplatze des europäischen Völker-Krieges

Die italienische Offensive ein Fehlschlag.

Die neueste italienische Offensive großen Stiles, die sich gegen die österreichisch-ungarischen Stellungen an der ganzen Front richtet, ist, wenn auch noch nicht völlig gegen die Italiener entschieden, so doch heute schon als Fehlschlag zu bezeichnen. In militärischen Kreisen nimmt man an, daß es die letzte große Offensive der Italiener vor dem Winter ist, der militärische Operationen in den hoch gelegenen Gegenden so gut wie unmöglich macht. Noch nie, seit Anfang des Krieges, haben die Italiener solche Anstrengungen gemacht, wie in den letzten Tagen, und noch nie ist italienisches Blut so reichlich geflossen und so nutlos verschwendet worden. Immer neue Menschenmassen wurden gegen die festen Stellungen der Oesterreicher und Ungarn geworfen, Division auf Division verblutete vor den österreichischen Drahtverhauen und Feldbefestigungen. Trotzdem wurden immer wieder neue Regimenter vorgeschickt. Die Stellungen der Oesterreicher und Ungarn blieben unerschüttert. Nicht an einer einzigen Stelle gelang es den Italienern, nennenswerte Vorteile zu erringen. Wohl drangen sie an ganz vereinzelten Punkten in die vorgeschobenen Stellungen der Oesterreicher und Ungarn ein, nur um gleich darauf unter furchtbaren Verlusten wieder vertrieben zu werden.

Am wildesten tobte der furchtbare Kampf vor Görz und den vorliegenden Brückenköpfen. Im Generalstabsbericht der österreichisch-ungarischen Armee werden die Verluste der Italiener als schrecklich bezeichnet. Auf dem Doberdo-Plateau, wenig südwestlich von Görz, wo die Italiener seit Monaten im Besitz des westlichen Randes dieser Hochebene sind, waren die Kämpfe nicht minder heftig. Die Hauptschlacht fand dort beim Mainizza-Berge, sieben Kilometer südwestlich von Görz. Auf der ganzen Linie von Görz bis zum Flitsch-Tale am Isonzo entlang, 40 Kilometer nördlich von Görz, tobte eine gewaltige Schlacht. Alle Anläufe der Italiener waren vergebens, und bei Tolmino (Tolmein), 28 Kilometer nördlich von Görz, wie bei St. Lucia, 8 Kilometer südlich von Tolmein, machten die Italiener fortwährende Angriffe. An dieser Stelle drangen sie in die vorderster Stellungen der Oesterreicher und Ungarn ein, wurden aber auch wieder vertrieben.

An der Front in Kärnten griffen die Italiener gleichfalls an. Im Fella-Tale und am Schluderbach, südlich von der Brunek-Innichen-Bahn, wie an der ganzen Dolomiten-Front, wurden sie mit blutigen Köpfen heimgeschickt. Dasselbe Schicksal wurde ihnen an der Südspitze und Westgrenze von Tirol, wo sie auf dem Plateau von Vielgereuth und Lafraun angriffen.

Der Bericht des österreichisch-ungarischen Generalstabes hat folgenden Wortlaut:

„Die Schlacht am Isonzo wird fortgesetzt. Die mit nie dagewesener Bitterkeit ausgeführten Infanteriekämpfe richteten sich auch gegen den Brückenkopf von Goerz. Alle Angriffe der Feinde brachen unter den beharrlichen Bemühungen unserer braven Truppen, die durch artilleristisches Massenfeuer glänzend unterstützt wurden, vollständig zusammen. Der Feind erlitt schreckliche Verluste.

Der Hauptangriff der Italiener wurde von Angriffen starker Kräfte gegen unsere Tiroler Front begleitet. Die Hochebenen von Vielgereuth und Lafraun wurden unausgesetzt schwer bombardiert. Mehrere italienische Divisionen griffen an der Dolomiten-Front, östlich von Tirol, an. Ein Angriff gegen die Bamberger Hütte und die Strecke Coldituron-Trefasin, zwei Angriffe gegen Rufedo, westlich von Schluderbach, und vier Angriffe gegen unsere Front nördlich vom Dorfe Suef und dem Popena-Tale wurden unter blutigen Verlusten für die Italiener vollständig zurückgeschlagen.

An der Front in Kärnten fanden nur Artilleriekämpfe und Scharmützel statt. Im Flitsch-Tale machte der Feind isolierte Angriffe, die alle erfolglos waren. Spätere Versuche zum Angreifen waren bedeutend schwächer.

Gegen unsere Front bei Mrzlivrh, halbwegs zwischen Flitsch und Karfreitog, wie den Brückenkopf von Tolmino (Tolmein), machen die Italiener noch immer verzweifelte Angriffe, die sich besonders gegen die Höhe westlich von St. Lucia richten. Diese Höhe wird seit Tagen beständig angegriffen. Hier drangen die Alpenschützen der Italiener in einen kleinen Teil unserer Front ein. Ein energischer Gegenangriff durch unsere Regimenter No. 53 und No. 85 warf die Italiener in kurzer Zeit wieder heraus.

Im Isonzodistrikt war es den Italienern nicht möglich, an irgendeiner Stelle in unsere Stellungen einzudringen. Vor dem Brückenkopf von Goerz brachen mehrere Angriffswellen der Italiener blutig zusammen. Nach starken artilleristischen Vorbereitungen griffen die Italiener die Berghöhen von Oslavia an. Unsere Truppen halten unsere sämtlichen Stellungen unerschüttert.

An der westlichen Grenze des Plateaus von Doberdo, in dem Gebiet zwischen Mainizza und dem Deiseluti-Berg tobt die Schlacht noch mit unverminderter Wut weiter.

Im südlichen Abschnitt ist es ruhiger geworden. Wiederholte Angriffe der Italiener schlugen samt und sonders fehl. In einem unserer vordersten Gräben gelang es den Italienern auf kurze Zeit Fuß zu fassen. Südlich von St. Martin nahm unsere Infanterie einige Stellungen, die wir verloren, wieder.

Die sogenannten armenischen Greuel.

Berlin, über London. Einer der höchsten Vertreter der türkischen Botschaft in der Reichshauptstadt erklärte einem Zeitungs-Korrespondenten betreffs der Lage in Armenien folgendes:

„Um den Amerikanern die Lage klar zu machen, möchte ich mir die Frage erlauben, was die Amerikaner tun würden, wenn sie einen Streit mit Mexiko hätten und Bewohner südlicher Staaten — sagen wir zum Beispiel die Neger — einen Aufstand beginnen und amerikanische Soldaten ermorden würden. Die Amerikaner würden die Rebellen auf der Stelle lynchen.

„Dasselbe wäre der Fall, wenn die Irländer England bekämpften und die „Orangenen" einen Aufstand inszenieren würden.

„Die türkische Regierung bedauert die Ereignisse in Armenien, lehnt aber jede Verantwortung dafür ab. Das verräterische Benehmen der Armenier vor dem Kriege und während des blutigen Ringens ist die Ursache der Unruhen. In der Provinz Wanna wurde jeder Muhammedaner getötet, und das Morden hielt an, bis türkische Truppen Ruhe und Ordnung wieder herstellten.

„Die Türken hielten es für notwendig, alle überlebenden Mohammedaner nach Mesopotamien zu schaffen, um sie zu retten. Die türkische Regierung war über die Haltung der Armenier erstaunt, weil sie stets der Ansicht war, daß die armenische Nation eine Schwesternation der türkischen sei. Die Armenier unterstützten die Jungtürken, als diese die alte Regierung stürzten, und sie wurden dafür belohnt.

„Einen Fehler begingen die Armenier dadurch, daß sie auf die Seite der Russen traten. Jetzt müssen sie natürlich die Folgen tragen. Die türkische Regierung bedauert die Lage außerordentlich.

„Die Armenier wurden durch die Feinde der Türkei aufgehetzt. Für den Irrtum, den sie dadurch begingen, daß sie glaubten, Rußland werde siegen, müssen sie jetzt schwer büßen."

Franzosen beklagen sich gegen Englische Censur.

Paris. In seinem Protest gegen die Unterdrückung von Blättern wegen Uebertretung der Censurvorschriften macht der Verband der Pariser Zeitungen geltend, daß Zeitungen, welche aus verbündeten und neutralen Staaten nach der französischen Hauptstadt kommen, die Meldungen enthalten, welche der französische Censor den Blättern der Hauptstadt vorenthält.

„Die Presse Frankreichs", heißt es in dem Protest, „ist sich der Tatsache bewußt, daß sie seit Ausbruch des Krieges die Verteidigung der heiligsten nationalen Interessen betrieben hat. Das ist ungeachtet der ihr täglich zugefügten Demütigungen geschehen, sie bringt aber jetzt ihren Entschluß zum Ausdruck, sich nicht länger den Zwangsmaßregeln der hinter den Machthabern stehenden Einflüsse zu fügen."

Der Protest ist von Jean Dupuy, dem Stiefsohn des früheren Ausland[illegible]ministers Stephen Pinchon, Arthur Mayer, Henry Simond und vielen anderen hervorragenden Mitgliedern der Pariser Presse unterzeichnet.

England verspricht Serbien Hülfe.

Der englische Obergauner Grey versichert, daß Großbritannien den Serben alle in seinen Kräften liegende Unterstützung verleihe. Diese Hilfe besteht nun in der Aufmunterung Rußlands, Italiens und Frankreichs, Truppen nach dem Balkan zu entsenden. Als ob diese Länder, wie ihre Regierungen a auch offen erklären, nicht mit sich selbst genug zu tun hätten. Für England rückt die verhängnisvolle Stunde immer näher, da es in seinen verräterischen Absichten entlarvt und Holiert dastehen wird. Die übrigen sind es müde, sich für englische Sonderinteressen weiterhin die Finger zu verbrennen.

INTERNATIONAL SUNDAY SCHOOL LESSON

(By E. O. SELLERS, Acting Director of the Sunday School Course, the Moody Bible Institute Chicago.)

LESSON FOR NOVEMBER 7

JOASH REPAIRS THE TEMPLE.

LESSON TEXT—II Kings 12.4-15.

GOLDEN TEXT—God loveth a cheerful giver.—II Cor. 9:7.

The time of this lesson was about 878 B. C., and it follows within a few years last Sunday's lesson. Inaugurated as king and instructed by a faithful priest, yet Joash discovered great lethargy on the part of the priestly class with regard to the house of God. He set himself to arouse great liberality and to repair the temple.

I. Lethargy, v. 4, 8. (1) Its cause. We should read in this connection II Chron. 24. From the two accounts and the previous history of the nation we conclude that the condition of the temple was due, (a) to the weak and frequently vicious characters of the rulers of the nation; (b) to the evil companions of both princes and priests and (c) to the cupidity of court and curate. (2) The result of this lethargy regarding God's cause was evidenced (a) upon the temple, and (b) upon the lives of the people of the kingdom. (3) The cure. Joash instituted great reforms in Judah and in these Jehoiada the priest (v. 2) had no small part. In this particular lesson the prince (v. 7) seems to lead the priest. Unfortunately the godly priest did not long survive the crowning of Joash and hence when he came under other influences he soon went back to the evil practices of his predecessors and his reign ended in an eclipse of evil (II Chron. 24:15-26).

In this lesson we have, however, a suggestion of what is needed to cure religious lethargy. (a) A vision of the real condition of affairs (v. 7; also II Chron. 24:7). Joash saw the resultant ruin of the temple after 15 years of misrule; he also saw the misconduct of the priests and did not hesitate to call them to account. 'Tis no easy task to undertake a reformation and restoration such as this; witness Moses, Luther, Wesley and Cary. These priests had aided him to gain his throne and doubtless had had a part in his boyhood training. Joash had inaugurated certain reforms before he began this task which suggests the second need of (b) persistence (see I Chron. 24:5, 6). Such work also demands (c) systematic effort and giving. Joash placed himself among Israel's best kings by undertaking the restoration of the temple and won a place alongside of Hezekiah and Josiah. Modern churches are not, strictly speaking, "a house of the Lord" such as the Jewish temple, yet the condition of many of our churches would indicate great indifference to the cause of the kingdom. Our bodies are indeed a "temple" I Cor. 3:16; 6:19) and both the body and church buildings alike should be kept in proper condition.

II. Liberality, vs. 9-15. The plan to have the priests gather funds for the repairs was Scriptural (Exod. 25:2-8) God does not look upon the measure but upon the motive of our gifts (II Cor. 8:12). The priests did not "hasten the matter" so the king took it into his own hands (v. 9). In this remissness Jehoiada, as the chief priest, is held accountable for all (v. 7).

We have in this story a rich suggestion as to God's plan of Christian giving. (1) The object. It was distinctly for the glory of God and not to outbid others or to wastefully use the money for selfish purposes. (2) All were to participate voluntarily, out of their abundance (II Chron. 24:10), systematically and faithfully. (3) The results were a house repaired (II Chron. 24:12), beautiful (II Chron. 24:13) with the worship restored (II Chron. 24:14). Joash seems to have laid great emphasis upon the "tabernacle of witness" (24:6) and we need to recall that each and every part of that temple was a testimony to the truth of God and had in it a spiritual suggestion and prophecy. As a whole, it suggested that God dwelt in the midst of his people. The sons of Athaliah (Joash's grandmother) had so conducted themselves as to cause it to need repairing (II Chron. 24:7). When we turn to II Chron. 24:8-14 and read the record of the restoration of the temple, we discover: (1) Each had its part in the work. (2) Each did a "perfect" work, e. g., did his task faithfully, fully and to a finish. (3) Each did an orderly work, "in his state." None sought to supplant or defraud others in the work assigned. (4) Each did a strong work, it was "strengthened" and not a trifling work as men-pleasers or for the moment. Try more prayer and like Joash, give the people a chance and there will be no lack.

Again, note that they dealt "faithfully." We need to exercise faithfulness in our relations to God and in the use of that which he intrusts to our stewardship.

Man and God alike will have confidence in us according to the method whereby we receive and expend money.

These funds were expended in a businesslike way (v. 11, 12, II Chron. 24:11), and this business method much to the size of the gifts.

A FEELING OF SECURITY

You naturally feel secure when you know that the medicine you are about to take is absolutely pure and contains no harmful or habit producing drugs.

Such a medicine is Dr. Kilmer's Swamp-Root, the great Kidney, Liver and Bladder Remedy.

The same standard of purity, strength and excellence is maintained in every bottle of Swamp-Root.

Swamp-Root is scientifically compounded from vegetable herbs.

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If you need a medicine, you should have the best.

If you are already convinced that Swamp-Root is what you need, you will find it on sale at all drug stores in bottles of two sizes, fifty cents and one-dollar.

Sample Size Bottle of Swamp-Root

Enclose ten cents to Dr. Kilmer & Co., Binghamton, N. Y., for a sample size bottle by Parcels Post—it should convince anyone. You will also receive a booklet of valuable information, telling all about the kidneys. When writing be sure and mention this paper.—Adv.

FEW CHURCHES DIE THAT WAY

Colored Preacher Unlikely to Be Called Upon to Fulfill Vow That He Had Made.

The following story comes to us from old Virginia:

A devout colored preacher, whose heart was aglow with missionary zeal, gave notice to his congregation that in the evening an offertory would be taken for missions and asked for liberal gifts. A selfish, well-to-do man in the congregation said to him before the service: "Yes gwine to kill dis church if yer goes an sayin 'give!' No church can stan' it. Yer gwine ter kill it."

After the sermon the colored minister said to the people: "Brother Jones told me I was gwine to kill this church if I kep' a-askin' fer to give; but my brethren, chuvehes doesn't die dat way. Ef anybody knows of a church that died cause it's been givin' too much to de Lord, I'll be very much obliged ef my brether will tell me what church is, for I'se gwine to visit it, and I'll climb an de walls of dat church, under de light of de moon and cry: 'Blessed am de dead dat die in de Lord.'"—Cleveland Intelligencer.

Country's Output of Stone.

Production of stone in the United States in 1914 reached the enormous value of $77,412,292. Figures made public recently by the geological survey show that the output was the largest of any year prior to 1912, and was only slightly less than that year. Pennsylvania produced more than ten per cent of the total output. Vermont was second, with a total output of over eight per cent.

A Compromise.

Jimmie's mother had promised to give him five cents every day provided he would keep out of mischief.

The other day when the boy came home from school, she opened her purse and asked: "Have you been a good boy today, Jimmie?"

The younger hesitated a moment and then said: "I'll tell you what, mother. You give me two cents and ask no questions."

MOTHER'S "NOTIONS"

Good for Young People to Follow.

"My little grandson often comes up to show me how large the muscles of his arms are.

"He was a delicate child, but has developed into a strong, healthy boy and Postum has been the principal factor.

"I was induced to give him the Postum because of my own experience with it.

"I am sixty years old, and have been a victim of nervous dyspepsia for many years. Have tried all sorts of medicines and had treatment from many physicians, but no permanent relief came.

"I used to read the Postum advertisements in our paper. At first I gave but little attention to them, but finally something in one of the advertisements made me conclude to try Postum.

"I was very particular to have it prepared strictly according to directions, and used good, rich cream. It was very nice indeed, and about bedtime I said to the members of the family that I believed I felt better. One of them laughed and said, 'That's another of mother's notions,' but the notion has not left me yet.

"I continued to improve right along after leaving off coffee and taking Postum, and now after three years' use I feel so well that I am almost young again. I know Postum was the cause of the change in my health and I cannot say too much in its favor. I wish I could persuade all nervous people to use it."

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

Postum comes in two forms:

Postum Cereal—the original form—must be well boiled. 15c and 25c packages.

Instant Postum—a soluble powder—dissolves quickly in a cup of hot water, and, with cream and sugar, makes a delicious beverage instantly. 30c and 50c tins.

Both kinds are equally delicious and cost about the same per cup.

"There's a Reason" for Postum.

—sold by Grocers.