

THE MAYDOLE HAMMER

The story of David Maydole and his hammer is familiar to some, but it bears frequent retelling.

Maydole, an inconspicuous blacksmith in a New York village nearly a hundred years ago, was approached one day by a carpenter who wanted the best hammer the smith knew how to make. On being assured the carpenter was willing to pay the price of a good hammer, Maydole went to work and produced an article that sent other carpenters to him for more hammers. Then the contractor sent around for two hammers, with the request that they be made a little

better than those furnished the men. "I can't make any better hammers," said Maydole. "When I make a thing, I make it as well as I can, no matter whom it is for."

The fame of Maydole's hammers spread and orders increased. They soon came to be known in New York City and other parts of the country, and the word "Maydole" stamped on the hammer finally was regarded as the guarantee of the best article produced. Maydole grew very wealthy, of course, but his personal interest in making the best hammers possible did not decline.

"I can't make a pretty good hammer," said Maydole one day in answer to a comment on his twenty-eight years' experience. "I make the best hammer that's made. My only care is to make a perfect hammer. I make just as many as people want, and no more, and I sell them at a fair price."

Maydole came to employ hundreds of men, but he never adopted machinery in producing his hammers, believing that a perfect tool could be made only by hand.

Now that machinery is used widely, the belief often is expressed that the individual workman counts for little in manufacturing. Also the employee of today is much farther removed from the head of the business than was the rule years ago.

But character and the desire to be efficient still count heavily in the business world, and the worker who possesses these things will soon attract attention. And the business that possesses them will attract attention and succeed. It has been declared that, with verbal changes, Maydole's story is "the true history of every great business in the world which has lasted thirty years."—Kansas City Star.

Rupture Kills 7,000 Annually

Seven thousand persons each year are laid away—the burial certificate being marked "Rupture." Why? Because the unfortunate ones had neglected themselves or had been merely taking care of the sign (swelling) of the affliction and paying no attention to the cause. What are you doing? Are you neglecting yourself by wearing a truss, appliance, or whatever name you choose to call it? At best, the truss is only a makeshift—a false prop against a collapsing wall—and cannot be expected to act as more than a mere mechanical support. The binding pressure retards blood circulation, thus robbing the weakened muscles of that which they need most—nourishment.

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NEWSPAPER MEN DRINK GRAPE JUICE

"Let's have a drink." It was not the voice of a ruby-nosed individual. It was the voice of William J. Bryan, enemy of liquor and world advocate of prohibition. He was standing in front of a Washington drug store at Fifteenth and H streets northwest when he extended the invitation to three newspapermen.

"That has a familiar sound, but I'm afraid it won't have a familiar taste," said one of the trio.

"Let's be patriotic and drink grape juice," suggested another.

"Want it straight or a high ball?" asked the white coated soda dispenser.

"Let's have it in a tall glass with ice," ordered the Nebraskan, and after each man had taken a sip of it, he asked: "Ever try it with ginger ale? Boy, give us a bottle of ginger ale. Mrs. Bryan used to put ginger ale and lemon in mine, and it improved it."

The colonel split the bottle of ginger ale four ways, and smacked his lips over it.

"Tell us the real story of the grape juice fiction," suggested one of Mr. Bryan's guests.

"I'll do it," he promised. "When President Wilson asked me to become a member of his cabinet I told him that I never served intoxicating liquors in my home. He told me to use my judgment and I did."

"Well, when the table was set for our first state dinner, there were two glasses in front of each plate. Those two glasses looked sort of lonesome sitting there, where there used to be five or six, so Mrs. Bryan conceived the idea of adding a glass of grape juice at each plate to give the table a little color. We never regarded it as an attempt to substitute grape juice for wines, but that interpretation was put on it."—Washington Herald.

Creating an Estate

All are striving to create an estate. When death comes, if there is no insurance, a forced sale of the property often causes a large loss, whereas, the proceeds from a life insurance policy will furnish ready money for the immediate needs and the executors of the estate can have time to dispose of the property to the best advantage.

The cash value of a man's life to his family, if he earns but \$1,000 a year, at age thirty-five is over \$14,000. No man would go without fire insurance on that amount of property and yet if he carries no life insurance, he is forcing his family to carry a risk for this amount unprotected. Why not transfer this risk from the family to

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