

bitter herbs of the democratic field, which has been summer fallowed for lo, these many years.

Conservative.

But J. Sterling Morton is too bright and keen to have his light hid under a bushel. In *The Conservative*, week after week, he cuts to the quick these fusion-free-silver delusionists, and his keen pen is opening the eyes of all conservative men. He hates demagoguery and he despises political trimmers. We doubt much whether there is a more self-contented individual, or one who gleans more genuine satisfaction from his writings, in the state of Nebraska, than the genial and able editor of *The Conservative*, which is read by from 12,000 to 15,000 thinking men in the United States every week.—Crete Vidette, Sept. 5th, 1901.

BISHOP POTTER ON THE INDUSTRIAL PROBLEM.

Bishop Potter, interviewed at Lake Placid, made these among many remarks upon the subject of the industrial problem:

"Unionism which would beat down all workers to a dead level of skill and effort would be as harmful as the corporate management that would beat down all workers to the level of unskilled laborers.

"To maintain industrial ascendancy a constant upward growth of master workmen from the ranks of the toilers is necessary."

It is all but certain that under modern industrial conditions of world competition no corporate power could possibly beat down workers or prevent merit from rising. There might be success in this direction for a time or in some particular industry. But industrial capital is so helpless without brains that the attempt to crush skill could succeed generally only through a previous general decay of the civilization of the whole world.

In the same paper with the Potter interview was this extract from the official report of Dr. von Halle, the special commissioner of the Imperial German Admiralty:

"America's strongest advantage over England (in ship-building) is her freedom from the tyranny of the British workingman, whose mistaken hostility to modern practices may eventually crowd John Bull out of the struggle."

Here is a hint of a danger against which our workingman must guard. In planning against perils from without, real or fancied, or part real and part fancied, he ought not to neglect the perils from within that are very real indeed. Industrial ascendancy depends upon this watchfulness, as Dr. Potter well says. But that is not all, or even most important. Above and beyond in-

dustrial ascendancy is the cause of it, individual liberty—the prize for which the common man has been striving so desperately through the ages.—*New York World*.

WHAT MAKES SUCCESS?

At the hottest hour of one of the very hottest July days a man who sometimes writes for this column, was walking about John Wanamaker's big New York store.

In spite of the heat the store was filled with men and women; the inactivity and dullness associated with mid-summer were not visible.

It appeared that in that busy spot there might be found some answer to the question:

"What makes success?"

Thousands of volumes have been devoted to analyses of success, to abstract speculation on the qualities that make men win in the race in which so many are defeated.

Talk of success is perhaps useful; the actual study of success is more useful ten thousand times over.

He who reads a dissertation on how to paint or how to be a sculptor may learn something, but he will never be a painter or a sculptor until he has actually studied the work of a great artist. Get out your encyclopaedia and read a few chapters about Claude Lorraine, who expected to devote all his life to the pastry cook business, but accidentally got a chance by working in an artist's studio to make of himself the greatest painter of landscapes that has ever lived.

Instead of discussing success as usual, we shall try to give you here a chance actually TO LOOK at success for yourself.

"Was Mr. Ogden," head of the New York Wanamaker store, "in his office?"

"No, he was not. But Mr. Wanamaker was there, if he would do as well."

Mr. Wanamaker, more than sixty years old, and possessed of a very large fortune, was working in a thin alpaca coat, in the imitation breeze of an electric fan.

A stenographer was taking his orders, heads of departments were coming in and out with reports or asking for instruction and ideas.

From the hot bricks and paving stones outside, the air rose in curling waves as from a hot stove.

At that hour many thousand old and young men who wonder why they do not succeed were busy seeking the coolest corners at seaside resorts, or the coolest drinks in drinking establishments.

Mr. Wanamaker did not care to talk about how to succeed, but he did a good deal better—he showed how to succeed.

"I am here," said he, "because we are preparing for our usual great sale of

furniture, and the best man that we can get must work at it.

"I am here because I want the very best man, Mr. Ogden, to stay away. He is on his vacation. If I were not at the store he could not possibly be persuaded to go even for a short time. I am hoping by staying here and working every day to make him feel comfortable and make him willing to stay in the country at least a week or two more."

The secret of success is told by Mr. Wanamaker in extremely few words and without any theorizing. The secret, as he exemplified it on that hot day the perspiration rolling off his forehead, is the secret not only for the young and unsuccessful, but for the old who wonder that their success does not stick to them.

The greatest thing in the world—the one great thing—is energy. Energy moves the biggest sun on its journey, and it moves the tiny ant that you see tugging desperately backward, dragging his dead caterpillar.

Work is the great secret of success. John Wanamaker, the essentially successful man, was working, working harder than anyone else in the store.

The second great essential to success of the higher kind is appreciation of the efforts of others.

Man is gregarious, and in his efforts he depends on the co-operation of his fellow beings.

That man is apt to get furthest on the path of success who appreciates and proves his appreciation of other men and women who help him.

Many men who succeed forget this rule and, blinded by their own conceit, lose interest in their helpers and become ungrateful directly in proportion to their own prosperity.

John Wanamaker was working very hard and sitting all day long in the hottest weather at another man's desk because he knew that that other man had done a great deal to help him, and, because he knew the only way to persuade the other man to take the rest that he needed was to put that man at ease by working in his stead.

If you will imagine in your mind's eye John Wanamaker working in New York City in mid-summer, that his ablest assistant might rest; while all the members of his family and all of his friends were away enjoying life and cool breezes, you will have in your own mind a picture of "How to Succeed."

It would add nothing to this to talk to you about getting up early, picking pins off the floor in your boyhood, or any of the usual commonplaces about succeeding.

Chicago American, Sept. 10, 1901.

There isn't a northern state where Democratic success is expected this fall, yet the elections may throw some light upon the question which Senator Foraker raises, whether the Democratic party has been born again.—Springfield (Mass.) Republican.