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Hupp Motor Car Corporation, 1349 Milwaukee Ave., Detroit, Mich.



The mark of superior motor car service

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## What Is True Success?

Cheerfulness as the Third Element in Success—a Success Talk to farm Boys

My Dear Boy:  
**I**N MY definition of success, as you will remember, there are three elements. "That man is succeeding in life who has a worthy ideal and struggles toward it serenely and unceasingly," is the definition, and it implies: (1) a worthy ideal; (2) working unceasingly toward it; (3) working serenely or cheerfully toward it. I didn't know until afterward how nearly my definition parallels a saying of Emerson's. I recall now that I have seen it on the tablet to his memory in the Hall of Fame in New York City: "The day is always his who works in it with serenity and great aims."

In previous letters I have discussed the necessity for work and for worthy ideals. I hardly suppose many people think about serenity or cheerfulness, the untroubled nature, as an important element in success-winning, but for my part I am convinced that it deserves the place I have given it.

"The men whom I have seen succeed best in life," says Charles Kingsley, "have always been cheerful and hopeful men who went about their business with smiles on their faces, and took the changes and chances of this mortal life like men, facing rough and smooth alike as it came." And I believe Kingsley's observation accords with the general rule. The worrying, anxious, fussy, or sour fellow really handicaps himself immeasurably in the struggle for success. Cheerfulness is to a boy what axle-grease is to a wagon; it makes things smooth and enables you to get further and accomplish more with the same expenditure of effort and power.

It's the boy who can "endure hardness as a good soldier," in St. Paul's phrase, without whine or complaint, who wins; and there's another good phrase of St. Paul's that is worth recalling in this connection. "Forgetting those things which are behind," he says, "this one thing I do." In other words, he says, "I am not worrying about the past. It can't be helped. And I am not worrying about a hundred other things that might be done. But here is a thing that is worth while, and I buckle down to it."

I have known boys to worry about their mistakes until their worry became a ten times bigger mistake than anything else they had ever done. You ought to worry just enough over a mistake to make sure you don't make it again, and then forget it. And it's a good rule of Edward Everett Hale's: "Never bear more than one kind of trouble at a time. Some people bear three kinds—all they have had, all they have now, and all they expect to have."

There's another thing that worries a boy sometimes, and that is as to whether he is going to get all the recognition he deserves; whether he is going to get all the credit he is really entitled to.

And this reminds me of one of Emerson's sayings—and I quote Emerson a good deal because I believe he is one of the best authors for a young man to know, and I should like for you to get acquainted with his "essays" and other writings. This is what Emerson says in the passage I am thinking about: "A man passes for what he is worth. Very idle is all curiosity concerning other people's estimate of us, and idle is all fear of remaining unknown. If a man knows that he can do anything—that he can do it better than anyone else—he has a pledge of the acknowledgement of that fact by all persons."

"The world is full of judgment days," Emerson goes on to say, and you are sure to get what is coming to you. Marcus Aurelius, the old Ro-

man philosopher, expressed a similar thought by saying: "How much trouble he avoids who does not look to see what his neighbor says or does or thinks, but only to what he does himself, that it may be just and pure."

A man undoubtedly needs the love of friends for the highest happiness, but he can be very serene if he has the approval of his own conscience, resting assured that the love will come in due season if he deserves it. I believe it was James A. Garfield who said: "It doesn't matter much what other people think of me, but it matters tremendously what James A. Garfield thinks of me." That is the right idea. And George Washington gave a fine recipe for dealing with worry about other people's misjudgments when he said: "If anybody speaks evil of you, so live that no one will believe him." That is the best answer to misrepresentation.

No, I do not believe I can too strongly urge upon boys the value of cheerfulness as an aid to success. Some day you will read in one of Dickens books about that unique character, Mark Tapley. The only thing that worried him was that the Lord had made the world so good and put so many good things about us even in our worst disasters that Mark never could find an occasion when it was really "any credit to be cheerful." And most of us, if we really looked at things right, would have to agree with Mark Tapley.

Sincerely your friend,  
**CLARENCE POE.**

### Different Kinds or Types of Soil in Relation to Crops

(Concluded from page 7, this issue)

Wheat is often at a disadvantage on bottom land, because of the greater liability there to rust and to lodging.

In the boll weevil region one should generally avoid planting the bottom lands in cotton, since the luxuriant growth gives the boll weevil opportunity for doing its maximum damage.

Soils may be divided from the standpoint of crop adaptation into acid, limy or calcareous, and neutral soils. As a rule most crops grow fairly well on neutral soils, but the plants most generally cultivated are at a disadvantage on soils that are distinctly acid. Among the crop plants for which it is desirable to select a soil rich in lime are alfalfa, red clover, and sweet clover or white melilotus.

Soils may also be classified according to topography, that is, according to how they lie. The surface may be nearly level, gently rolling, or steep. It is, as a rule, a mistake to cultivate land on extremely steep slopes, which find their best use in growing timber or perennial pasture plants.

#### Dust Bath for Poultry

**F**OWLS will keep themselves free from vermin during the winter months if given a convenient place to dust," says M. J. Kilpatrick, poultry expert, Ohio State University Extension Service. "A box 30 inches square and 12 inches deep may be built in one corner of the pen, or such a box may be made with legs so as to raise it 16 inches off of the floor. Almost any fine, dry powder will make good dusting material. The particles should be fine enough so that they will choke up the breathing pores of the parasites which live on the fowl's body. Equal parts of loam, sand and sifted coal ashes, to which has been added a little kerosene oil and the whole thoroughly mixed, is often used for the dust."