

"Luck" Is Only a Scapegoat for Inefficiency

By Beatrice Fairfax

DO you know that "luck" is a word which might well be dropped from the dictionary? It is generally misused and made a sort of scapegoat for inefficiency.

Not long ago I overheard a group of girls talking about a girl who had just been invited to Europe by a friend. "Isn't she the luckiest thing?" said one of them, enviously. "This is the third lovely trip she has been invited to take."

"Yes," said another, with a sigh, "she certainly does have great luck. Last year Mrs. K. invited her to go South with her, and the year before she went on that lovely cruise with the L—s. I wish I had her luck."

They simply thought of her as being lucky, but I happened to know that it was her extreme sweetness, cheerfulness and unselfishness that won her all of those delightful trips. There was no luck about it. It was entirely a question of popularity.

"How lucky to be so popular!" you might say; but don't for a moment imagine that popularity is a matter of luck. There is no chance about it. It must be worked for, and worked for hard.

Men will look at the successful man and exclaim, "What a lucky beggar he is!" They don't stop to consider how hard he has worked for his success. Luck is the ability to recognize an opportunity and take advantage of it. Just let "luck" take care of itself. Hard work and good judgment will help you along better than all the so-called luck in the world.

If you are lazy and slipshod in your methods, you will in all probability be a failure, and you will weakly blame your failure to bad luck.

Write out these words and paste them above your looking glass: "There is no such thing as luck. What I am and what I achieve is owing to perseverance and ability on my part."

People often say to me, "Oh, Miss Fairfax, you are so lucky to have work that you like, and that you can make successful!"

I am indeed fortunate in being able to earn my living in a thoroughly congenial occupation, but it was not by any means easy when I first began it, and there were many hours of discouragement.

It is not luck that has brought me any success that I may have found, but application and interest in my work.

Forget that there is such a word as "luck," and just go ahead trying your best to succeed in whatever you may be engaged in.

If you wait for luck to come your way, you may find it a long wait. Luck comes to those who work for it, not to those who wait for it.—New York Evening Journal.

What Happens to a Millionaire's Money

By F. W. Hewes

A GREAT reservoir of water, undistributed, leaves men and women to perish of thirst, and growing crops to parch and die. So, also, vaults bulging with stagnant money leave men and women to perish in abject poverty, and ripened crops to rot within the fields and orchards that grew them. Therefore, what happens to the dollars of the millionaire is a question of the first importance.

Those of us who believe in praying for material blessings will do well to pray long and earnestly that rich women will never cease to buy \$100 hats and \$1,000 gowns, with diamonds and other jewels to match. That they will continue to give balls and teas and entertainments of the most expensive kind. That they will be recklessly extravagant in gewgaws and foldovers of every description, because it will be good for us who depend upon an income drawn from the multitude of operations involved in producing, merchandising and transporting all those gewgaws and other gimcracks that go to keep extravagance at a high pitch.

Let us hope that rich men's sons will continue to spend their father's money as foolishly as they are reputed to do. Not because it will be good for them, but because it will be good to have the money poured into the wage-earner's money-channels.

Let us doubly hope that the rich men may be prospered in their money-getting, because they will not let it lie idle. Whatever their wives and children do not spend, they put into stocks and bonds, and thereby turn it into the wage-earner's money-channels. Let us be thankful, too, that neither the dollars of the poor are of any value save as they go into the wage-channels of active circulation.—Harper's Weekly.

Survival of the Fittest

By Sir Ray Lankester

ONLY one oyster embryo out of every five million produced grows up through all the successive stages of youth to the adult state. Even in animals which produce a small number of young there is great destruction, and taking all the individuals into consideration only a single pair of young arrive at maturity to replace their parents. There is no exception to the rule that every organic being naturally multiplies at so high a rate that if not destroyed the progeny of a single pair would soon cover the earth. The elephant is reckoned the slowest breeder of known animals; it commences to breed at thirty years of age, dies at one hundred, and has six young in the interval. After seven hundred and fifty years, supposing all the offspring of a single pair fulfilled the rule and were not destroyed in an untimely way, there would be nearly nineteen million elephants alive descended from the first pair.

Luxury

By Ramsey Benson

EASTS are denied the light of reason, and for that their comfort waits simply on the indulgence of desire. With man, on the other hand, since reason is his especial gift, comfort waits on the reasonable indulgence of desire.

But reason is such a bore that we enjoy almost nothing better than throwing it to the winds,—there's no denying the delight of going on and indulging our desires without let or hindrance. Of course, it isn't comfort which we thus obtain,—only luxury, which is of comfort the caricature.

Luxury, then, is another fruit of responsibility, that gift in virtue of which the humankind may the good prefer yet shun the worst passage,—may vauntingly account inferior beings not dowered with it, and end by so using it as to raise a doubt whether its bestowal on themselves was not a huge, grim joke.—From Life.

IS THE CASH-IN-ADVANCE SYSTEM THE BEST FOR THE COUNTRY WEEKLY?

By JAS. W. ATKINS, of The Gastonia Gazette.

The following interesting paper was read at the recent meeting of the North Carolina Press Association at Hendersonville:

"Is the cash-in-advance system the best for the country weekly," is a question which has been debated pro and con, I dare say, by nearly every owner and editor of a country weekly in North Carolina, the same being no less true of every other State in the nation. One of the most vexing problems of all the knotty tangles the country newspaper man has to deal with at all, it has frosted the temples and wrinkled the faces of more than one of that vast army of men and women who are devoting their lives to their country's good—the editors and editors, the owners and managers of the weekly and semi-weekly papers over the land. Some few of these, it is pleasant to note, have ceased to debate the question. They have pigeon-holed it—or more appropriately—have waste-basketed it for all time to come. They are still few in number but the list is lengthening and will, I hope, continue to do so, not only steadily but rapidly. These are the ones who have decided the question once and for all in the affirmative and are steadfastly abiding by the results.

From the foregoing you will readily and easily gather that I take the affirmative side of this question. Looking at it by and largely, in the light of ten years experience as a country editor, I do not hesitate to answer the question with a "yes," that can be heard by all who are interested. The reasons why, I think, are plenty and sufficient and I shall endeavor to present them to you briefly. Before doing so, however, I beg leave to forestall possible questions and criticisms of myself by stating that not all the subscribers on my list are paid in advance. I can say, however, and that truthfully—this not by editorial or poetical license, either—that during the three years I have actually been an owner and manager of a country weekly I have largely increased the percentage of my paid-in-advance subscribers and have at the same time, considerably increased the number of my actual subscribers. And I confidently expect, before the lapse of any very considerable length of time, to finally dispose forever of that gentleman so well known to us all, "the subscriber in arrears."

In the first place I will say that the cash-in-advance system is the best for a country weekly because it requires cash to operate a newspaper. With employees to pay every Saturday afternoon, rent, paper and supply bills—to say nothing of grocery bills—to meet every thirty days, the editor must have money. Where is the cash to come from? Once in a great while, it may be, one runs across a man with money to burn running a newspaper for the fun of the thing, but such cases are so rare that this gentleman I leave out of the argument. Such a one can, if true, operate a newspaper and let his subscribers pay when they please, but such is not true of the great majority of us.

Under ordinary conditions the country newspaper has three sources of revenue—subscriptions, advertising and job printing department. My experience has been that the advertiser and the patron of your job department pays his bills at the end of the month—every thirty days—just as he does his grocery, meat, clothing or church account. Why should not the subscriber pay as he goes, which means, in effect, in advance?

So far as my observation has extended the newspaper is the only institution or enterprise in all the land which extends credit for twelve months. The grocer doesn't do it, the butcher doesn't do it, no business concern does it. Ask them why and the prompt reply is that they cannot afford it because they have to pay the wholesale man or the jobber for their goods as they get them. The same applies to the newspaper. If there is a paper, type, ink or supply house that habitually extends credit for twelve months I would like to have their addresses. They say it is not business-like. If not business-like for them, how can it be so for the newspaper man?

Again, the cash-in-advance system is the best because if you do not get your money in advance you may not get it at all. Some one may object to this statement on the ground that it is a reflection on the honesty and integrity of your constituency, your home people. But it is not. There are some newspaper readers, it is true, to whom this criticism does not apply but I speak only the truth when I say that many people, considered scrupulously honest and upright citizens of the community, men who would resent as an insult any intimation that any accounts they might make are not absolutely as good as gold, will and do let their subscription account with the home paper run indefinitely and then, on some slight pretext, refuse to pay. I do not think I am a pessimist, but I have had sufficient experience to know that the average man concerns himself less about the payment of

his subscription to his local paper than he does regarding any other debt he owes. Granting, however, that seventy-five or eighty per cent of your subscribers are men whom you are perfectly willing to credit for twelve months and as to the payment of whose subscriptions you are reasonably assured, how about the other twenty or twenty-five per cent, whose accounts represent most, if not all, your subscription profit? These are comprised largely in the floating population, a class which every publisher has to take into consideration. What editor or publisher is not thoroughly familiar with the little blue card which Uncle Sam so often brings him bearing the oft-repeated legend, "removed, address unknown?" In ninety-nine cases out of a hundred the publisher finds on referring to his books, that the dear subscriber alluded to on the card is considerably in arrears and I dare say that, on an average, not ten per cent of such subscription accounts is collectable. The subscriber whose label date is in advance of the current date rarely moves and fails to leave his new address with the postmaster. More often than otherwise he will notify you himself to change his paper.

In the third place the cash-in-advance system is the best because it is the cheapest, that is it gives you a larger per centage of profit on each individual subscriber. By eliminating a large part of the bookkeeping, the time and cost of making out and mailing notices and statements, it saves to the publisher a fair profit. In addition it relieves him of worry, mental anguish and gray hairs. In this connection it might be added that the profit on a dollar weekly or on a dollar and a half or two dollar semi-weekly is small enough at the very best and the publisher who takes too great a risk on any one of his sources of revenue is committing slow suicide—not very slow either.

Again, the cash-in-advance system is the best because it is the fairest. The American people love fairness and demand it. I cannot see the justice in granting John Jones credit on subscription for twelve or twenty-four months and requesting Bill Smith to pay in advance. One rule for all is the best in every business, the making of newspapers included.

Still another argument in favor of the cash-in-advance system is that it is in line with the general tendency in all lines of trade and business. Telephone companies, railroads and other public service corporations require cash in advance while there are more spot cash stores in the country to-day than ever before. The credit system is a mill-stone around the necks of the people and will, I firmly believe, within a generation or two, be largely a thing of the past. The only reason, so far as I have been able to figure it out, why the newspaper makers have not kept pace with their brethren in other lines is simply because they lack the nerve to make the leap.

Right here in conclusion, I am going to take some liberties with my text and side-step for a final word. My subject does not place upon me the burden of telling how you may successfully establish the cash-in-advance system, my duty being merely to answer, as I see it, the question, "Is the cash-in-advance system the best for the country weekly," and give my reasons for the ground taken. There is only one way, in my opinion, in which this system can be successfully worked. It is to make your paper worth the money, make it comprehensive in the field which it covers, so thoroughly reliable, so prompt, clean and up-to-date that it is an indispensable requisite in the homes of your people, then say to each subscriber as he comes, "our terms are cash-in-advance to all alike" and you will get the money. Not only so, but you will, I believe, materially increase your patronage, you will command the respect and admiration of your constituents and you will certainly have a better opinion of yourself and a larger bank account.

Mr. Bryce Preserves His Polish.

The old story of the public official who left his boots outside the door of the guest chamber in a modest home and had them blacked by members of the family comes this time from Madison, Wis., and is applied to Ambassador Bryce. When he made an address at the University of Wisconsin he was the guest of President Van Hise, whose two school girl daughters polished the boots. The second night they became rather hilarious outside Mr. Bryce's door, and at breakfast the next morning he inquired the cause of their merriment. The whole affair came out, much to his amusement. Let a Milwaukee newspaper conclude the story:

It was noticed when the ambassador left Madison that he wore a different pair of boots than the ones he had arrived in, and when asked by Miss Janet for an explanation he answered that the others had been packed securely away to be placed among his souvenirs of the world as a remembrance of the time when his boots had been blacked by the daughters of the president of the greatest state university in the United States.—Springfield Republican.

Only a spenhrith, muses the New York Times, will attempt to realize on his opportunities before they come to him.

ALL TOGETHER!



—Cartoon by C. R. Macaulay, in the New York World.

UNITED STATES GOVERNMENT TESTS OF NAVAL ORDNANCE TO BE SECRET

Important Experiments Costing \$100,000 Planned to Determine Relative Efficiency of Various Elements of Offense and Defence.

Washington, D. C.—The experiments in naval ordnance, for which the last naval appropriation act contains an appropriation of \$100,000, now available, will be conducted in secret. For some time the naval ordnance officers have been anxious to conduct certain tests which require much expense, and which could not be made out of the usual allotment for the naval bureau of ordnance. It was not expected that Congress would make provision for such a purpose, largely for the reason that objection prevailed in some quarters to the expenditure of public funds in directions which did not always show tangible results. It was pointed out, however, that the beneficial effect of the tests would be no less real merely because new material was not being acquired. There was much in the way of theory which it was desired to supplant by actual knowledge obtainable only by tests. So many questions have arisen among the experts as to the relative efficiency of various elements of offense and defence that they are highly gratified to have an opportunity to settle them.

One of the most important tests is that which will show whether the armor now being placed on American battleships will resist the projectiles of high power guns at battle ranges. Guns are now fired in tests at short range with velocities which are estimated to equal that which would exist if the distance were what is known as a battle range. It is asserted by many that the armor will not serve its purpose. Actual experiments in firing at such ranges against armor supported in the same manner as on a battleship have never been carried out, and no one knows what the actual effect will be.

Another question is whether high explosive shells will have the effect claimed for them and whether the pressure of the gases of such a violent explosion will blow in the armor side of a battleship. Then, too, it is desired to know what will be the material effect of such explosives on the personnel and whether the structure of the ship will stand it. Connected with such an experiment is the determination of the maximum depth to which a twelve-inch shell will penetrate the water at battle ranges and the effect of the explosion on the underwater body. Tests will also be conducted to determine the resist-

ance of exterior armor to the attack of twenty-one-inch torpedoes. It may develop that the armor now used will not exclude torpedoes, in which event the disclosure would be disconcerting, to say the least. It would have its value, however, in showing to what extent and in what direction improvements must be installed to give exterior armor its necessary power to resist such a form of naval attack.

It is also proposed to ascertain whether the turrets as now constructed and equipped on battleships will withstand the impact of heavy projectiles at battle ranges. It is a question whether there will not be under such an attack material damage to the structure itself, to the sights, the electric and other gun gear contained in the turrets. It is important in this connection to ascertain whether the sights now installed on the twelve-inch turret would be permanently disabled by six-inch gun fire, which demonstration would show whether it is necessary to design a turret that can be disabled only by heavy gun fire.

One of the important experiments will be with movable water planes installed on the sides of a battleship, operated automatically, so as to diminish the roll of a vessel, and so improve the accuracy of gun fire in time of battle. The record target practice of the Atlantic fleet this summer will be with the vessels rolling, so as to ascertain if the target could be hit under the most adverse conditions at sea in time of war. It is also desirable to ascertain if under such unfavorable conditions it would be possible to offset the influence of the sea and contribute to the stability of the ship as a gun platform. It is appreciated that anything which improves marksmanship on board ship is a direct and vital contribution to the fighting power of the navy.

These are only a few of the subjects which will be taken up by the naval ordnance officers during this fiscal year. No previous announcement will be made of the experiments, most of which are likely to be conducted at the naval proving ground at Indian Head, Maryland. The tests will be made solely with the view of obtaining information for the Navy Department and no announcement of the results will be made.

MUIR GLACIER FREE OF BERGS.

Strange Changes Wrought by a Subterranean Earthquake in the Famous Alaska Ice River.

Victoria, B. C.—A recent remarkable phenomenon in Alaska is the drifting away of icebergs from the front of Muir Glacier in Glacier Bay so that for the first time in nine years this famous river of ice, the most noted on this continent, has been visited. In 1889 a subterranean earthquake occurred at Yakutat and ever since the approach of this glacier has been so choked with ice that boats have turned away with their passengers disappointed. Now through some peculiar drifting of these steamboats can enter the channel and go near the right wing of the glacier, and after cautiously pushing their way get a glimpse of the left face.

In the nine years that it has been inaccessible the glacier has undergone remarkable changes. When Professor John Muir, after whom it was named, visited it it had a solid face two miles long and rising about 250 feet above the water line. It was a live glacier, and great masses of ice

topped into the sea from time to time with reverberations like thunder. Water splashed fifty feet high at each fall and the sight was fascinating. To-day the glacier assumes a different aspect. Erosion has worked out a new bay, which will soon be charted, and the glacier itself seems to have two parts, the live part, from which icebergs break and fall with tremendous noise, and a dead arm, with land forming between it and the sea.

This change is due to a hill which projected through the top of the ice when Professor Muir was there. Now that hilltop is a large mountain dividing the ice fields. The ice has also receded four miles in the nine years.

The captain of the first steamboat piloted in front of this glacier in recent years was presented with a silver service marked in large letters "Muir Glacier." This is without doubt the most remarkable known glacier on this continent. It has 254 square miles of ice.

Indiana Postoffice Will Have to Go to a Democrat or Close.

Limedale, Ind.—For thirty-two years W. J. Steeg, a Democrat, postmaster at Limedale, has hoped in vain that some Republican would move into this town and get the job. The office didn't pay much anyhow, and on the Fourth of July Steeg decided to assert his independence and threw up his job. Steeg was appointed postmaster here by President Hayes. A Democrat will be his successor, because Limedale is still without a Republican voter.

Coffee Planters of Hawaii Had Hard Luck With Shipment of Workers.

Washington, D. C.—The immigration bureau will send an inspector to Portugal to obtain workers for the coffee planters in Hawaii. These planters have found it difficult to obtain hands and enlisted the assistance of the immigration authorities.

Some time ago the bureau secured about two car loads of men in New York for the Hawaiian planters. When the train arrived at San Francisco the force of men had dwindled to three individuals.