GASTONIA, N. C., THURSDAY, MARCH 21, 1901.

Cheb in Advance.

CHARLES M. SCHWAB TALKS OF SUCCESS.

Interesting Interview With President of Billion Dollar Trust.

"MUST BE BORN POOR TO SUCCEED"

Declares That Luck Is Not a Pactor Tells Young Men Nut to He Disconraged, but Take Hard Knecks. us They Are Fortune's Nest Rggs. Money Not the Only Object In Life.

"What are the qualities that insure success?" I asked of Charles M. Schwab, president of the new billion dollar steel trust, the man who started in to work at \$2.50 a week, has made millious and will draw a salary many millious and will draw a salary of \$800,000 a year as manager of the new gigantic combination. says latvinin Hart in the New York World.

"I wish I know," replied that genial gentleman curiousty. "Ever since I left off the workman's apron people have been asking me how I did it, and upon my word I don't know."

"Yet there are certain elements whose presence constitutes success and whose absence insures fallare?" "I think so. There's n subtle, inde-

finable something which we feel rather than see in the man who succeeds and which is inching in the man who fails.



CHARLES M. SCHWAL

You can pick out the men who've made a success of things without knowing their business, and after you've beer head over 50,000 of them for several years you can come pretty near picking out the boys who will make a success of the future"

"Then success is something to be made and dependent upon ourselves? And it isn't luck, not even in part?" "Not even in the smallest part. No

man ever made a success of his life by luck or chance or accident. When you neck or chance or accident. When you come across one of that vast majority who have failed because they 'never had a chance,' you'll take notice that he lacks that indefinable, subtle something that stands for success, and sometimes"-Mr. Schwab's smile was comprehensive and cordini-"I'm fuclined to believe the mysterious something is simply a capacity and a disposition for hard work." "Yet there must be some element of

lock in an advance from \$2.50 per "None whatever," said Mr. Schwab,

interrupting my speculations. "I don't look upon any success I may have made as dependent in any way upon luck unless you count it luck to be born with a mental and physical constitution that has thrived on hard work. "If the conditions of our birth are

buck has been a feature in my life, for I was born not only bealthy, but poor There is no surer start on the road that leads to honors and success than to be born poor, if your poverty is combined

"The rich man's son cuters life's race with a handicap—not only the handi-eap which a fortune is, because it deprives him of the necessity to progress and expand, but the handleap of never being able to appreciate what he's got, everything in life that's w while is ten times more worth while when we yearn and work and climb

"The first great blessing in my life was being born poor. The fundamental principles that founded my character fer were the lessons wrung out of early hardships and privations and self deni ala. I would not give up the experience boyhood barren of luxuries and paved with obstacles for any amount of money. It would be like pulling the foundation out of a building.

Some employer, I know, would pay me full value for every hours work I put in, for I was stowing away, as a stock in trade, every moment's work and its subsequent knowledge and experience. I am a bearty believer, you know, in the law of compensation. I unrewarded, though sometimes the ward is a long time coming."

"Yet there are people whose whole lives are made up of work and they don't succeed?"

Ar. Schwab shock his heed doubt-

ingly. It's a landsome head, strongly set upon his shoulders, and his fedtures, too, are strong-strong in their frankness, their cordinity, their stamp of sincerity. Good sature, good segme good intent and the power of fulfill-mest mark President Schwab as one

"There are many reasons," he said. "There are many reasons," he said, "why men who are always working are not always working are not always succeeding. Sometimes they belong to the class who cuttivate the appearance of working, who manage to keep busy without doing anything. Sometimes they spend their

lives working, bemeaning the fact that it's all effort and no reward, and lay flown the mythe just before the harvest ripens. Hope and fulth and comnecessary effort. Many a man has hin down just this side of his inurels and neither he nor the world ever know how near be came to accomplish-

"Then there are men who work conscientionaly, perseveringly, hopefully, but they're working on the wrong tack. believe that such men realize they're out of place and out of tune and will never strike the harmonious chord which accomplishment is. But they resolve they're got a little start and don't want to lose it. These men form part of the army that fails. I do not believe there is a man living who has not a capacity for some one line who could not excel in that line if he pur sued it. The first essential in a man's cureer is to find out what he's detect for, what he's most engable of doing and doing with a relish.

"The second essential is to go to work and do it, no matter the cost, no matter the obstacles, no matter the sacriffecs, and if he's going to stand out among men he's got to resolve to do the particular thing he's fastened on better than any one else."

"But if he baen't got it in him?" "But he has got it in him. Every up his mind and stick at it. None of us is born with a stop valve on his powers or with a set limit to his capacltics. There's no limit possible to the expansion of each one of us.

"It all depends upon our will and the power of our resolution. Our capacities expand and onlarge with exercise just as the muscles of our bodies en

large and grow strong "That's the way character is formed doing calistbenic feats with obstacles and adversities. I tell you" - Mr. Behwab's hand came down on his knee with vigor-"the bard knocks are the seat eggs of our fortunes. The men that are not made of the right stuff go under with them and are never heard

"And there are the others who are soured and imbittered by them, and they're heard from eternally. haven't a good word to may for the world's plan, because when it got a trifle complicated it bafiled them

se are the men who do more harm to the youth of civilization than its vices. Then there are the other men, those who can't help being fail-ures. They are those who start out. ometimes with bare feet and boles in their trousers, bravely resolving never to let circumstances crush them, never to harbor bitteruess over defent. but to save their energies for the next en-

"These are the men hard knocks lon't burt. They toughen them: they belp get ready for the next encounter. To these men it's only a question of sufficient hurdship and sacrifice and sattle to make them proof against any onslaught. These are the soldiers, the

"Did you ever find a succe dier who lindu't seen a fight? That's why I say the rich man's son is born with a haudicap, and it's why I think should keep the two a long way apart."
"Then is money the only thing to

strive for?" "Heaven forbid!" said Mr. Schwab earnestly. "Beyoud a certain point of requirement money is useless to the individual. A vast fortune caunot do its berits or makes it; it is destined to better the lives of bundreds.

"What satisfaction can there be in plling op vust wealth for the sake of wealth itself? The only part that money plays in success is an u reward Money is the standard of value; it is the equivalent of merit. Money is the only coin in which we can pay for hard work or for genius, and so it is the equivalent of accomplishment.

But the men who reap success are millions. They are the men who aim to do one thing; to do it better than any one else can do it: to take it up from the very beginning and post it through to the end. That is what makes necess, and success means money.

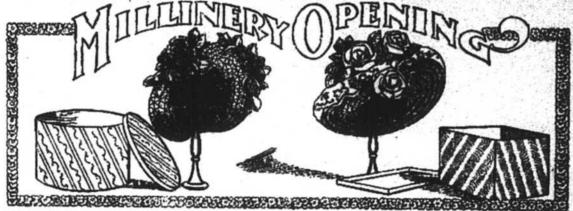
ed in my work than it's worth. Millions of money can pever give me the pleasure I found in learning the intricate workings of a steel plant. Elitting to a machine with my own fingers had desired effect upon its workings gave me keener antisfaction than bitting

open door of his sitting room, through which sounded the click of a typewriter and the bum of busy clerks are putting on paper the plans of this masterful young person of 28, who spurning money as a goal, has consent-ed to run the interests of the billion dollar trust for the mrre bagatelle of

New Cure For Sheep's Disease At a recent meeting of the French Academy of Medicine Dr. Jarre aunonneed the discovery of a remedy for the foot and mouth disease, which is so fatal to sheep. He says be line suc-cessfully used the remedy in 1,500 cases in two years. It consists of a concentrated solution of chromic acid chemically pure at 33 per cent. This is employed as a causate to the sore. The cure is rapid and certain. Dr. Jarre says that M. Dupuy, minister of agriculture, has promised to give the remedy official tests.

Centenarian Gander. William Beckwith, a farmer of Char-

don, O., is the owner of a gander known to be over 100 years old. Backwith's father brought the gander with him from Connecticut. The bird is named Socrates and is still the leader



To-Morrow and Next Day

Friday and Saturday, MARCH 22-23, 1901.

Our New Store, Windows. Shelves, Counters, all Resplendent in Spring-Time Array of New Goods.

Latest Artistic Millinery, Newest Fashionable Dress Goods, Ladies' Furnishings of Every Style, all the . Season's Prettiest Novelties.

You are invited to see them. Come. A cordial welcome awaits you. Don't miss the dates. Yours respectfully,

JAMES F. YEAGER.

FRUIT OF LOOM BLEACHING: Yard-wide 71/2c. 76. Vard-wide 61/4c. WINDSOR PERCALES 10c.

A SWINDLESS IN TROUBLE.

Lanrinburg Printer Worked a Green Goods Game on Victime all Over the Vitaton Moneyer, 15th.

wincipton home-ger, 18th,

Mr. Jere Connoily, the well-known
posterifies inspector, returned to the
city yealerday afternoon from Laurinburg where he made a big capture yes
terday morning.

As the result of bis trip to Laurinburg H. T. Allen a printer who are

burg, H. T. Allen, a printer who set type on the Laurinburg Exchange, is in jail at Lumberton for ongaging in one of the biggest swindles the post one of the biggest awindles the post office department has had to handle in many a day. He worked his achernes as "H. T. Allen," "Dr. H. T. Allen," "M Allen," etc., giving his address as "Box 86," and "Station A" Laurinburg, N. C. That town has some 1,600 inhabitants but one in a distant state who might received his circulars would who might receive his circulars would and might receive his circulars would appose that it was a little New York, considering that it was such a bug place that it had postoffice stations.

The operations of Allen have been

carried on for several years, and the posterior department has had cognizance for two years that he has been time to get a clus that would justify his arrest. Complaints, however, and circulars which he seut out finally fell into the hauds of the department, and Mr. Connolly went up to tag the game On Tuesday night be telegraphed to Maxico, eight inites distant, for Deputy U. B. Marsh. 4 J. C. Parish to report at Laurinborg at once. The deputy marshal drove over and car a warrant aworn out by Postoffice Inspector Connolly, he arrested Allen at 9 o'clock Tuesday night. He took it quietly at Tuesday night. He took it quietly at

first but later he be waited his bed luck forgetting his victims.

The postermes department received complaints of Alien's operations early last year; and in September the department got something upon which it could go to work. Allen had a big net spread to catch suckers. For whitea he had money making propositions, and for begroom he had montrum that would turn a black negro late a mailer. would turn a black negro into a mulat-to, others that would take the kinks out of his heir and still another that would knock the oderiferousness of a sigger sky bigh. Judging from his circulars a darkey could be made to beliere that he would in the future greet the offsetories with an odor round to a combination of violets, heliotrope and alter of roses.

In corrying on his operations, Allen

made extravagant use of the printer's art. He sent out adozen different kinds art. He sent out a dosen different kinds of printed circulars. His green goods department eirotlar was headed "Uncle San's Money." In alluring language he teld his victim he had \$5, \$10, and \$20 bills that he would selt at the following prices; \$25 for \$2; \$50 for \$7; \$500 for \$25. He assured them it would go, and that there was money in it. When he got an order he would send bis victims Confederate States money.

States money

A dozen or more of Alleu's circulars sent out over the name of Dr. H. T. Allen would make one title he was at the end of a tremendous laboratory. Allen would make one think ne was at the end of a tremendous isburatory. He offers decipies for making "Allen's patent leather space." which would make any old shoe take on a permanent patent leather spacerance. He apute hishly of "Allen's Chewical Whiskey," said offered a recipe that would learn a fellow how to make "good whiskey," "free from pole in," and one guently needed the "action and virginia, or rather to complishe have curred up from those states. Probably he did not ours to complishe have curred up from those states. Probably he did not ours to close to home. though he had "coute in mais" in South Carolina. New York in the first of north in South Carolina. New York in the patent in the mais of a hold in the first of victims there are and nearly every targe city in New York state. He sho took in gays in Philadelphia, Cincinnati and many

tism in from 24 to 36 hours, one for "Alien's Alsatian Hair Restorer," that would make hair grow on my nid baid pate; and also recites for other preparations that would perform won-

All these receipes were valued at from 25 cents to \$50 each. For "sixty days only" Dr. Allen offered his patent enamed and whiskey receipes for \$1 (0) enamed and whiskey receipes for \$1 (0) In addition to the receips he affered to send each person three \$5 bills or one \$5 and one \$10 bill free gu tranteeing that they could not be detected from the genoine. He says in ida circular: "I will not sell these bills for reasons of my own, but will give them away free to purchasers of the receipts." He offers in send 12 sets of recip-s ad thirty-six \$5 bills (\$160) at the low price of \$10. He offers \$40 to any ow who can tell the bills from the "growthe article." Keep quiet." he says and send is your order at once if the want to make more money than you ever did to make more money than you ever did in your life before. This circular must be returned with the order to insur-your getting the free present." He was sharp enough to get back tell take

Circulars.
Under the bead of "Colored People's Under the head of "Colored People's Department," he sends out circulate advertising "Allen's Ozone." which will take kinks out and make a negro's hair perfectly straight; "Allen's Electric Skin Beffer," which will eradicate all skin diseases and brighten the blackest skin to a "mulatto white;" "Allen's Electric Skin Pood," which will take out all facial themistee, smooth the wrinkles and soften the skin, making the 'aged look voneg' and "the young look younger." He calls special attention to "Allon's Anti-Odor," which he says is guaranteed to chase away the peculiar odor of He was Department " he teed to chase away the peculiar odor of negroes. These remedies he offers for 50 cents a bottle. All he says are made from roots and herbs. He offers agents and dealers big discounts and sample

bottles at 25 cents.
With all these schemes Allen got snokers to bite from about all the snokers to bite from about all the states in the United States. He evi-dently raked in a pile of money, and his dealings have been of such a na-ture that he has victimized thousands of people, Shortly after his arrest be was taken before United States Com-missione: W. H. Cox, at Lamburg, and was given a hearing on charges section 5480, of the ravised statutes of the United States. This brings in the green goods count, using the mails for swinding, defrauding, etc. He was beld to default of \$7000 bell, and yes-leving magning, was taken to the beld to default of \$700 ball, and yesterday morning was taken to jail at
Lumberton. He will have a further
hearing on the 28th instant, in order
to have mone of his dupes to confront
him and testify. He has available prople from Mains to Texas. The prople in Laurinburg have known for
some time that their townsman had
a money corkeces but they couldn't
fled out just what it was.

Allen is a white man apparentle in
the forties, and has a wife and neveral
ohi dren at Lauinburg. He is a pa-

the forties, and has a wife and neveral old dren at Lauinturg. He is a native of Wadesbore, N. C., and is described as haying a rather dissipated appearance. He is said to have been a bucker on a large scale and a produgal spender in his running. He also lived well, and come quently needed the "stuff" in his business, hence his administration for retting money. The second

large cities north, south, east and

west.

A New Jersey detective got ou to Allen's racket and tried to trap him. It is sent Aflen \$2, but the printer "smelt a mouse" and returned his money. The detective informed the postodice department and a sent a certificate that he was a member of a certiain detective agency. Let sud tehold, it turned out that the detective time self had been victimized by the so called datective agency and had paid \$10 for membership in a concern that the government detectives had dropped on as a swindle itself. Of course, the laughts on the detective, skihnigh he membership is an attention of the detective, skihning her membership to be detective, skihning her membership to a concern that the provention of the detective, skihning her membership to a concern that the laughts on the detective, skihning her membership to a state of the detective, skihning her membership to the detective to the detective to the detective the detective to the detec

THE OF PLOTE IN CHINA. seing Dac of Flour in the Coleation

Kaupire Likely to Make a Great Mar-hot for America's flarpin Product. Dur's Heriov, March 9. One of the most promising features of the foreign trade situation is the growing demand in Colus for floor. In the three years from 1897 to 1899, the American Commit at Chung Kinng reports, the imports of floor into China intermed from 1 1st 27. Increased from 1,123,879 bulkwas taels (\$600,182,78) to 2,804,214 haikwas taels (\$2,054,,891,891.) an increase of no less than 1,770,835 haikwas taels (1,958,972,83.)

no less than 1.77°(.335 balkwan taria (1.956.937.85.)

The most encouraging feature to the American exporter in these figures is not alone in this enormous increase of total imports, but in the fact that there was a very large increase at each and every port. It is a most significant and gratifying characteristic of the 'rade that there was result and gratifying characteristic of the 'rade that whe ever flour has been introduced, there that he an wick rapid increase in the demand and in the consciption as to give an assurance of a continued and growing market there for in all sections of China where the cost of transportation dues not be in 1250.

Flour evitantly gratifies the Chinese

Plour evidently gratifies the Chinese Flour evidently gratifies the Chinese appetite by natisfying the desire for variety in food, at the same time coming with their shilly to buy. A careful observation of the Chinese method of living, their system of preparation of food, and institute of vocamptions show canclusively that flur is especially well adapted therete, and that whenever it can be brought within their purchasing power it is sure of permanent and increasing use. Its use in so many different was makes it especially desirable. With the development of Unina will come improved conditions of the Chinese and it demand for better and more diversified food. Progress in China means a wanderful increase in the consumption of wheat floar. wheat flour.

dering increase in the consumption of wheat flour.

As much the greater part of the flour imported into China at present comes from the United States all this means that the outlook for the future expension of this portion of our export trade is very bright. President Junes J. Hill, of the Oreat Northern Rallway, is said to have stated that the time would come when every inhabitant of China would eat a pennyworth of American flour per day. This may be too sampulse, but were the total divided by five—giving each legally the amount should reach a total that my seems startling.

Wans the Rajerty Want.

Modby Ster.

Representative O. F. Mason, of Ossito, has passed the bill submitting the question of court house removal, coupled with a bast insue, to the viters of Gestons county. It was the fair and houses thing to do and he has done his full duty in the matter and both sides ought to be antished. It seems that the majority of the people want the court house moved from Dailas to Gestonia.

BILL ARP ON SPRING.

PLEASANT DAYS STIR THE PHIL-

When the sum shines again.

Allerta Constitution.

How impiring is the enrilent breath of spring when nature like a blushing maid is putting on her partialets and preparing to bang her silkes hair. What harmonious feelings apring up in one's beyons and gush forth to all mandidd. A batmy day file all the chambers of the soul with music that is not breatd and poetry but is not expressed. Spring is unlocking the flowers. I see sweet violets peoping from their leafy beds and jongalis lifting their yellow hells to catch the sunshine. What a rebushe to man is the immountee and brauty of the fineers—what a contrast to crueity and strife and selfishmen. The love of flowers is refuling and draws a man nearer to woman and to heaven, and it is safe to say whather a woman hyra, a must had better love, or try to. Plowers, music and tries are given for our happiness. They are the extrast of creation designed for our special pleasure. Providence would have withheld them if He had not loved us. Or He might have given us only the howling of the winds for seasonly the howling of the winds for season and buzzards for hirde and degignate for all the low of flowers. Madam Destael said that music was the only thing upon the earth that see would find in heaven, for it was conscious and golden sirrents and gules of pears and trees whom leaves are for the bealing of the unitions, why put flowers, Epismoor in his "Fairle Queen," mays: "And is there was in heavens and love to heavenly splitts for the flowers?"

Wadesworth rays:

"It is not faith that over flower that bloom Enjoys the art is breaked."

"If he say faith that every flower that bisoms

The more uncultured and unordized a man is the less he cares for flowers, and music and bleds. Cowper mays he would not number on his list of friends the man who would not lessly tread upon worm. Shakespears says the man who has no music to his soul is fit for treates no music to his soul is fit for treates no music to his soul is fit for treates no music to his soul is fit for treates no music to his soul is fit for treates no music to his soul is fit for treates no music to his soul is fit for treates no music for the beautiful rose that adorsed the front yard. He turned suny carrievely and said: "I den't care anything shout them sort of things. If I bay your house you needn't add vary cent for blossoms." The poet care "hamilest flower that blosses gives founds to deep for trans." But there are folks whe care no more for a beautiful flower than for an ugly weed.

"A Princes by the river's beint A Jellow primmer was to blin. And it was nothing more."

The ports in all ages have paid trib-ute to the filmers. One of the most beautiful posses ever written is the "Ode to the Flowers," by Horace Smith. It is among the classics of old Euriand.

Ploral amouton that in deep eplets were without woo and block without who and block within Mrs. Hemans says:

The Slowers whisper the sil Contering tow-Langfeilow says: How stein they north by

Emblems of our coming resurrection. But Mrs. Hemens stone the most fatiguating congs to flowers—when she then of other subjects she takes on

they were born to blush in her abitains bair, Bring flowers—pale flowers o'er the bier to

"Heles flowers to the skrine where we kneel is They are natured offering their place in There, "He is the east we'd leady add."
They have takes of the layous wonds to tell."

aroun for the brow of the carly dead

Shatesprare had a great beart for Shatesprare had a great heart for Sowers, and he knew them like a bot-salar. There is not a common or familiar one that he does not bring to pleasant use in some of his plays. How pathetically he isments the death of

Paux shult not lock the flowers that's like the

There was a long time ago a balled about two lovers unmod. Mangaret and Sweet Williams. We have a manufacture to be seen a long time ago a balled about two lovers for whom two dowers were named, Mangaret and Sweet Williams. We have stargarets among the flowers now, and sweet Williams are very common. What became of the lovers is quality told in the old-time verse;

Marganys was burjed in the lower chance! And William in the highest, or chance! Out of her breast thece issuing a rose both, And out of his a bries.

Out of her breast liceo manage a rose bash.
And out of his a brief.

They ever till stay grow to the charten top.
And then they could grow no higher:
The beauty of flowers, of when he planued the first assetunsy that was set up in the widderness he directed that his cumuling workman about orus ment, the golden candiesticks with earlyings of flowers—open flowers.
When solomon designed his magnification of flowers, and so was the octor carried with iligures of upon flowers. The Stile makes mostlus of flowers, but not by name, except the lift and the rose. I am the rose of shoron and the lift of they grow. They toil not—nutiber do they grow. They toil not—nutiber do they grow, They toil not—nutiber do they grow to arrayed like one of these.

I notice in a late New York paper that the celluir and also of flowers has largely increased in that city; that forty years ago the sale amounted to only shoty thousand dollars a year, and

Mr. Andrew Carnegie should a very happy man when he i to rest hut alght.

Doring the day he had gi more money pesterdey than a the United blates ever had us thing like 2fty years ago.

His donations had been for justs to public libraries and who had been in his sum Ausing his gifts of the for \$30,000 for the farmishing of tegie Library in Atlanta, to he has already given \$125,000.

Atlanta is the third Georgi etjoy the beneficence of this bis man whose chief also for the life seems to be to use his great to help his fellow men in the He has contributed to Savann Augusta also.

His retablishment of a trust \$50,000 000 for the length of the length.

tion in the fault, the mills nearmst the works of the Carnegie Steel company sening first embraced."

If the \$5 000,000 of bands which Mr. Carnegie has put into this trust fund are some of the bonds which he received in part payment for his atest interests they will bear \$250,000 interests a year. That som will be nefficient to do a year amount of good and the noble donor has been careful to provide the judicious management of the frant.

Atlants is deeply grateful to Mr. Carnegie for giving her a free library and for his three donations to the fund for the construction and furnishing of its beautiful home now hearing completion. But Atlanta hencers and leves him also fix the wide range of his benevolence which reaches out to her sister cities is tworgin, to all suctions of the country and to those to whom he accords a large part of his auccess and to whom he has given such a practical and superb evidence of his regard and good wishes.

Attents your.

A New York physician with a mind for extentice has been satimating the distance covered by a woman in dancing the ordinary ballroom program.

An average waltz, the dector estimates, takes one over three quarters of a mile. A square dance makes you cover half a mile, the same distance is covered by the polks, while a rapid gallop will oblige you to traverse just about a mile. Buy there are 12 waltree, while is a fair average, these alone make true miles.