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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 Factor. Tells Young Men Not to be Discouraged, but Take Hard Knocks, as They Are Fortune's Real Sign. 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 trust, the man who started in to work at \$2.50 a week, has made many millions and will draw a salary of \$800,000 a year as manager of the new gigantic combination, says Virginia Hart in the New York World.

"I wish I knew," replied that genial gentleman. "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 failure?"

"I think so. There's a subtle, indefinable something which we feel rather than see in the man who succeeds and which is lacking in the man who fails.



CHARLES M. SCHWAB

You can pick out the men who've made a success of things without knowing their business, and after you've been head over \$5,000 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 come across one of that vast majority who have failed because they never had a chance, you'll talk notice that he lacks that indefinable, subtle something that stands for success, and sometimes—Mr. Schwab's smile was comprehensive and cordial—"I'm inclined to believe the mysterious something is simply a capacity and a disposition for hard work."

"Yet there must be some element of luck in an advance from \$2.50 per week to—"

"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 what you mean by luck, then, indeed, luck has been a feature in my life, for I was born not only healthy, but poor. There is no sterner start on the road that leads to honors and success than to be born poor, if your poverty is combined with grit."

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

"The first great blessing in my life was being born poor. The fundamental principles that founded my character were the lessons wrought out of early hardships and privations and self denial. I would not give up the experience of a 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 hour's work I put in, for I was staving away, as a stock in trade, every moment's work and its subsequent knowledge and experience. I am a hearty believer, you know, in the law of compensation. I don't believe an honest effort ever goes unrewarded, though sometimes the reward is a long time coming."

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

Mr. Schwab shook his head doubtfully. It's a handsome head, strongly set upon his shoulders, and his features, too, are strong—strong in their frankness, their cordiality, their stamp of sincerity. Good nature, good sense, good luck and the power of fulfillment mark President Schwab as one of the world's successes.

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

lives working, bemoaning the fact that it's all effort and no reward, and lay down the myth that just before the harvest ripens. Hope and faith and courage are just as essential to success as the necessary effort. Many a man has laid down just this side of the world, never knowing how near he came to accomplishment.

"Then there are men who work conscientiously, perseveringly, hopefully, but they're working on the wrong tack. I 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're not doing with 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 use fine who could not excel in that line if he pursued it. The first essential in a man's career is to find out what he's fitted for, what he's capable 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 sacrifices, 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 hasn't got it in him?"

"But he has got it in him. Every one's got it in him if he'll only make 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 capacities. 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 enlarge with exercise, just as the muscles of our bodies enlarge and grow strong."

"That's the way character is formed—doing athletic feats with obstacles and adventures. I tell you—Mr. Schwab's hand came down on his knee with vigor—"the hard knocks are the best eggs of our fortunes. The men that are not made of the right stuff go under with them and are never heard of again."

"And there are the others who are soiled and blighted by them, and they're heard from eternally. They haven't a good word to say for the world's plan, because when it got a trifle complicated it baffled them."

"These are the men who do more harm to the youth of civilization than its vices. They're the men who tell the other men, those who can't help being failures. They are those who start out, sometimes with bare feet and holes in their trousers, bravely resolving never to let circumstances crush them, never to harbor bitterness or get defeat, but to save their energies for the next encounter."

"These are the men hard knocks don't hurt. They toughen them; they help get ready for the next encounter. To these men it's only a question of sufficient hardship and sacrifice and battle to make them proof against any onslaught. These are the soldiers, the victors."

"Did you ever find a successful soldier who had been a fighter? That's why I say the rich man's son is born with a handicap, and it's the way I think the man with a million and a son should keep the two a long way apart."

"Then is money the only thing to strive for?"

"Heaven forbid!" said Mr. Schwab earnestly. "Beyond a certain point of requirement money is useless to the individual. A vast fortune cannot do its full duty in the life of one man who inherits or makes it; it is destined to better the lives of hundreds."

"What satisfaction can there be in piling up vast wealth for the sake of wealth itself? The only part that money plays in success is as a reward. Money is the standard of value; it is the only one in which we can pay for hard work or for genius, so it is the equivalent of accomplishment."

"But the men who reap success are not the men who aim to accumulate 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 push it through to the end. That is what makes success, and success means money."

"For my own part I'm more interested in my work than it's worth. Millions of money can never give me the pleasure I found in learning the intricate workings of a steel plant. Hitting upon a new device which when applied to a machine with my own fingers had a desired effect upon its workings gave me keener satisfaction than hitting upon a combination like this."

Mr. Schwab motioned toward the open door of his sitting room, through which sounded the click of a typewriter and the hum of busy clerks who are putting on paper the plans of this masterful young person of 38, who, spending money as a goal, has consented to run the interests of the billion dollar trust for the mere bagatelle of \$800,000 a year.

New Cure For Sheep's Disease.
At a recent meeting of the French Academy of Medicine Dr. Jarre announced the discovery of a remedy for the foot and mouth disease, which is so fatal to sheep. He says he has successfully used the remedy in 1,500 cases in two years. It consists of a concentrated solution of chromic acid, chemically pure at 23 per cent. This is employed as a caustic to the sores. The cure is rapid and certain. Dr. Jarre says that M. Dupuy, minister of agriculture, has promised to give the remedy official tests.

Cure for the Gout.
William Beckwith, a farmer of Charles O., is the owner of a garden which is over 100 years old. Beckwith's father brought the garden with him from Connecticut. The bird is named Socrates and is still the leader of the flock.

Millinery Opening.
To-Morrow and Next Day
Friday and Saturday,
MARCH 22-23, 1901.
AT
YEAGER'S
PARHAM - BUILDING, - NEXT - DOOR - TO - ROBINSON - BROTHERS.

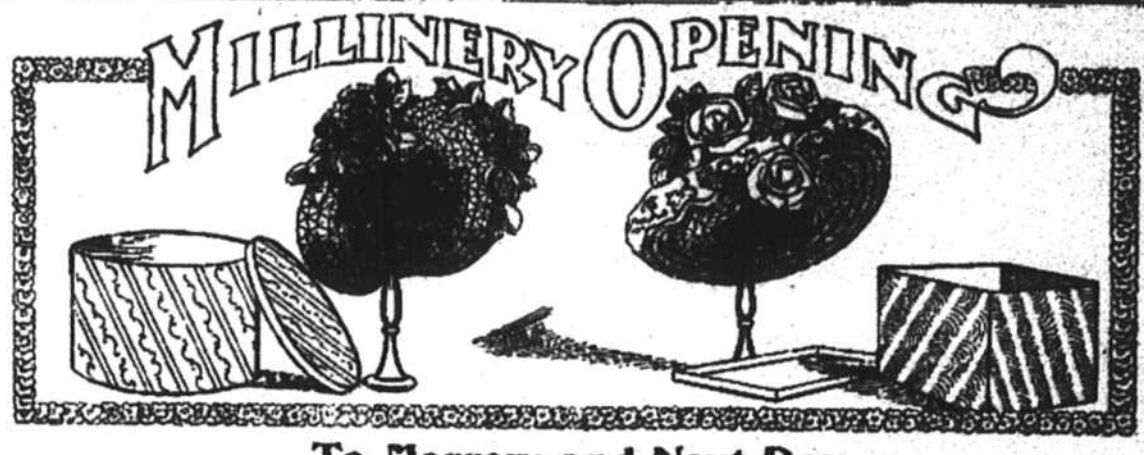
Our New Store, Windows, Shelves, Counters, all Resplendent in Spring-Time Array of New Goods.

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 7½c. ¾ Yard-wide 6½c. WINDSOR PERCALES 10c.



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A SWINDLER IN TROUBLE.

A Lumburg Printer Worked a Gross Game on Victims all Over the County.

Washington News-herald, 19th.

Mr. Jere Connolly, the well-known postoffice inspector, returned to the city yesterday afternoon from Laurinburg where he made a big capture yesterday morning.

As the result of his trip to Laurinburg, H. T. Allen, a printer who set type on the Laurinburg Exchange, is in jail at Lumburg for engaging in one of the biggest swindles the post office department has had to handle in many a day. He worked his scheme as "H. T. Allen," "Dr. H. T. Allen," "Dr. H. T. Allen," etc., giving his address as "Box 26," and "Station A," Laurinburg, N. C. That town has some 1,500 inhabitants but one in a distant state who might receive his circulars would suppose that it was a little New York, considering that it was such a big place that it had postoffice stations.

The operations of Allen have been carried on for several years, and the postoffice department has had cognizance for two years that he has been working some sort of scheme. He was rather sly, however, and it took some time to get a clue that would justify his arrest. Complaints, however, and circulars which he sent out daily fell into the hands of the department, and Mr. Connolly went up to bag the game.

On Tuesday night he telegraphed to Maxton, eight miles distant, for Deputy S. Marshall, J. C. Parley to report at Laurinburg at once. The deputy marshal drove over and on a warrant sworn out by Postoffice Inspector Connolly, he arrested Allen at 9 o'clock Tuesday night. He took it quietly at first but later he was wailed his bad luck for getting his victims.

The postoffice department received complaints of Allen'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 whites he had money making propositions, and for negroes he had numbers that would turn a black negro into a mulatto, others that would take the kinks out of his hair and still another that would knock the odoriferousness of a negro sky high. Judging from his green goods, and in September the department got something upon which it could go to work. Allen had a big net spread to catch suckers. For whites he had money making propositions, and for negroes he had numbers that would turn a black negro into a mulatto, others that would take the kinks out of his hair and still another that would knock the odoriferousness of a negro sky high. Judging from his green goods, and in September the department got something upon which it could go to work. 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