SUCCESS.

There are no "lifts" in the House of suc-

But the stairs are long and steep, And the man who would climb To the top, in his time, Before he dare walk, must creep,

Of carpets there are none in the House of Success,

But the floors are hard and bare, And you're likely to trip And slide and slip. In the pitfalls here and there.

There are no lounges or easy chairs. Nor places to rest your spine, But after you've won To the rocf-there's the sua, And, ah! but the view is fine. -The Optimist.

THE WAR AND BUSINESS. Address before Merchants Association of

New York, Friday, June 1, 1917, We have met today in pursuance of a high purpose, a purpose which at this fateful moment is one and the same wherever, throughout the world, the language of free men is spoken

and understood. It is the purpose of a common determination to fight and to bear and to dare everything and never to cease nor rest until the accursed thing which has brought upon the world the unutterable calamity, the devil's visitation of this appalling war, is destroyed beyond all possibility of resurrection.

That accursed thing is not a nation, but an evil spirit, a spirit which has made the government possessed by it and executing its abhorrent and bloody bidding an abomination in the

sight of God and men. What we are now contending for, by the side of our splendidly brave and sorely tried Allies, after infinite forbearance, after delay which many of us found it hard to bear, are the things which are amongst the highest and most cherished that the civilized world has attained through the toil, sacrifices and suffering of its best in

the course of many centuries. They are the things without which darkness would fall upon hope, and life would become intolerable.

They are the things of humanity, liberty, justice and mercy, for which the best men amongst all the nations -including the German nation-have fought and bled these many genera-tions past, which were the ideals of Luther, Goethe, Schiller, Kant, and a host of others who had made the name of Germany great and beloved until fanatical Prussianism run amuck came to make its deeds a by-word and a hissing.

This appalling conflict which has been drenching the world with blood is not a mere fight of one or more peoples against one or more other peoples.

It goes far deeper. It sharply divides the soul and conscience of the world.

It transcends vastly the bounds of racial allegiance. It is ethically fundamental.

In determining one's attitude towards it, the time has gone by-if it tonic, and perhaps even a rather melever was-when race and blood and ancholy interest, for the vast mainherited affiliations were permitted jority. to count.

A century and a half ago Americountry from the oppression of the of England. Today Americans of German birth are called upon to assert themselves. to rise, together with their fellowcitizens of all races, to free not only this country but the whole world from the oppression of the rulers of Germany, an oppression far less capable of being endured and of far grav-

er portent. Speaking as one born of German attain. parents, I do not hesitate to state it as my deep conviction that the greatest service which men of German birth or antecedents can render to the country of their origin is to proclaim and to stand up for those great and fine ideal and national qualities and traditions which they inherited from their ancestors, and to set their faces like flint against the monstrous doctrines and acts of a rulership which have robbed them of the Germany which they loved and in which they took just pride, the Germany which had the good will, respect and admiration of the entire world.

I do not hesitate to state it as my solemn conviction that the more un mistakably and whole-heartedly Americans of German crigin throw themselves into the struggle which this country has entered in order to rescue Germany, no less than America and the rest of the world from those sinister forces that are, in President Wilson's language, the enemy of all mankind, the better they protect and serve the repute of the old German name and the true advantage of the German people.

Gentlemen, I measure my words. They are borne out all too emphatically by the hideous eloquence of deeds which have appalled the conscience of the civilized world. They are borne out by numberless expressions, writ- our spirits and give enhanced power ten and spoken, of German professors employed by the State to teach its youth

The burden of that teaching is that might makes right, and that the German nation has been chosen to exercise morally, mentally and actually, the over-lordship of the world and must and will accomplish that task and that destiny whatever the cost in

bloodshed, misery and ruin. The spirit of that teaching, in its intolerance, its mixture of sanctimoniousness and covetousness and its selfrighteous assumption of the worldimproving mission, is closely akin to the spirit from which were bred the religious wars of the past through the long and dark years when Protestants and Catholics killed one another and

devastated Europe. I speak in sorrow, for I am speaking of the country of my origin and I have not forgotten what I owe to it.

| point of physical exhaustion. | And if one may be singled out

I speak in bitter disappointment, for I am thinking of the Germany of former days, the Germany which has of all of you in expressing the tribute

endeavor and achievement held the leading place among the nations of

the earth. And I speak in the firm faith that, after its people shall have shaken off and made atonement for the dreadful spell which an evil fate has cast upon them, that former Germany is bound to arise again and, in due course of time, will again deserve and attain the good-will and the high respect of the world and the affectionate loyalty of all those of German blood in for-

eign lands. But I know that neither Germany nor this country nor the rest of the world can return to happiness and peace and fruitful labor until it shall have been made manifest, bitterly and unmistakably manifest, to the rulers who bear the blood guilt for this wanton war and to their misinformed and misguided peoples that the spirit which unchained it cannot prevail, that the hateful doctrines and methods in pursuance of which and in compliance with which it is conducted are rejected with abhorrence by the civilized world, and that the over-weening ambitions which it was meant to serve can never be achieved.

The fight for civilization which we all fondly believe had been won many years ago must be fought over again. In this sacred struggle it is now our privilege to take no mean part, and our glory to bring sacrifices

But the immediate object which we ering bears no resemblance to sacrifice. It is patriotism plus "3½ per cent. tax-exempt and with conversion privilege"—surely a most tempting combination.

I wonder whether any of you have figured out the value in dollars and cents of the tax-exemption feature of the Liberty Loan.

If you invest your money in taxable You actually realize upon your investment the gross return less the income

If, on the other hand, you invest in the Liberty Loan, you retain the entire income therefrom.

You must regard, therefore, as return upon your investment in the Liberty Loan not only the 3½ per cent. interest payment, but also that sum which, had you realized it as income from taxable securities, you would have had to pay out as income tax. This naturally has, especially in the case of the larger incomes, a very substantial effect upon the actual interest realized.

If you will take the income tax rates adopted recently by the House of Representatives in the war revenue bill and add to the 32 per cent. on the would have to pay on taxable securities, you will get some astonishing results, as exemplified in the following table showing the yield from invest-ing in the Liberty Loan as compared to the yield from taxable investments:

5.38 per cent. of incomes over 5.38 per cent. of incomes over 5.93 per cent. of incomes over 6.45 per cent. of incomes over 7.07 per cent. of incomes over $200,000 \\ 250,000$ per cent. of incomes over Now, of course, I quite realize that incomes over \$100,000 have only a pla-

I also realize that the income taxation rates as well as other features of cans of English birth rose to free this the House Bill, will in all probability be modified when sober second

> But still, there is bound to be vigorous taxation of capital, and therefore the figures which I have quoted give you a measure of the attractive- the war lasts. ness and desirability of the Liberty Loan, which are certain to express themselves in the market value it will

The effect of large subscriptions to our Allies, a warning to our enemies, us less able to provide the sums necand an insurance to ourselves.

To make war, money is as essential Loan is almost equal to a victorious battle.

It will be a new proof to our Allies of the immense force that is now arrayed on their side, it will bring home to our enemies further recognition of the gigantic economic power which they have tackled, it will prove to ourselves in how abundant a measure we have at our disposal the financial means for defense and actack. It will some different articles required by the be the first American battle of the needs of the occasion, and to dealing

Woe to the man who proves himself a slacker by not taking his due part in the loan. The loan must not only be success-

ful, it must be overwhelmingly successful.

interest require it.

The continuance of our prosperity s dependent on it. Non-success is, of course, not to be thought of. But the bare covering of the amount offered would chill the heart of enterprise. A big over-subscription will quick-

en the pulse of business, will buoy up and impetus to our undertaking. New York must lead-not only in proportion to its resources as compared to those of other States, but far be-

yond that. And, of course, it will. The splendid work of the gentlemen, who at the request of the Secretary of the Treasury have taken upon themselves the heavy burden of the Liberty Loan campaign, and of assisting in working out the complex details of that huge transaction, has set us a magnificent example, to emulate, each

one of us in his sphere.
These men, the leaders of the financial community, have thrown themselves into their task with a zest and devotion, a disregard of personal considerations and a profusion of personal effort, which are worthy of the very nighest recognition. Some of them have worked and are working to the

where all have done so magnificently, I am sure that I voice the sentiment contributed its full share to the store of our gratitude and admiration to tofore, utilized in other directions, let of the world's imperishable assets and Mr. Frank A. Vanderlip, the chairman the evolution come gradually and not

which, in not a few fields of human of the Publicity committee of New with a sudden jerk which would give York's Liberty Loan committee.

A more public-spirited and patriotic citizen the Republic does not possess, nor the business community a long as we can maintain the normal more valuable member or one more worthy of honor.

If, without modesty, I may venture on this occasion upon a few general suggestions appertaining to the relationship of business men to the grave and fateful undertaking in which our country is engaged, I need hardly emphasize that the first and foremost duty of business men, beyond and above every other interest, is to do everything in their power—I mean literally everything, without any limitation whatsoever—to help the President to win this most just and righteous war, into which, God knows. we have not lightly entered. To this end we must not stop at any

sacrifice, financial or personal, that the emergency may require of us. We must consider our time and our capacities subject to selective conscription on the part of the government, unconditionally, and upon the shortest notice. And I know well that no one of us will falter to respond to

any call that may be made upon him. Besides the fine duty of personal service and sacrifice there rests more particularly upon business men the ess grateful duty of vigilance concerning the business part of the conduct of the war, and if necessaryare endeavoring to serve at this gath- but only if necessary—of helpful criticism.

To wage a war—and this war far beyond any of those of the past-is the vastest and most strenuous business undertaking that a nation can put its hand to.

The amount of money of which the expenditure is confided to our Government staggers the imagination. The task of spending it wisely, efficiently securities, you of course pay tax upon and without wastefulness is one taxthe full income from those securities. ing the very highest ability and firmest character.

The integrity of those in charge of our Government is, of course, beyond the remotest shadow of suspicion. There will be no scandal here such as has disgraced some responsible of-

ficials in other countries during the war-the most heinous of all dis-But there are bound to be mistakes n an enterprise of this collossal magnitude and difficulty. Such mistakes,

as far as they concern the policy and

practice of expenditures, are apt to be first noticed by business men. It is the duty of each one of us in such a case, quietly and courteously to bring the facts to the attention of the official responsible for the respective department. I feel convinced that such representations made in a proper Liberty Loan such percentage as you spirit and an appropriate manner, will meet with a sympathetic reception and receive adequate attention, but if -contrary to expectation-there should be no proper response or action in due course, then it becomes our patriotic duty to disclose the facts publicly and fearlessly, provided, of

> es or suspicions or exaggerated reports. To say and to do the popular thing is not always the most patriotic thing. Utterances or actions which meet ing been of genuine service to the

they are facts and not merely surmis-

Commonwealth.

I think the business men's slogan during the war should be "No panthought and mature reflection come icky saving and no excessive profits." From the psychological as well as rom the economic point of view, it is of the greatest importance that there be no grave business set-back whilst

Business should be kept active, employment should be abundant, wages should be high.

We are in this war to a successful finish, however long that may take. A the Liberty Loan is a heartening to serious decline in business would make essary to be raised by taxation and borrowing to conduct the war, and as men and munitions. Therefore an would moreover have a tendency, overwhelming success of the Liberty through its various and widespread effects, to produce that insidious disease, perilous and paralyzing to the nation's war efforts, "war-weariness." Of course, there must be some dislocation of business. That cannot be

Manufacturers make certain kinds of articles, merchants dealing in certain kinds of goods, will have to adjust themselves, to an extent, to making

in different goods. But business should and can remain excellent and—again for psychological and economic reasons—there should be a good, indeed more than normal margin of profit, because of the greatessful. er risks involved in doing business Patriotism, national pride and self-during war time (and because of other considerations which would require a somewhat lengthy explanation,) but a large slice of that profit once realized should be taken by the Government in the shape of excess profit and

income taxation. It is, of course, absurd to preachas is being preached in some quarters -that no one should be allowed to make more money during a war than his bare living expenses. If we cannot accumulate savings we shall very

soon be at the end of our tether. But it is entirely right to preach that no one should benefit financially from the dreadful calamity of war, that no one should be permitted to use the urgent necessities caused by war

to exact extortionate prices. Of course, also, we should all economize during war, but the rule of rea- breaking up proceeds more rapidly son holds good even in respect of to do.

As the war proceeds and especially if it lasts a long time, it will become increasingly necessary to turn the productive activities of the nation from things that can be dispensed with to things that are necessary for the conduct of the war and otherwise. But, if owing to the needs of the war, certain lines of business may and probably will have to be extinguished for the time being and the activities of those who have handled them here-

a needless jar to the delicate machine

In whatever respects and for as course of trade, without detriment to our supreme task, the successful ending of the war, we should, I believe,

But we can and unquestionably should at once proceed to take such steps, each one of us, as will produce, if I may use the term, primary sav-

This is, of course, a complex subject and its full discussion would require far more time than I have at my disposal.

I will only quote one homely instance to illustrate my meaning: If we, every one of us in our individual households, pay careful attention to the avoidance of that waste of food and material for which America is proverbial, if we deny ourselves a few indulgences in the way of eating and drinking and late entertaining, if we do those and a few similar simple things, the resulting national saving in the aggregate will be enormous, the stock of national assets will be increased and no one will be damaged

by the process in his own business. This is a crude and obvious example, but I think the same test can be applied to other methods of economizing—at least in the early stages of the war.

It is likewise obvious that we should at once start upon reducing our individual use of such materials and articles for which a special demand is created by Government requirements, and that by doing so we are not causing any detriment to industry.

At the same time we must realize that if the conflict continues for a long time, it will doubtless become necessary to resort to more drastic and deep cutting measures of saving. May I add that the worst and least permissible way of saving during a war is to cut down on one's charitable and altruistic contributions along his habitual channels. War charities should not be supported at the expense of one's accustomed charities, but in addition thereto.

III Lastly, and to return to the beginning. Our one and supreme job, the one purpose to which all others must give way, is to bring this war to a

successful conclusion. One of the means toward that end s to make the Liberty Loan a veritable triumph, an overwhelming expression of our gigantic economic

strength. To accomplish that, let each one of us feel himself personally responsible, let each one of us work as if our life depended on the result. And, in a very real sense, does not our national life and our individual life depend on the outcome of this war

Would life be tolerable if the power of Prussianism, run mad and murderous, held the world by the throat, if the primacy of the earth belonged to a government steeped in the doctrines course, that we are quite certain that of a barbarous past and supported by a ruling cast which preaches the deification of sheer might, which despises liberty, hates democracy and would destroy both if it could '

To that spirit and to those doctrines, we, citizens of America and democracy," and we will say, with a clear conscience, in the noble words upward. which more than five hundred years ago were uttered by the Parliament

of Scotland: "It is not for glory, or for riches, or for honor that we fight, but for liberty alone which no good man loses but with his life."

America.

The pioneers of the northwest often by fire or decay. Some of these "tree houses" they occupied as temporary residences. Others they used as shelters for stock or as primitive barns. Only one, however, ever had the distinction of being a United States postoffice. That stump is in Clallam county, in the State of Washington.

In the early days the settlers were widely scattered, and it was a long journey over rough trails to the postoffice. Carriers could do no more than leave mail at some central point. The big cedar stump, twelve feet in diameter, and reduced to a shell by fire, was a base from which a number of trails radiated. By common consent it became the postoffice for a wide region. The settlers put on a roof of cedar shakes, and nailed boxes round its interior, which they regarded as marked with their names. There was a larger box for the outgoing mail. There were no locks, but the mails

were never tampered with. This primitive postoffice was used for more than a year. It has been carefully preserved, and is annually visited by hundreds of interested sightseers. The stump is believed to be over two thousand years old, which clearly establishes its right to the distinction of being the oldest postoffice building in America.—Ex.

Rain After Thunder.

Why does a heavy downpour of rain the Popular Science Monthly, and gives this answer: Not as is populary believed, because the thunder josplaces where the production of drops by condensation and their subsequent than elsewhere. Hence, in these as rain, and, also, more electrification, the rainfall occurring about the same time as the flash.

ly. The sound travels far more slow--about 1,090 per second-but the

-Subscribe for the "Watchman."

FOR AND ABOUT WOMEN. DAILY THOUGHT

A simple conversation across the table with a wise man is better than ten years' study of books .- Longfellow.

There is a movement on foot in Russia to raise an enormous army composed entirely of women.

Five Russiar women of the Regi-ment "Legion of Death" lost their dicated by figures from all sections of

Miss Belle Ingraham, of Dayton, Ohio, is an elevator operator in a large department store in that city.

Women are employed as road builders at Mahanoy City, Pa., where they receive the same pay as the men la-

led to the employment of 35 women and girls in positions formerly held by men in the Washington, D. C., terminal of the Pennsylvania railroad. Four of them are used as ticket sell-

Employment of several hundred women as laborers by the Ryan car plant, Chicago, began as an experiment several weeks ago, has proven so successful that several large manufacturers are considering adopting the plan. The women range in age from 18 to 45 years, receive 30 cents an hour and work eight hours a day.

The New York curb market has two women operators.

Esther Cleveland, daughter of the late President Cleveland, who is now in France, was recently allowed to go on the firing line in the Somme dis-

Miss Zella de Milhan, of Washington, D. C., is considered one of the best etchers in the country and sells nearly all of her work to the United States government.

Princess Patricia teacnes the men to make lamp shades and other ornaments with pretty chintzes which she collects. They enjoy making their own designs and the work helps them to forget their pains.

Women are being employed as signal operators on the Pennsylvania railroad.

Twenty-five young women employed in the office of the New York Board of Health have been awarded diplomas in the first-aid course and will soon be sent to France for service with the American army units.

woman, from Montana, come out victorious in her fight for an eight-hour valuable as hog feed and promote rapday basis for all men and women employees in the Bureau of Engraving and Printing.

Doleful wiseacres wagged their heads when Mrs. Harriet W. R. Strong set out a walnut orchard on her California ranch. She planted enough oppose our solemn and unshakable oppose our solemn and unshakable

> girl, "is a camp suit. It is curious, is it not, that I seldom think of wearing anything but blue, in general, until I get off in the woods on a camping trip; then I instinctively turn to browns and greens. This camping The Oldest Postoffice Building in suit design I have worked out, after trials of various other things, and I expect to enjoy it immensely. The material is a good, firm quality of nade use of huge trees hollowed out Japanese crepe. And the color, as you see, is brown, a sort of deep golden brown, or between a golden method of caring for the perishable and a chocolate brown; it is hard to products coming on to the market in describe it, but to me, it is a lovely shade. Every one wears bloomers in camp, so the first part of my costume is a pair of good, full blcomers, quite food conservation, by use of salt brine, plain and unadorned. Instead of the say the department's officials, are that usual middy blouse to wear above them however, I am making this smock that I have here. As you see, I am doing the actual smocking in method also lends variety to the home shades of green and brown—nice menu. The ferment which develops

woodsy colors, I think; don't you? "I like this pattern because it has not too elaborate. You see, it comes milk, which has had such a wide vogue on the shoulders on each side, on both as a healthful beverage. Uncle Sam embroidery in these same colors, to soldiers, and has ordered large quanmake it belong. No, it does not open tities of cucumber pickles, sauerkraut, coat fashion; instead, it is opened at etc. Not only cabbage, cucumbers, the neck just a little way down, six and beets, can be very successfully inches or so, and fastenes with four preserved at home by this process, but pairs of buttons. Here they are; I string beans, beet tops, turnip tops, have made them myself out of brown and green mercerized cotton cords; otherwise go to waste. the process is simple, really just a series of knots over a foundation of some round, brown, bone buttons that I bought.

"This is not all my costume, howfirst, I thought that I would make a cloth hat, with a stitched rolling brim taken in response to appeals for more of the crepe, but I soon decided that meat production, and officials of the often follow a clap of thunder? asks that would be too hot, so I looked about for something else. In one of the department stores I found broad-brimmed hat of some flexible practical. tles the cloud particles together into straw, which I can roll up just as a raindrops. In the violent turmoil be-tween the positive and negative elec-This, you see, is a good shade hat and tricity in a thunderbolt there will be yet is easily carried, does not take up much room, and I try to carry just as and housing the hogs was given free, little baggage as rossible to camp. so the only cost was for two large hog There is not room for much, anyway, in a tent. For trimming, I have made things that it is well and praiseworthy places there will be more drops to fall a double band of the brown crepe, like my suit, and embroidered a conventional design of trees and leaves on it me as the flash.

We have, then, starting toward the used in the smocking. There is a bow When the hogs at earth at the same time, light, heat sound and raindrops. The light, traveling at a speed of about 186,000 miles and it can all be attached to the hat and this sum plus the original cost of per second, reaches us almost instant- at a monment's notice, and it will stay the pig will be the only expense to the attached, too, by means of these snap owners. The public safety committee fasteners. I do not intend to have a gust of wind blow away my handi- breeding, since it plans to continue rain falls much more slowly still. gust of wind blow away my handi-Thus we observe, first, the lightning, then the thunder, and then rain.—Ex. hold it down, for my hat fits down toll the advantages of its garbage disover my head closely enough to keep posal and recommend it for other

FARM NOTES.

-The Pennsylvania wheat crop will be almost a million bushels more than estimated a month ago and may reach 24,000,000 bushels.

—The average price of cherries was three cents higher than last year and raspberries and blackberries were two cents higher.

-An increase of almost fifty per lives in a fight with the German the State computed by the Pennsylvania Department of Agriculture.

-The largest corn crop that Pennsylvania has had for many years is expected from reports received from all sections of the State. It is estimated at over 65,000,000 bushels.

-Even though the hog furnishes the most meat for a given amount of feed and will produce it in the quick-Labor scarcity, due to the war, has est time, the United States Department of Agriculture points out that this meat should be produced mainly from food wastes and not from good grain that would furnish food directly to man. The great economy in pork production comes from the fact that pigs furnish a food by-product from these wastes and do not need the high-grade feeds that beef cattle must

-Make Sauerkraut.-Now is the time to make sauerkraut, say officials of the United States Department of Agriculture. Tremendous rainfall throughout the country has resulted Five States now have women Leg-under the states now have women Leg-now have now have women Leg-now have now have have now have no price of cabbage from \$2 and \$5 a ton to \$100 and \$200.

One million dollar's worth of last year's crop of cabbage was made into sauerkraut, but even so there was such a shortage of this valuable food material that the price rose from \$3.50 a

barrel to \$35. -The committee on seed stocks of the United States Department of Agriculture is endeavoring to assist in supplying information as to where seeds may be obtained. To this end it will appreciate information from anyone who has seed to offer. The information should contain the name, kind, and variety, and approximately the quantity of seed offered as well as the price asked. It proposes to file all such information and to use it in answering inquiries that may be received from various parts of the country. All such communications should be addressed to R. A. Oakley, chairman committee on seed stocks, U. S. De-

-Wastes on farms and in the towns make good hog feed; by-products from canneries, bakeries, fisheries, packing plants and the like can he utilized as hog feed and to better Miss Jeanette Rankin, Congress- economic advantage than in any other id growth with a good money return

partment of Agriculture, Washington,

for every gallon fed. The farm orchard furnishes large quantities of windfallen or defective fruit, which is relished by hogs, and is beneficial if fed in small quantities frequently, and not all at one feed. Garden wastes, tops of vegetables, culls of all sorts, even weeds, are the bedding and adding to the manure.

Kitchen wastes are an excellent source of food for hogs, but should be kept at a minimum, because practical-"This," remarked a certain young ly all food prepared for man's use should be eaten by him.

-The ancient art of pickling or fermenting food, as a cheap and simple means of preserving it in large quantities, is highly indorsed by the department's experts. On account of the great development of canning industries, this healthful method of food preservation has been lost sight of in recent years in the individual homes. but it now offers a safe and sane quantities too great for immediate consumption.

The advantages of this method of food conservation, by use of salt brine, it is simple, requires little labor, practically no outlay of capital, and takes care of food in larger quantities. The in the food is thought by some to have a beneficial effect on the health. It is plenty of smocking on it, but yet is the same acid that develops in sour wrists, and also on both of the pock- has been quick to appreciate the valets. And the belt had just a touch of ue of fermented food in the diet of and other food materials which would

-The city of Hull, Mass., has a herd of 325 hogs which are turning garbage into pork, and providing a cheaper disposal of waste than was possible under the former garbage-reever. Wait until you see my hat. At duction methods. Hull's municipal or community piggery has been under-United States Department of Agriculture and of the Massachusetts Aga | ricultural College report the system as

The town's committee of Public Safety advanced the money to buy the young pigs, which were taken at cost by citizens. The land for pasturing houses. One man feeds and manages the entire herd. Each day the uneaten garbage is taken away before any more is fed; all hogs are inoculated against cholera and are kept under

When the hogs are ready for maris holding a surplus of young sows for

places of similar size.