

Evening Ledger

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Get acquainted with men who do things; the other kind will do you.

How to Make Your Heart Glow

IF YOU well-fed and comfortably-clad people are reading this page understand the dire straits in which the Home Relief Division of the Emergency Aid Committee find many families in this winter of unemployment you would not delay a moment in making contributions of money and clothing.

One man appeared at relief headquarters yesterday, half-starved and wearing no garments but a pair of ragged trousers and an overcoat; and a woman asked for help who had to borrow a cape to go on the street because she had nothing to wear of her own but a petticoat and a torn under-vest.

Director Taylor says he is sure the people of Philadelphia know a red herring when they see it. The treatment accorded the Costello proposal was proof of that. It does not pay to monkey with a buzz saw, no matter who you are, and trying to put the brakes on public opinion, well digested and formulated, has inevitably in this country met with the same kind of success as that which greeted Sid Hawkins, in Mississippi, when he sneaked up behind his balking mule and kicked it.

The Taint of Vindictiveness

SENATOR FLETCHER, of Florida, a mighty protagonist of the ship-purchase scheme, had this to say in its defense: I am warranted in saying that 50 per cent. of the costwise and practically the entire foreign American shipping are in the hands of those allied with the National City Bank, the United States Trust Company, the National Bank of Commerce, the Guaranty Trust Company—all having for their head the Rockefeller-Morgan-Perkins interests. It is against these interests that the Government is fighting for this measure.

Not Twenty But Two

THE President declares that "enterprise has been checked in this country for almost 20 years, because men were moving among a mass of interrogation points." During the last 20 years the business of the nation showed the greatest expansion in our history. All industry leaped forward. If there was anything to matter with our progress, it was that it went too fast. There is a suspicion that doubt and hesitation and lack of confidence did not begin 20 years ago. The cipher should be stricken off.

Hats Off to the Bluecher's Crew!

THE German sailors who went down with the Bluecher died like men. Here is what happened, as told by a sailor on the British warship which rescued some of the Germans: Just before the end all that was left of the crew lined up by the rail, standing stiffly at attention, with their arms straight down at their sides. Then, when death confronted them, they gave three wild cheers and waved their caps in the air, as if saying Morituri saluamur! and sank.

Fourth of July's Claim on the President

NOTHING must be allowed to interfere with the pilgrimage of the President to Independence Hall on the Fourth of July. The postponement of the opening of the Panama Canal, which was to have occurred in March, is unfortunate and unpreventable. The selection of some date in July for the celebration is prudent. But it is not necessary to choose the first week in that month. That week was set apart last year for the visit of the President to the birthplace of the nation. President Wilson then established a precedent which both he and his successors for all time are expected to follow.

the bill as an excuse for a Councilman's junketing trip to San Francisco, that should be sufficient to keep it here. But those who wish to see the Great Seal of the United States must go to Washington. Those who are curious about the crown jewels of Great Britain can see them only in the Tower of London. The Imperial regalia of Napoleon can be inspected only by visitors to Paris. And it must be that the Crown Jewel of this sovereign people shall rest and remain in its brilliant setting in Independence Square. Those who wish to see it must come where it is.

The Dallam Letter

MR. DALLAM was right the first time. Intensive study of the transit situation has since warped his judgment. "The most valuable contribution to municipal literature that I have ever seen" has not changed. It is Mr. Dallam whose appreciation has cooled. He wonders now why the municipality should enter into an undertaking which will be of benefit to only some of the taxpayers. It is a little startling in this day and generation to find a person seriously arguing that transportation in a great city is not of general public interest. Yet the objection is just as reasonable as most of the others advanced by immovable obstructionists, who rival the crab in their facility for moving backward, and would rather light cigars with dynamite than countenance or support any modern improvement. It is not their fault, perhaps, that the colwheels cannot be brushed out.

It may interest Mr. Dallam to learn that there is no longer any controversy as to the value of the Taylor plan. An overwhelming majority of the citizens have decided that Philadelphia needs and will have rapid transit. That question is settled. The only thing left to argue about is the time for the special election, and there is practical unanimity on that point. The whole city is aroused. It is watching Finance Committee and Council to see whether the hesitation microbes and obstructionist parasite have impregnated that body with their deadly virus. It has a cure if anything so lamentable as that has occurred.

Was It Worth What It Cost?

THE Republican State Organization and its auxiliaries spent an unprecedentedly large sum in securing the election of Senator Penrose, and it finds that it has an unprecedentedly large deficit. The men who made the contributions to the fund that was spent and those who will be called upon to pay the debts of the State Committee may be pardoned if they should begin to ask themselves if what they got for their money was worth the price.

Mexicans Cannot Fight Without Arms

REPORTS from the ammunition factories indicate that the Mexican revolution is likely to be left in a back eddy to dry up while the great stream of war flows by. The European demand for powder, cartridges and guns is keeping the factories busy here. The prices offered are high and the pay is certain. No manufacturer with a European customer in sight will bother with the Mexican hand. Orders for millions of dollars' worth of war supplies have displaced the petty orders which the Mexicans were placing in the United States. The agents of the dealers are not seeking new business across the border, and the revolutionists must fight with what they have and what they can make at home.

Rapid transit gloria mundi.

A battleship is all right if a submarine does not happen to see it.

Tree dentists are at work in Independence Square, but grass restorers are also needed there.

If they can take a man's appendix away when he is in a twilight sleep, what could they not abstract from him at midnight?

Mr. Bryan boasts that he would talk a great deal more if it were not for his self-restraint, but it does not seem possible.

Shells that will explode under water when fired from a gun with a 16-mile range are the latest devices for making war more horrible.

It is well that the Democratic senatorial caucus should make the ship purchase bill a party measure, for no other party is willing to be responsible for it.

Self-defense is not regarded as justification for killing a neighbor's chicken in Connecticut, especially when the slaughtered bird is afterward cooked for the benefit of the slayer.

Those University of Pennsylvania professors have verified the popular impression regarding the functions of the spleen, for everybody knows that manifestation of it is a sign of indignation.

The "movies" are so much more elevating than any other form of amusement to be had in Ithaca that the president of Cornell indorses them as useful in the moral uplift movement among the students.

Following the seizure of all food grains in Germany by the Government comes the announcement that it will be unnecessary to ask the Japanese to send their troops to Europe to reinforce the armies of the Allies.

So far as the immigration bill is concerned, Congress ought to know by this time that unless a measure has been initiated at the White House it will never get through. It. One good veto is worth a dozen acquiescences.

DO YOU KNOW THE "HOW" AND THE "WHY"?

You Are Only Half Working When You Know Only the "How" of the Processes in Whatever Business You Are in—The Other Half of Your Job.

By JOSEPH H. ODELL

LAZINESS or slothfulness does not necessarily mean absolute idleness—hours, days or weeks in which a man has no occupation whatever; it implies a sluggishness, a disposition to evade the strenuous, a tendency to do as little work as possible and to do it grudgingly, as if it matters little whether it be done or not. It is a mood and is the forerunner of failure. John Wanamaker, during the first eight years of his commercial career, did not miss one single day from business, was never late and never allowed himself to be discouraged; this, as much as any other single characteristic, insured his success.

Between Success and Failure

Such is the history of Andrew Carnegie. But many a workman who started with Carnegie is still drawing his comparative dole in a weekly pay envelope or has been cast aside as a mere worn-out muscle worker, and is being supported by kind relatives or a benevolent Commonwealth. If the difference can be defined at all it is surely this—that the unsuccessful worker never put enough mental and moral application into his immediate task to qualify himself for a larger opportunity. Men only get bigger tasks and bigger salaries by becoming bigger men; the world can always find a larger field for any one who has outgrown his present one.

"Close Your Door and Work"

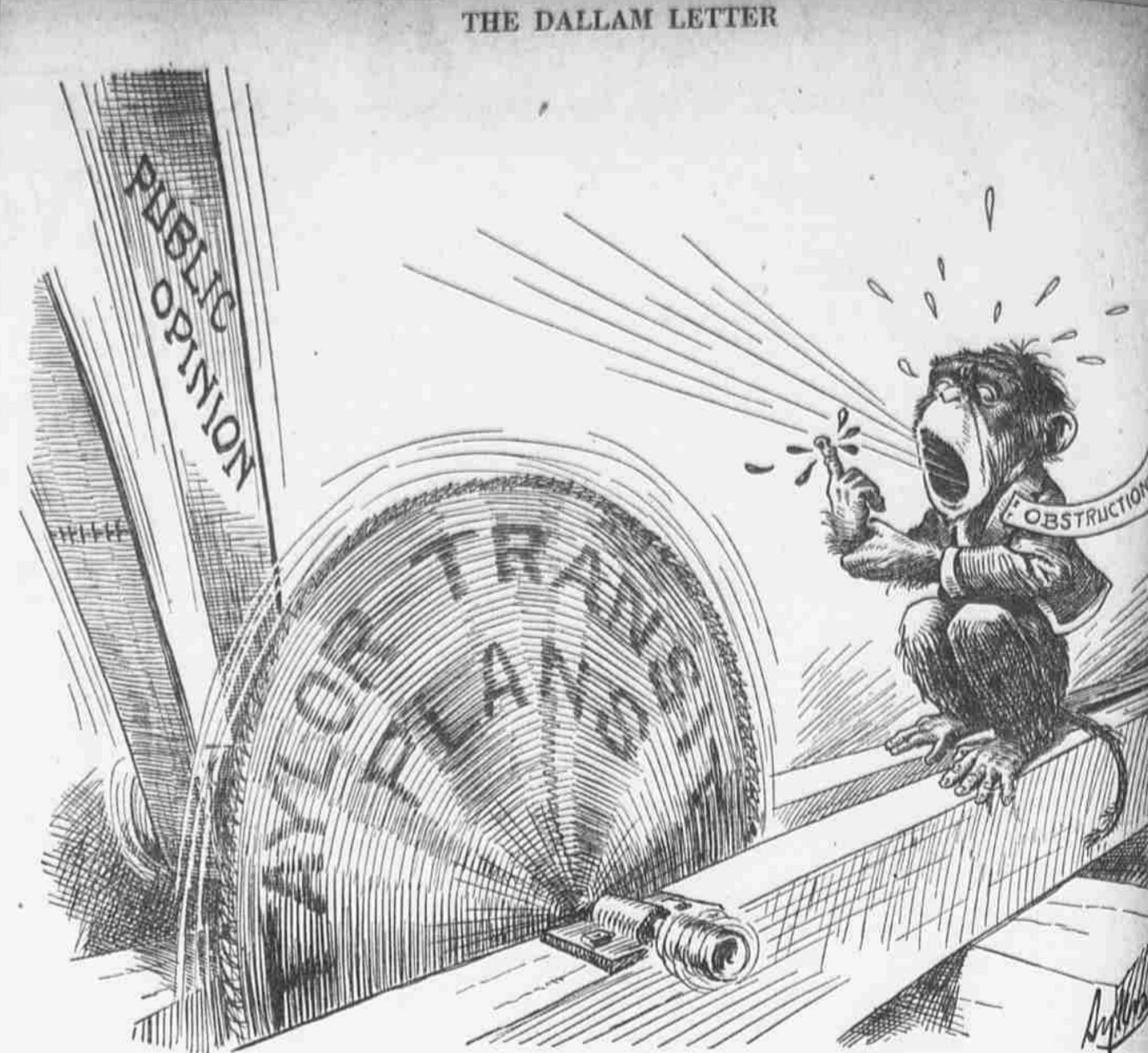
So it is imperative that they who wish to succeed should pass beyond mere manual proficiency and grasp the laws which underlie and govern their occupations. This involves study. After the actual work is finished the sensible man will take up the mind work; he will devote himself to books and charts and problems; he will set aside a certain amount of time in the morning before the whistle blows or at night after the siren ceases, to an acquisition of such knowledge as will make him invaluable and supreme in his own department, and he will also widen the boundaries of his knowledge and qualify as a candidate for a larger sphere. In no other way can a worker hope to advance. It is folly to say that this cannot be done. It can be done because it has been done, not once, but a thousand times, and is actually being done now by those who are forcing themselves ahead. There is no broad, smooth and level road to success; if there were we should never know what failure means and success itself would not be worth the winning. The wise Joseph de Maistre wrote to one who inquired about certain easy ways of learning foreign languages: "They are pure illusions. There are no easy methods of learning difficult things; the only method is to close your door—and work." "Close your door and work!" Shut out all amusements that rob you of your strength, and admit only such as are real recreations—which give vigor to your mind and recuperation to your body; shut out all companions who lead you into waste of time or money or ability, and admit only those who stimulate your will and elevate your mind; shut out all habits that may prejudice you in the opinion of others or weaken your resolution or decrease your self-reliance, and admit only such as will win general confidence and qualify you to seize every on-coming opportunity and rise to every available responsibility.

What Is Necessary?

"And work!" It is necessary to remove an ancient misconception. For centuries the word "work" has been limited to muscular and manual occupation. But today we realize that the development of the mind is also work. It means the giving out of energy, and the latest science classifies it as a physical effort. In order to acquire knowledge a man must make an effort which is as trying to the system as any muscular action. The only way in which we feel a physical exertion is through the nerves, and the only way we feel a mental effort is likewise through the nerves. So all study is work; all mastery of scientific laws is work. The man who wishes to achieve anything beyond the low level of mere subsistence must dedicate a certain portion of his strength to intellectual effort, and thus make his mind the ally and comrade and director of his muscles. If anything may be termed the direct road to success, it is this.

Peter the Great, Czar of Russia, had dreams of what he might do for his people, but he knew that even for royalty there was no royal road; he went abroad and learned by labor and study the industries he was to teach his race.

When John D. Rockefeller was a boy he was working on a farm in New York State and dreaming of his future. One day he said to a farm boy about his own age: "I would like to own all the land in this valley as far as I can see. I sometimes dream of wealth and power. Do you think we shall ever be worth \$100,000, you and I? I hope to—some day." Soon afterward he moved to Cleveland and found a position as office boy. "I had plenty of ambition then, and saw that, if I was to accomplish much, I would have to work very, very hard, indeed." And he did. Every spare hour was given to study; every branch of business that he touched he mastered, down to the least detail, and out of small wages, by the time he was 25 years old, he had saved his first \$10,000. For 25 years Peter Cooper saved every



THE MAN WHO WAS NEVER A CHILD

Keir Hardie Has Been a Fighter From His Birth, and Now a Paralytic Shock Has Ended the Stormy Activity of His Career.

By J. P. COLLINS

THE news that a paralytic stroke has seized Mr. Keir Hardie, M. P., has set a generous wave of sympathy moving even among his bitterest opponents. The man who has made the British Labor party Independent of Liberalism, and practically insured that it shall remain so, has been a fighter from his birth. He himself has said with something of his native bitterness, that he was "never a child," and we may truly add that his life has been a hard one from that precocious and oppressive beginning it had in the midst of a mining community in the Scottish lowlands 60 years ago. But this is exactly what causes us to make allowances of temperament and to appreciate the sterling stuff that underlies a rough and stern exterior.

Big Books From Little Ones

The Art of Extra-Illustration is a Wonderful Multiplier of Values.

THE other day an extra-illustrated copy of Hampton L. Carson's "The Supreme Court of the United States: Its History," sold at a book sale for \$475. This is by no means an unusual price for an extra-illustrated volume, but in what does the value consist? An extra-illustrator is not what you might suppose him to be. He bears no resemblance to a magazine illustrator, because, in the first place, he more than likely cannot draw a straight line. He is not an artist, but a lover of books and illustrations, and, in those instances where he is in possession of large means, will spend a fortune on illustrating a single work.

In the Coal Pits

He had little or no schooling save from his mother's tuition, improved by spelling out shop signs and the notices on books and engravings. He has spoken of the day he was old enough to spell "Sartor Resartus," and of the later day when he had saved enough to buy books enabling him to read and understand them. He learned shorthand by blacking a slate over his candle and practicing the strokes on the carbonized surface. He worked in the coal pits from the age of 8 until he was 24, and then he determined to step higher.

Founder of a Party

But there is no mistake about the new member's sporting what a contemporary wit called "an amorphous arrangement of toast-colored tweed," and Mr. Keir Hardie's golf cap became as much a symbol of his political life as the Gladstonian collar or the monocle of Mr. Chamberlain. What he did not do (as he further points out) was to resist the ruling of the Speaker about doffing it, and as a matter of fact he was never asked. It was another Scottish member accompanying him who wore a hat and whom the Speaker corrected, but as the press gallery made some confusion of the incident Mr. Speaker Peel privately expressed to the new member the next day his regret at this misconception. Keir Hardie's mission was to detach the Labor section from Liberalism and make it in name and fact the Independent Labor party, of which he was for years to be the leader. He also founded the Labor Leader, and has been a frequent figure in the reviews and magazines. His writing, like his speeches, ran counter in most of the preconceived ideas, and he never studied acquaintance of thought so long as he could express his

THE MAN WHO WINS

The man who wins is an average man. Not built in any particular plan. Not blessed with any peculiar luck. Just steady and earnest and full of pluck. When asked a question he does not "guess." He knows and answers "No" or "Yes." When set to a task that the rest of the world buckles down till he's put it through. Three things he learned: That the man who finds favor in his employer's eyes; That it pays to know more than one thing; That the man who wins is the man who works. For the man who wins is the man who works. Who uses his hand, his head, his eyes. The man who wins is the man who works.

His Cottage in the Heart of London

For some years Mr. Keir Hardie lived, when in town, in a secluded court off Finsbury Lane, Fleet street, and cultivated congenial company in a surrounding of books chiefly relating to politics, Carlyle, Burns and the ballad literature of Scotland. There is a pleasant little story, as a friend of Mr. S. R. Littlewood has written, of the Labor leader's discovery of this London home of his. He had just determined to leave an almost equally old house in Chelsea. There he had lived, ever since he came to town, out of reverence for the memory of Carlyle. He wished to be nearer his work in Fleet street. So he wandered everywhere around seeking a lodging that he could care for, and found his way by chance to Nevill's Court. Delighted with the place, he tapped at the very door and applied for the vacant room. The good landlady, however, after looking him up and down, refused to let him have them without references. He has never relinquished his working-class garb, and she was quite astounded when the rough-clad stranger suggested the names of several members of Parliament as sponsors for his respectability.

A Couple of Anecdotes

Just before the opening day of the season a few years ago Keir Hardie had occasion to repair to the House of Commons library to consult some books, where he met a friendly postman, and the following colloquy resulted: "Are you working here, mate?" "Yes." "On the roof?"—which was undergoing repairs at the time. "No, on the floor." When he was in Belgium a few years ago he was arrested and detained some time on suspicion of being in sympathy with a notorious anarchist then in the hands of the police. The Belgian police were quite unable for a time to grasp the fact that he attained in the democratic style which Keir Hardie affects could possibly be a member of the British Parliament. A notable incident of a more aggressive kind was the message of sympathy which he received from the King in 1903 when he had to undergo an operation for appendicitis. Early last year Mr. Keir Hardie came into a legacy from two admirers, the Hon. Elizabeth and Jane Kippen, of Edinburgh, who had inherited money from their father, a West India trader. This will strip away the cares that might have accrued, now that he may have, and in all probability resign to resign his membership of Parliament, and live with it the salary of \$3000 a year. It is in old proverb in the prudent walks in a which he belongs that the best follow is full purse, and those who have followed it during their career will rejoice at anything that tends to crown it with the rest and peace of mind that he has fairly earned.

The Reason Why

The American Publications for 1914, 1915, and 1916, were larger than those of 1913 or 1912. They had to be.