

# WHEN HIS SOUL KNEW STRENGTH, FACE OF UNCOOUTH BOY WAS TRANSFIGURED

### Memory of Young Laborer That Doctor Conwell Has Treasured Through the Years

### Uncouth Boy Is Now a Writer and Educator of International Prominence

### Study and Labor Combined Make Healthy Men and Women, Experience Has Shown

This is the fifth of a series of articles by Doctor Conwell, telling of the birth and work of Temple University. The sixth will appear tomorrow.

By DR. RUSSELL H. CONWELL

#### CHAPTER II

#### The Dawn of a New Day

OUT of the past appear two remarkable faces, and the inspiration of the Temple University had its emphatic beginning with them. One was the face of a young laborer, who was a fatherless boy and who had earned his living from twelve years of age. However dignified and handsome he may be now, with his white hair, he was then a rough specimen of the crudest humanity. He came into the first class some months later it was opened and the teacher kindly told him he could "come in and sit" while the recitations were going on.

He went to his work at 2 in the morning with a milk and vegetable wagon, and slept "when he could." His language was full of slang and the droil expressions he drove from his mouth were irresistibly laughable. He had saved up \$100 and had sent money regularly to his mother out West. He was sensitively honest and apparently repaired his own clothes. He did not know what he would like to study, but "would like to come in with the boys and learn something." When the question arose concerning a textbook in grammar he said his mother had one which had been used by his deceased uncle who was a school teacher. That uncle was the boy's perfect ideal. He had graduated from Yale College and had taught in a high school. So the new scholar wrote to his mother for his uncle's grammar. When it arrived and he proudly produced it at the evening class the laughter was long and hilarious. It was a Latin grammar. The teacher settled the matter by exchanging the Latin grammar at Leary's second-hand book store for an English grammar. But the face which remains so clearly in the foreground of memory was the gleaming countenance of that youth one evening after a month of study. He had not learned much nor shown a hopeful capacity for intellectual achievement until that night.

**Sounded Like a Joke**  
Some kind neighbor who took a kindly interest in the "milkman's boy" told him that he should not have exchanged his uncle's Latin grammar, as he would need it for his own study ere long. It was not said as a joke, although it had that sound then. But that word of hope lifted the gate and let in a flood of power. He evidently had not been able to get away from the suggestion that he might some time be as learned as his uncle had been. He mentioned his regret that he had no education to a clerk in his employer's office and was carelessly told that "many men had learned from books after they were nineteen years old." This led the ignorant youth to call on the teacher early in the evening to ask if there was a remote possibility for him to be a college graduate in book knowledge. When he was told decidedly that it could be done if he would make the sacrifice he seemed dazed and went out the door with clenched hands and muttering to himself.

There are times when the religious leader sees a convert's flushed cheeks and shining eyes after the conscious sinner turns suddenly around and decides to leave the path of sin and walk with God and it is often described as "the face of an angel." The change in that milk boy's features and behavior was so like the terror of the religious enthusiast that the teacher described it to his friends as a "New Birth." The youth's appearance when he entered the class the next evening was so changed that those who had seen him only once could be easily persuaded that it was not the same person. The eyes were darker, the forehead seemed higher and the confidence of his step and other gestures all told in eloquent terms of the rise of a new ambition. It is said that he afterward sought for his uncle's Latin grammar, determined to master the same book as he went on to his uncle's scholarly skills. But some other seeker after wisdom had taken the book away.

**A Face to Remember**  
That face! It was a creation above all art and beyond description. When he said "I will" it was said with an impelling eloquence which caused one to bow in reverence. Good cheer, inherent power, beaming hope and a masculine iron will were recognized as his companions. He had burst forth from the chrysalis of ignorance and hopelessness and felt that he could fly. A new creature! If his mother preserved the misspelled letter he must have written the next day it would be worth a frame in the gallery of history's curiosities. It leads one to speculate on the probability that millions of men remain undeveloped all their lives, and perhaps never know their power or glory till death bursts the shell. That face! No one who saw it doubted the youth's success. All things went together for such a man. Men saw that he was coming and quickly gave him the right of way. Thousands of lives have changed as suddenly and completely since that day and many faces have been transfigured with the same hope, but the first experience of such a demonstration is indelibly impressed on the observer's mind. It will not do yet to make visions of glory till death bursts the shell, heroic



Wise words for bright young minds

cular place in the family, even if younger sons should be gifted. The student whose face is here mentioned at once entered upon a career as a linguist and as a teacher, which clearly shows that the illumined face was a real prophecy. English and American institutions use his textbooks now. That other face, which is equally distinct and beautiful after thirty years of memory, was the face of a young working woman. She was doing some kind of unskilled labor in a large hat factory, and was sent by her boarding mistress on an errand to a scholar in the class. She listened to a recitation by one of the class and went away bewailing her fate. To be a woman without education, money or friends is as hopeless a situation as can be found in a civilized land. Her traits of character remind one of a description of Mrs. Livermore, written for the Boston Sunday Times years ago by Doctor Curtis, now of the Ladies' Home Journal. He wrote that she was "always pushing something, and a mile would finally move on before her." That characteristic distinguished the young, church-church, weak-voiced hat factory girl. She came back to hear the original class in elocution a few weeks later and the theme for study and practice was an extract from the writing of Charlotte Bronte.

**Cried Through the Night**  
The factory girl was intensely interested, and after the class session asked the teacher for a copy of the recitation. She said afterwards that she

ried far into the night thinking how ignorant and useless she was, and how there was no one in all the world who cared what she was or what she could be. But one evening she came to the class as a visitor, but was called out to recite by one of the students who worked with her at the factory. She trembled and choked as she began, but secured her self-possession by the time she reached the third verse in the poem entitled "Your Mission."

"If you cannot in the harvest garner up the richest sheaves. Many a grain, both ripe and golden. You can glean among the briars. Growing rank against the wall. And it may be that the shadows. Hide the heaviest wheat of all."

When the teacher complimented her on her natural talent, she answered: "My soul aches to write something like that!" When the teacher told her that she could write finer things than that if she would study, she said: "I don't seem to be able to think. I can push some one else, but I cannot do things myself."

**Received Inspiration**  
Later the factory girl read the life of Lucretia Mott, and laid down the book to hurry to the teacher of elocution. She ran into the room agitated and breathless, and finally said: "I'm going to write books, too!" The feeling that she could was the one special thing useful. She had become conscious of power. She had come into real possession of herself.

### CONWELL PHILOSOPHY

Sometimes Epigrammatic, Sometimes Matter-of-Fact, Always Helpful

Don't be an educated fool. Don't be an omnivorous reader and an omnivorous shirk. Book knowledge without experience is sometimes a distressing pain.

Live a real life and pursue one composed of valueless dreams. Get up early and start going back on your faith in success, and consider it to be your duty to your God to make the most of yourself for the benefit of humanity.

They were all severe toilers who were always extremely weary at night. They were compelled to lash their minds into action for several months. Not until they had progressed enough to make the evening study a real recreation could they enjoy their school hours. But the time soon came, as it does to every adult student, when his alternating work between muscular labor, and mental application made each a restful change. Vigorous labor and interesting study make strong, healthy, happy men and women. The man who is exclusively a farmer or mechanic finds his chief delight in mental games or other intellectual amusements, and the scholar seeks the farm or shop to give his muscles recreation and his mind a rest. Either extreme makes a one-sided man. But the man whose physical system is obedient and strong and whose mind is alert and comprehending is the best specimen of perfected humanity. The healthful foundation laid by the busy boy on the farm or in the factory is the very best beginning for intellectual achievement.

**The First Class**  
It is difficult after thirty years to recall the details of the first year of actual work. The first class would not be called a class in a graded school. There were seven young men and each one formed a class by himself. The condition of each often reminded us of the saying of Twain or Burdette that "was always at the foot of the class, even when he was the only one in it." There were seven grades of lack of scholarship. But the attempts of each to recite furnished inspiration and information to the students. Ridiculous and curious blunders often awakened hilarious laughter, and often the discouraging face of the teacher "grew a coldness over the meeting." But the interest deepened and the determination became more firm with each recitation. The books brought in for text books

were often wholly unfit for the mind and grade of the scholar. All of them were disappointed to find that they must go back to first principles and proceed systematically along the lines of study pursued by young children. But their mature minds grasped the ideas quickly and thoroughly, so that a few weeks of study convinced them that they could conquer if they persevered.

**Were Weary at Night**  
They were all severe toilers who were always extremely weary at night. They were compelled to lash their minds into action for several months. Not until they had progressed enough to make the evening study a real recreation could they enjoy their school hours. But the time soon came, as it does to every adult student, when his alternating work between muscular labor, and mental application made each a restful change. Vigorous labor and interesting study make strong, healthy, happy men and women. The man who is exclusively a farmer or mechanic finds his chief delight in mental games or other intellectual amusements, and the scholar seeks the farm or shop to give his muscles recreation and his mind a rest. Either extreme makes a one-sided man. But the man whose physical system is obedient and strong and whose mind is alert and comprehending is the best specimen of perfected humanity. The healthful foundation laid by the busy boy on the farm or in the factory is the very best beginning for intellectual achievement.

**Their Minds Undeveloped**  
Those seven young men had toiled hard and long, and had muscles of steel and could digest the toughest food. But their minds which were capable of the same

### CLASS OF 1877 IN REUNION

**High Hold 42d Anniversary**  
Eighteen members of the sixty-second class of the Central High School, who were graduated in February, 1877, celebrated their forty-second anniversary at the Adelphia Hotel last night. H. S. Prentiss Nichols, attorney for the Pennsylvania Railroad, made the principal address.

The members who attended the banquet out of the original class of twenty-eight were: Hiram Horter, Jr., F. K. R. Watson, Dr. H. H. Freund, Roberts L. Leland, William McKnight, Jacob West, William P. McLaughlin, William A. Robinson, William A. Bond, William S. Bromley, R. M. Camden, John Scott, David Todd, W. W. Hill, H. S. P. Nichols, J. W. Caulstron, Albert E. Miller and H. A. Randall.

**Today's Birthdays**  
The Rev. Anna Howard Shaw, the foremost leader of the woman suffrage movement in the United States, born at Newcastle-on-Tyne, England, seventy-two years ago today.

Florence Roberts, a celebrated actress of the American stage, born in New York city forty-eight years ago today.

Israel Zangwill, famous as an author and playwright, born in London fifty-five years ago today.

(CONTINUED TOMORROW)

### Amethyst Bar Pins

The new engine-turned patterns are attractive when set with amethysts. They are acceptable February birthday gifts.

A wise choice is a gold bar pin of neat design with three amethysts artistically arranged—\$7.50.

S. Kind & Sons, 1110 Chestnut St.  
DIAMOND MERCHANTS—JEWELERS—SILVERSMITHS



Valentine's Day has once more come around, and though we may laugh at ourselves for observing it, we cannot escape its influence, the inheritance of years gone by. Sincerely, joyously and spontaneously, but not seriously, we enter into its celebration, finding it a good excuse for giving little remembrances, and an excellent outlet for that undying exuberance of spirits characteristic of us as a people. And so in Dan Cupid's name, children, youths and maidens, and even staid older folks, receive and send pretty gifts which have been chosen in the Chestnut Street Shops.

**Deborah Spear**  
STATISTICS, as a rule, are dry reading, but you really would be interested in hearing of the tremendous strides forward made by the Sterling Upright Piano. From a humble beginning in 1860, in Derby, Conn., the plant now meets the demand for 7000 pianos a year, many of which are sold by the N. Stetson Company, 1111 Chestnut street. Though a much less expensive instrument than the Steinway, for its price it is without a peer. Every step in its construction stands for careful thoroughness; its beauty of tone and sweet singing quality are well known, and its durability is proved by its popularity in schools and institutions. Indeed, the rugged honesty of New England seems to have been built into these pianos, which come in mahogany cases of various styles.

**LITTLE** drops of water with the mighty difference in the price of land" is being applied said of various sections of California, where the installation of irrigation systems has transformed many of them into fertile orchards, orchards whose fruits in one form or other supply the markets of the country. At San Francisco the old and well-known firm of Richardson & Robbins does an enormous business in canning, and all their products are guaranteed to be made of the best tree-ripened fruit and the purest of sugar. At E. Bradford Clarke Company, 1520 Chestnut street, they carry their delicious peaches, pears, apricots and plums, put in glass jars expressly for those who do not like fruit in tins, each jar holding 1 lb. 11 oz.

**A PURE** as Alpine snow thrice bleached by winter's blast." That is the first thing that one thinks when they see the Mountain Valley Water, sold at 718 Chestnut street. Its clear, glistening aspect attracts and appeals to the eye long before one is aware of its almost magical curative properties, and one feels that to drink the recommended task. And it is good for so many ailments, especially for troubles that are due to excessive uric acid and sluggish elimination. Used freely it washes away not only impurities in the blood, but even dissolves stones. More than one case of calculus has been relieved, thus obviating the necessity of an operation and saving both expense and pain.

**BEAUTIFUL** china abounds, but seldom are rarer or more exquisite pieces to be seen than the Royal Doulton Fish or Game Plates at Bailey, Banks & Biddle Company. Of the finest porcelain, chaste in style, with enameled gold borders, decorated by a coterie of famous painters, nothing could be more desirable. Hart, Hancock and Birbeck are among the renowned artists, but of them all Birbeck is by far the greatest. To own the work of his master hands is to possess a treasure, one that will advance in years. His colors are clean and clear, and the bright plumage of the game birds, the scales of the shining fish, the reeds and grasses, the translucent waters are so faithfully reproduced they seem to be bodily transposed from their natural element to the pottery they adorn.

### Good Roads for Motor Truck Hauling

Extensive good roads programs are now being mapped out nationally, by States and by communities. The motor truck has proved the vital importance of good roads in our transportation system, and the business house that is adequately equipped with reliable trucks can take full advantage of the better highways.

The Standard Supply & Equipment Co., Philadelphia, make long distance shipments with their Autocars and have found them a big business building factor.

The system of Factory Branches established by The Autocar Company assures complete maintenance service.

**THE AUTOCAR SALES & SERVICE COMPANY**  
23rd and Market Streets Philadelphia  
306 East Fourth St., Wilmington; 310-312 E. Hamilton St., Allentown; 3424 Atlantic Ave., Atlantic City.

# Autocar

The Autocar Company, Ardmore, Pa. Established 1897



All Sizes For Immediate Delivery



SOLD BY ALL DEALERS

**The Philadelphia and Reading Coal and Iron Company**

General Office Reading Terminal Philadelphia

### GEUTING'S ANNOUNCE

# 500 Pairs Men's Shoes, \$4.90

Today & Tomorrow at

## \$4.90

Values Up to \$15.00

A tremendous sacrifice for a quick disposal of these short lines. The finest shoes of our stocks are included—marked regardless of cost at the uniform price of \$4.90 while they last.

### The New "King-Kordovans" are coming in

Beautiful new Spring models—both plain toes and with tip in high shoes and the oxfords that so many men are buying for wear right now with spats. Finer, richer Kordovans than ever—and the price is just

## \$9.75

**Both Stores**  
1230 Market Shoes and Stockings for the Family.  
**Geuting's** (Pronounced GYTING)  
The Store of Famous Shoes  
19 So. 11th A quick Service Men's Shop

Every Foot Professionally Fitted—Three Geuting Brothers Supervising

**Additional Train Service**  
Weekdays Only—Effective February 17

**LEAVE READING TERMINAL**  
8.38 A. M. For Norristown and Intermediate Stations.  
11.08 A. M. For Norristown and Intermediate Stations.  
9.15 P. M. For Reading and Principal Intermediate Stations.

**ARRIVE READING TERMINAL**  
11.26 A. M. From Norristown and Intermediate Stations.  
1.54 P. M. From Norristown and Intermediate Stations.  
6.37 P. M. From Reading and Intermediate Stations.

Train No. 4 will run Express from Norristown to Philadelphia, arriving Reading Terminal 12.93 P. M. instead of 12.22 P. M.

New Time Tables at Ticket Office on or before 17th

**PHILADELPHIA AND READING RAILROAD**