So Declares Manufacturer to Doctor Conwell, and He Helped to Give Point to His Assertion

This is the ninth of a series of articles by Doctor Conwell, telling of the founding of Temple University and the work it has done and is doing. The tenth and last will appear tomor-

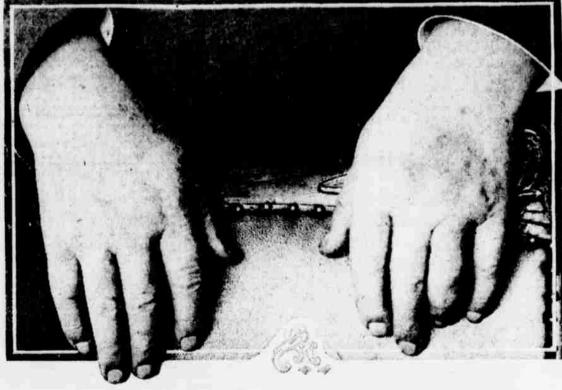
By DR. RUSSELL H. CONWELL

CHAPTER VII WE VISITED a large factory in 1894 for the purpose of getting the proprietor's permission allowing the foreman to arrange for a shorter day for two young men who needed more time for college study. The young men were specially gifted for chemical research and the factory employed a strong force for that de-partment of its work. Each of the older workmen in that branch were experienced chemists and received high wages. The two students were anxious to learn the business, and in the evening school had shown natural

capacity for that special work. The proprietor was a man of strong will and deep sympathies, and he held a high place among Philadelphia's most successful men. When we told him how the students at the university had increased their earning capacity 100 per cent with each year's study and argued that the two hours a day which chose two students needed would make them doubly valuable in money to the factory and more in money to the factory and more profitable in money to themselves, ne became impatient and gruffly said that seeking money was "the most unsatisfactory profession in the world." He declared that he had tried it and had succeeded in securing it and had succeeded in securing money; but said he "there is nothing in it:" Then he pointed to one of his stenographers at one of the long row of desks, and remarked, "that girl has been at the Temple College two years, and she has a book !? Fer dinner basket which she was reading before the factory started up this morning. I looked at the book and it had nothing for me. But she is fas-cinated by it. When I laid down the book I told her that I would trade

Welcomed With Smile

Then the proprietor took his hat and insisted that we should go with him to a narrow street only one block and insisted that we should go with him to a narrow street only one block away. There he took us into several little homes among the poor people, and he was everywhere welcomed with smiles and excuses, as they were the homes of his employes. There was but little of the home comforts, and no luxuries. The people lived only to exist. No decorations, no art, no embroidery, only planed board, soap, and water. There were no books, no magains, no engravings, no flowers. Yet the families seemed to have leisure and were in a large measure content. They wore patched clothes without shame, and ate coarse food with enjoyment and digestion.



HELPING HANDS

The short, stubby hands of Doctor Conwell, experts say, are characteristic of the deep thinker and competent

The right kind of education is worth a thousand times more than money. What do I get out of this? It is a slave's life. I am in their class. I can buy things, but I would be the same ignorant man if my house was solid gold and my factory was built of silver and pearls. I am ashamed to talk to that girl over there. She is really much richer than I am! What a curse is ignorance! A man who earns a dollar must grow up to it.

The Worse for Money

"There is a workman out by the door now carrying out that box. All he would do with another dollar would be to drink more beer. I have made this factory 'for the ability to appreciate that book' as she could."

Welcomed With Smile

Christmas presents to the laborers on some job, and watched them spend it. They almost to a man were the worse for the present. I, myself, am left ignorant and dull by my business cares; and I go through a beautiful

when we returned to the factory the proprietor threw his hat down with an angry gesture and shouted at us, "What those people need is not money, but brain expansion! They must be in talking to me about the money of the money with a deliar, nor encourage any

CONWELL PHILOSOPHY Sometimes Epigrammatic, Sometimes

Matter-of-Fact, Always Helpful The harder the problem the more valuable is the mental discipline required in solving it.

A handicap is often evidence of a greater strength. A hero is one who gives more than any other. There would be no heroes if there were no battles and no arduous fanles:

The poor boy in America has at open door to the most useful education.

instruction. When you train a young man to open up his soul to the influences and facts of real life, when you show him how to appreciate more the both for its facts and for its beauty things he already possesses, you may of diction. But here only an inadecome and f will open up the whole quate condensation can be given. factory to you and give any employe "Such a modest but energetic example any needed time and won't ask for a cent for myself!"

"Such a modest but energetic example of true goodness of heart among our leading manufacturers is an inspira-

The Temple University undertook to give to the employes of that factory, among many others, the kind of education which the manufacturer had described. Of course, the instruction to be so in America. The best education to be so in America. their income and aided the company to largely increase the profits from the business. But the results of real education could not be measured by money.

An Example of

The picture of that Philadelphia Idea."

factory and its employes, described by Congressman Lamar In an address made in Music Hall, Boston, March

For the Light Has Come! ion to all classes and is an outstanding honor to our nation. That noble manufacturer took a personal interest in the Prophet Isaiah: "Arise and shine! of employes. He gave himself and for thy light is come!" That conversation is recorded here with a sincere effort to be as accurately literal as

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Every odd and small lot in our stock is offered at less than present wholesale cost. Profits are not considered, as our one aim is to effect an immediate

encouraged all to get a useful edu-cation. Many of his employes attended the Temple College, of Philadelphia. which is a specially conducted insti-tution for the higher education of the industrious classes. That college industrious classes. That colleg should be duplicated at once in all ou cities. When a committee of Congress visited that great manufacturing plant we found an intelligent, happy com-munity. There was a public opinion strong and permanent among the employes in favor of the best work and the greatest efficiency. There was an atmosphere of homeness and cheerful ambition, difficult to put into spoken language. The factory was intensely busy. Each workman knew his work ousy. Each workman knew his work and his place and they greeted each other with hearty good will as they passed by in their work. There were evening concerts, debates and home theatricals at the factory several evenings in the week and an undenominational Sunday school on Sunday.

Amusement at Noon Hour

The moon hours were often used for amusements and instruction. the employes could enjoy the performances while they are their lunch. But the thing which impressed the committhe thing which impressed the commit-tee most was a visit made unannounced to many of the workmen's homes near the factory. The dresses of the mothers and children were neat, sub-stantial and daintily trimmed, without gaudiness or useless expense; the hun-ble homes were tidy, plain and sani-tary; the faces were expressive of ambition, hope, health and satisfac-tion. A rose in the window, a window box a lovely picture on the wall, good looks on the table, periodicals in a home-made rack, the clean wall paper, the bright kitchen and dining room the bright kitchen and dining room furniture all advertised the uses of ligious influences and a touch of home education. None was costly, but substantial and graceful.

and hospitality. They were, when taken all in all, the happiest laboring community we have ever seen. The en-couragement of the proprietors in the possible. That saintly manufacturer has gone on the long journey, and his body rests in the purest marble. No one envies him the costly tomb or doubts that he received a glad reception at the End of the Trail.

and fully appreciated the

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PLAN TO FOUND HOUSE FOR JEWISH STUDENTS

Movement to Provide Center for University Undergraduates Finds Support

To act upon the estsablishment of a Jewish Students' House near the University of Pennsylvania, a meeting has been called at Dropsie College, Broad and York streets, for tomorrow evening, February 20.

It is the intention of the founder of this projected house for students is create a much-needed center for Jewis men and women who are studying in t University, where all, and out-of-tostudents in particular, may have home where they can meet and eat to gether. According to the provou and vice provost such a house has long been

would be invaluable. In such a center "The Bible lay on the bureaus and mottoes were on the walls of sleeping rooms. The intelligence of the whole family was apparent in their politicness."

Additionally was apparent in their politicness. "Religiousty, socially, and I might say

humanely, a Jewish Students' House b

among our students who have neglected committee of the Philadelphia supply such a center is something of the Women's League of the L Synagogues who are seeking to establish have never understood." Mrs. Cyrus Adler is chairman of the this house.

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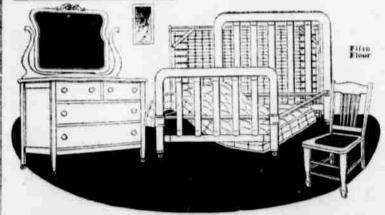
9x12 John Bromley Axminster \$99.50 RUGS ***



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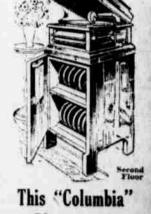
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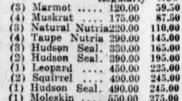
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