HAMILTON LIFE.

Prof. Brandt

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CLINTON, N. Y., SATURDAY, MARCH 17, 1900.

No. 20.

Why Young Men Often Fail.

(From New York Evening Post.) "Why is it that so many young men have difficulty in getting along these days?" is a question which has recently been put to a number of professional and business men by an "Evening Post" reporter. For the most part, the persons talked with (men of position in professions and business) had little hesitation in answering. They answered, it in a way hardly complimentary to the young men concerned. One after another of them accounted for the majority of present-day failures by a single word -laziness. Though the importance of intelligence and education as essential factors in a successful career was not overlooked, the general opinion appeared to be that the one indispensable quality was industry, willingness and ability to work. And this, according to the statement of several of the leading business men of New York, is the quality that is most lacking in young men to-day.

The first person interviewed was a successful lawyer in large practice. "Young men complain that there isn't any chance to get ahead in law nowadays," suggested the reporter, and the reply came quickly:

'That all depends upon the young men. I used to be a young man myself, and I have been watching young men ever since that time. I have made up my mind to one thing; that is, that the chief trouble with a great many young men is that they are afraid of work. This is true of every occupation, and I have seen illustrations of it many times in my own profession. Here is a case in point: You noticed that I was interrupted just now by a young man, who came in and asked me a question, and you perhaps observed that I said 'No' rather impatiently. The reason was that the question was too silly for any man to ask who had ever got a place in a law office. In point of fact, that young man has had the best advantages. He went for three or four years to one of the finest fitting schools in the country, then he had four years in one of the largest colleges, and afterwards three years in what I consider the best law school. Yet I sometimes think that he does not know any more law now, after he has been some time in this office, than he did when he left home for the preparatory school.

never was willing to work hard, and there is not the slightest reason to suppose he will begin at this late day. Of course, there are other reasons why young men do not succeed as lawyers than laziness. For example, I know of a man whose legal learning is extraordinary, and who obtained a good place in a leading law firm, but after he had been there a dozen years his employers said that he was not worth \$2,500 a year. The trouble in this case was because he could not utilize his great learning, and he could never get on with clients. But, after making due allowance for all exceptional cases, I am convinced that laziness is the chief obstacle to success in the legal profession, as in every other walk of life."

'What do I think is the reason why young men don't get ahead faster in the railroad business?" It is the President of an important railroad, which has its offices in this city, who speaks now. My opinion is that the great trouble with most of these young fellows is that they are not willing to work as hard as they must if they are ever going to amount to anything. Let me tell you my own experience and observations. It is, let me see, fifteen years since I left college, and decided to go into railroading. The first chance I got was a job at \$40 a month in the office of a railroad out in the Rocky Mountain region. There were a number of other young men in the office. I soon observed that the rest of them seemed to be chiefly interested in seeing how little work they could do in return for their pay, and how early they could get away from the office, in order to have more time for cards, billiards, the theatre, and other amusements. I was interested in my work, and after I had done my day's duty in the office I would go to my room and devote the evening to reading railroad publications and studying all the books bearing on railroads that I could find. Of course, my superiors soon noticed the difference between me and the rest of the fellows. It was not long before a hard job of work was to be done, not at all in my regular line. I was given a chance to try my hand, and I did the work so well that I was soon promoted. It was not long after that when I found a better chance in another railroad office, and each change 1 made afterwards was an advance, until I was offered my present position. All this time I have been working as hard "And the chief reason is because he as I could, and it is because I have Emerson, wasn't it?-has defined genius 1

worked hard that I have got on. The lazy fellows whom I first struck in that office out West have either gone to the dogs, or are pegging along with no better pay now than they used to get fifteen years ago."

A newspaper man, who has had thirty vears of experience, and who for a long time was managing editor of an important newspaper, was asked for his views. "I attribute my own success," he said, "chiefly to the fact that I have always worked as hard as I could without running the risk of injuring my health-and that exception has not always held. On the other hand, I can recall a great many cases of men who have never got ahead for no other reason than because they were lazy. It would astonish you to learn how little energy a great many young fellows show. When I was managing editor, I discovered that the city reporters on the newspaper did, not take the trouble to read all of the local matter which it contained every day, and many of them were often ignorant of the editorial attitude of the paper regarding local matters. The consequence was that, when a man was given an assignment, it might turn out that he knew nothing about what the paper had printed regarding the matter beforehand, or what the editorial policy of the paper about this subject was. It is very hard work to induce reporters to get to the office promptly. Unless they are hauled up sharply every little while, many of them put the paper to inconvenience by being late. I have actually known of cases where young men in vigorous health, who were anxious to secure regular positions on the city staff of an evening paper, were so lazy that they would not get around until nearly noon to see if there was a chance for them to do any work. My opinion is that most folks are lazy, and I certainly know that laziness is the only reason why many young men in the newspaper business whom I have known did not succeed better.'

One of the leading life insurance company Presidents, whose opinion was requested, held the view that: "While there are pathetic exceptions, I think it can be regarded as a rule that men who fail in life fail principally beacuse of indolence. Genius without industry, I find, accomplishes very little in the world; while industry without genius accomplishes a great deal. Some man-(Continued to page 6.)

HAMILTON LIFE.

Athletic Department.

Editor R. S. C. DRUMMOND, - Reporter E. J. WARD, -1

Intercollegiate.

Syracuse will debate Dickinson May 4th at Carlisle, Pa.

More than 200 students are doing track work at Yale.

Harvard has received more than a million and a half dollars in gifts during the past year.

The annual cable chess match between representatives of Harvard, Yale, Princeton and Columbia, and Cambridge and Oxford, will be played on April 20 and 21.-Ex.

The Amherst musical clubs will not take their customary Easter trip this year. The reason assigned is the growing indifference of the public to college glee club entertainments.

A conference of New England colleges will be held at Boston in the near future looking to the formation of a tennis association.

Wesleyan and Williams will hold a joint debate next year for the first time.

New chimes have been recently placed in the clock tower of Wesleyan College. The University of Iowa is said to be possessed of the finest set of chimes in the country.

The authorities of Yale have made an order prohibiting the employment of student waiters at the university dining hall. This new rule was necessitated by the lengthening of the hours for serving meals, and though deeply regreting the action, the authorities felt that it is for the welfare of the dining hall. Thirty men are thus thrown out of employment.-Ex.

It is reported that though the honor system of examinations has been in vogue at Williams for several years, yet not one student has ever been accused of violating the provisions of the system. Each student must attach to his examination paper, the following declaration: "I have neither given nor received aid in this examination."

The intercollegiate chess tournament at New York was won by Harvard; Columbia, Yale and Princeton finishing next in order. Pennsylvania won the triangualr tournament with Cornell and Brown,

A thousand different musical instruments have been presented recently to the University of Michigan.

Dr. Babbit of Columbia University, is preparing a dictionary of college slangs, and desires the co-operation of students and college men generally in making it as complete and accurate as possible.-Ex.

The Lafayette has just completed the publication of a series of papers by alumni of Lafayette college on the "Professional Opportunities of the College Graduate." The papers are seven in number, and very ably presented.

New York University has recently decided to make attendance at morning chapel compulsory.-Ex.

The increase at Columbia over last year's enrollment is 246; at Michigan 242; at Cornell 203; at Harvard 199; at Wisconsin 199; at Princeton 95; at Chicago 32; at John's Hopkins 5.-Princetonian.

Yale is still in a boil over the question of sophomore societies. It is asserted that these organizations engender factions and cliques, and the proposition has long been agitated to absolutely forbid their existence. The question is now virtually in the hands of the senior class committees.

The Fire Escape Question.

Some weeks ago we promised a further discussion of the fire escape problem. Now, we intend to adopt the method of a probability of the cases which would arise from a north college fire. Let us look at the first case on the calendar,

Edward Fitch vs. Hamilton College. This would be a claim for \$10,000 damages on the part of the aforesaid Professor Fitch for loss of dignity and decency. He would maintain that it was the fault of the college that he had been obliged to fly in a scanty night robe, for if proper fire escapes had been furnished, he would have had sufficient time to stay in his room and dress, and then to slide with dignity down the rope with a Greek dictionary under one arm, and a Homer under the other.

Case No. 2 on the calendar,

Mel. Dodge vs. Hamilton College. Large damages for the loss of the following articles: One large account book

whist club; one waste basket, nearly full; one bicycle pump and repairing outfit; one coal scuttle and shovel; one money-making scheme. Mr Dodge has several witnesses who and not see these articles taken from the room, and who will swear that had there been a fire escape, they would have entered the room by this means and saved the aforesaid articles.

Case No. 3,

Warren Stone vs. Hamilton College. Mr. Stone sues the college for the loss of three hours. He maintains, and has witnesses to prove, that he could very profitably employed this time in the study of Greek and law. He further adds that had there been fire escapes. he could have dressed, taken his books. and escaped to a neighboring shelter, losing but a few moments. Mr. Stone's one difficulty would be in proving the worth of his time. He would have to bring evidence other than his own, for this is very much biased, as the attorney for the defendant would undoubtedly bring out.

Case No. 4,

Mott and Andrews vs. Hamilton College.

This would be the important suit on the calendar. It would be for the highest damages. Mott would sue for broken graphophone records and for several empty jelly pots, while Andrew's damage would come from the loss of a little book containing the low marks of the sophomore class. Undoubtedly, this case would be the actual one, as two such men as Mott and Andrews would have for their support very fine lawyers and would work up the case very thoroughly. The reputation of themselves would be at stake, and this is so valuable to them that no money would be spared, no work left undone. Think what these men have to sustain, the weight of dignity-they would have very hard work, we think, to do it, too.

These are but samples of what might really occur in the case of a big fire on the hill. In view of this possible occurrence, as a precaution against the future, we ought to have some method of getting out of the third and fourth floors of north and south in case either building should burn. A practical and cheap suggestion is to fit out every room with a rope and hook. There are, in all probability, no men in college who containing charges against the college would not be able to let themselves down by this apparatus. Of course, there are fools everywhere, and a few of these are in Hamilton College, but the per centage of those who would take hold of the end of the rope and jump is small, while the presence of the fire escape might enable men to escape with their lives, who otherwise would be burned to death in the old fire trap.

Men of the faculty-you claim to have a parental control over us, do you not? Then answer us this question, How will you reply to our parents if some of us are burned up here for lack of the expenditure of a few dollars for fire escapes? What will you say then of paternalism to them when they accuse you of our deaths? We know that you have not the power to buy these, but you are the power behind the throne from which the trustees deal out the money. Then see to it-men of the faculty-that we have fire escapes, and that you are not the victim of the indignation of some parent, justly enraged. -0:0-

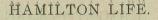
Y. M. C. A. Election.

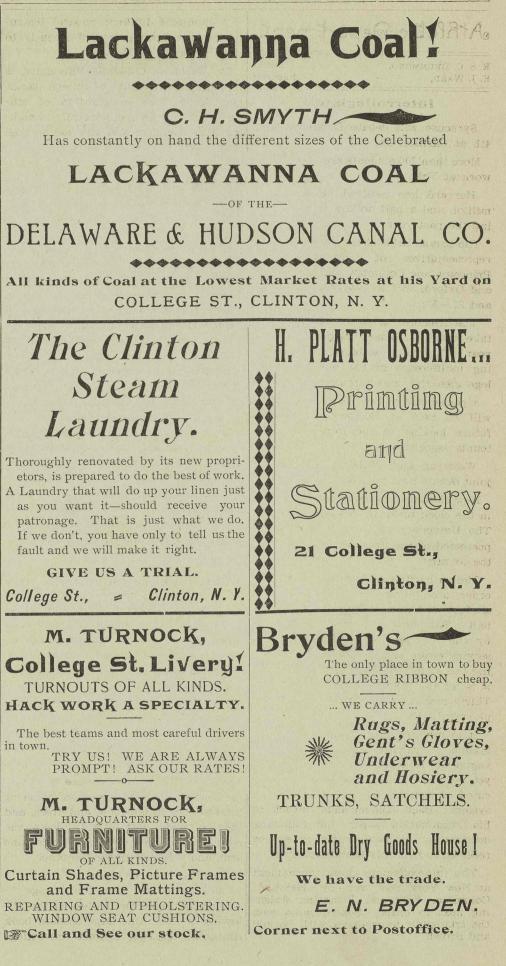
The college Y M. C. A. held their 25th annual meeting and election of officers in Silliman Hall, last Wednesday evening. The attendance was not large, a bare quorum being present. After listening to the reports of the president and the chairmen of the retiring commitees, the members proceeded to ballot for the officers for the ensuing year. The following were elected: President, J. B. Millham; Vice President, J. E. Johnson; Treasurer, J. M. Scoville; Cor. Secretary, John Simon; Recording Secretary, H. T. Maxwell. After the business part of the meeting was finished, the blanks were passed around for the fountain pen contest.

Have you got to Speak a piece?

Well, we don't know of any kind of "effort," from the schoolboy's "recitation " or the schoolgni's "reading," and along through the whole school and college career, down to the "response to toosts." at the last "class dinner," that is not provided for among :-Commencement Parts, including "efforts" for all other occasions. \$1.50.
Pros and Cons. Both sides of live questions. \$1.50.
Progable Plays, For school and parlor. \$1.50.
College Men's Three-Minute Declamations. \$1.00.
College Men's Three-Minute Declamations. \$1.00.
College Men's Three-Minute Readings. \$1.00.
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Hamilton Life.

PUBLISHED WEEKLY.

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No. 67 Daily, 7:50 a. m.; No. 13, 11:21 a. m. No. 57, 2:40 p. m. No. 1, 6:25 p. m. No. 43, Sundays only, 5:40 p. m. Trains for Utica Leave:

Trains for South Leave : No. 2 Daily, 8:30 a. m. No. 58, 12:40. No. 14, 5:24 . m. No. 68, Daily, 11:50 p. m. p. m.

Trains for Rome Leave: No. 181, 11:30 a. m. No. 183, 6:30 p. m. No. 185, Sundays only, 5:45 p. m.

Trains from Rome Arrive : No. 182, Daily, 8:20 p. m. No. 184, 5:10 p. m.

CLINTON POST OFFICE.

Mails Open.--From Utica, 9:00 a. m., 1:00 p. m., 5:40 p. m. From Rome, 9:00 a. m., 5:30 p. m. From South, 11:40 a. m, 6:30 p. m. Mails Close,--For Utica, 7:30 a. m., 11:00 a. m., 6:00 p. m. For Rome, 11:00 a. m., 6:00 p. m. For South, 8:15 a. m., 12:25 p. m.

Mail leaves the Hill at the convenience of the carrier and comes up after the carrier gets down.

"Life" wishes to thank the seniors for their "show of courtesy" to Dr. Stryker at their last noon chapel. But we would like to question the use of terms. Are lack of nerve and "show of courtesy" synonymous, or are they only alike in inspiration. Of course, this is a fruitless discussion, as there are as many sides to it as there are to a circle, but perhaps some senior who walked in with the slow moving stride could inform us exactly as to the similarity in meaning, or other ways of these two phrases.

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Reporters of "Life" have of late ascertained that in this college, and out of it, there are certain people who are kickers. This is not a new fact. These bright and industrious young men have further ascertained that some of these "kicks" are being directed towards us on the ground that we are too free. all learning, and are infallible. Here is development.

HAMILTON LIFE.

What a country is this where the freedom of the press is condemned rather than demanded. We recommend two courses to these malcontents; read Milton's Areopagitica, or come to the staff with your kicks written down for publication. These courses are manly: your backbiting and secret slandering are the courses which you, at least, should not adopt.

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"Life" wishes to give a little eulogy on a gentleman by the name of Kelly. Pete Kelly. You all know him, about him, and of him. He is an odd person, although of a large family, and with a large family. He is quite a character, although we would not say that his morals are perfect, although they are above the reproach of an ordinary citizen. He smokes and chews-the students have done their best to break him of that, but with no success. Yet, these are not his predominant traits. Above all things, Peter Kelly is a Democrat. a staunch, true, steady, black Democrat. "Life" wishes to thank Mr. Kelly for the much efficient nelp he has given us, and for his general equanimity and honesty in dealings with the students. We believe that we voice the feelings of the undergraduate body-the unanimous feelings that this same Mr. Kelly is a mighty good fellow, and we all respect him, and we all like him.

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The Background of Education.

(By a competitor for the staff.)

In the study of human nature we very often observe that those men who are the most proficient in book knowledge do not always fill the highest positions in life.

As we look back over the history of our country, we can see that a great many prominent men, who have performed marvelous deeds and accomplished great tasks, were possessed of a very moderate amount of education.

Some of our greatest philosophers and statesmen belong to the less educated class, among whom are Lincoln and Emerson. Many men of our time, who have passed from the high school and have mastered all the branches of a college course, and have entered upon life's tasks, make a sad mistake, when they think that they have accomplished

the great secret wherein Lincoln and Emerson became famous.

Although Emerson was far superior to Lincoln in classics during his late years, yet he did not attain any higher position in life. Emerson was one of America's greatest teachers. In all his writings, either in prose or poetry, he teaches the people. He attained this rare ability of teaching not by a superior knowledge of books which he was unable to receive in his early youth, but by his willingness to be taught while in more advanced years. He never thought himself infallible.

Lincoln, who never had the advantage even of a public school training, taught lessons to those who were far superior to him in letters. Why? Because he was willing to be taught. He, living in the far West, knew very little about the customs and habits of the East. but when he attained a position whereby he was able to study these traits he not only learned the customs, but how to apply them, in the very brief time of two years.

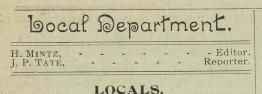
A person may have knowledge, and yet not know how to apply it in everyday life. In this case, his learning is utterly useless. Knowledge is dependent upon the ability to apply it. The only true back-ground to success with knowledge is common sense. One must. like Lincoln and Emerson, have common sense, good judgment, and an ability to apply these characteristics. The education received at school and college is only the beginning of labor. Such knowledge teaches perseverance, diligence, and the habitual use of the mental faculties.

A person should never think that he is too advanced in years to learn. Even in advanced years men can do much, if they will only determine to do it.

One should place his whole zeal and strength on the business which he is best adapted to undertake. He should apply himself to it with earnestness, industry and perseverance.

Admiral George Dewey said that he owed, his splendid victory to Farragut, who once said that he believed in going at the enemy with all his might and main in the beginning of the fight. A man's whole success in life depends upon his self-confidence, self-control, self-government, and self-help. The spirit of the latter is the root of his

HAMILTON LIFE.

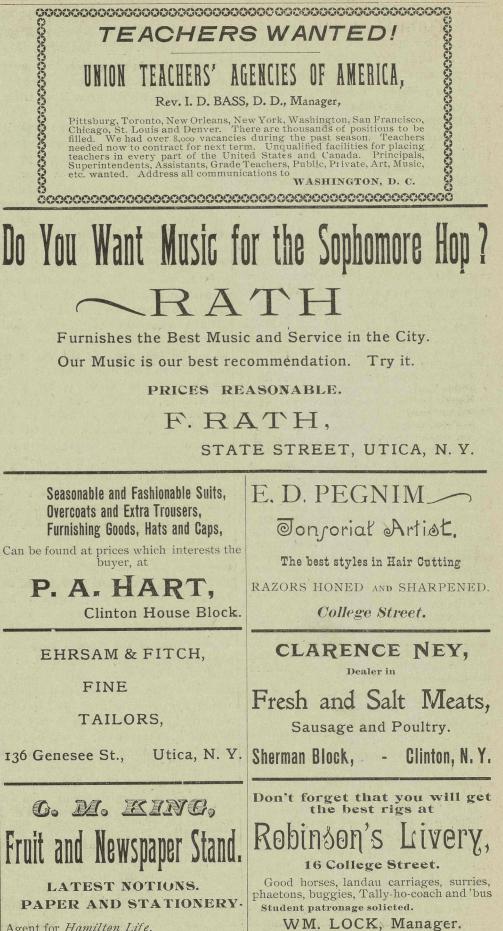


March 7. Walks icy. Students from down the hill walk up the road. Prex in his prayer speaks of "what God hath joined asunder." Lomber trys to break his neck coming off of the chapel stage. Mangan talks of crowning the bill tops with verdure, and Zeigler scowls. Prex announces a cut in Wednesday chapel next week.

March 8. Another sloppy day. Again Dick Cookinham seems to keep up his spirits, though Deke says it is a mighty hard thing to do—keep spirits up, for some one is always coming in who wants to put them down. The work on plunge bath and spray bath is progressing finely. They promise to be pretty healthful, and a place for sport.

March 9. Sloppy weather, again. Nature seems to be trying to see how rotten she can make the weather. Dick Drummond comes on the hill again. Seniors leave nice crisp review in the cumulative evidences of divine revelation. Flunko, flunkere, flunxi, flunctum. Isn't that the way it goes, G. T.? Sleighride party from Waterville entertained at Delta U house. Triess translates,-"Nor does bird sing with shout of good omen." Pretty tells Hull that his class is not a debating society. Everybody takes part in a hot discussion on the tariff question. Clark, '00, goes to Albany to attend Delta U banquet. Advisory board decine against sending relay team to New York. Chick gets mad. Lots of fellows call at Houghton. Whist club at Alpha Delt Hall.

March 10. To-day everybody gets soaked for overcutting. Nels Drummond comes down with the grip. Seniors' last chapel. They march in slowly, majestically, silently, sorrowfully, dignified. O! tempora! O, mores! that they did not have the exercise of that last ritethe first of the series of farewells with which they leave their alma mater. Bacon gives a very good spiel-the last one that 1900 will make on noon chapel. The basket ball team goes to Schenectady, Schenectady 24, Hamilton 12. Busch's picture, mustache and all, appears on the black board in Square's room. Bottle swings out with a brand Agent for Hamilton Life.



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new fob. Bart, you're a dude. Sheppard and Tennant go to Albany for Sunday. Davenport goes to Troy for Sundav.

March 11. Basket ball team blow in on early train. Bill Nye preaches in chapel. Jess Millham in chapel with head done up. Lecture on Sociology of the Bible postponed. Gilbert, Yale, '9., addresses the Y. M. C. A. at both the noon and afternoon meetings on the student volunteer movement. Drummond and Redmond work on Hamiltonian.

March 12. Bill Nye runs chapel. Baker loses his garter. Hicok and Dunn get disciplined in Bible. A cold snap is welcome after the recent sloppy weather. Slippery walks are better than slushy Rickie takes a theatre party to ones. see "Rogers Brothers in Wall Street." Rickie does the job up in princely fashion, buys everything, and proves hima royal entertainer. Augsbury, Dick Drummond, John Van Allen and Keogh were the lucky ones. Dick Cookinham receives a curious package, and wishes to know the sender so that he can return thanks. When opened there was revealed a tin goat hitched to a red two wheeled go cart, with a black faced yellow kid holding the ribbons. On the side was the label-Houghton Bus.

March 12. Cold weather still. Fine sliding in the road. G. T. says he doesn't want any review in philosophy. Rick staunchly holds out for the affirmative. G. T. wins. D. K. E. house puts in a telephone. Junior German class begins Die Journalisten. Bill Nye delivers a beautiful lecture on the causes of the American Revolution to junior history class. Hunter is awarded the fountain pen offered in the Y. M. C. A. contest last Wednesday night. Zeigler turns out half the Delta U crowd to hunt for his glasses lost on freshman hill, and finally offers \$1 reward. They are found where he left them, in a recitation room on the hill.

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- I knew her in childhood, a girl blithe and free.
- I loved her in boyhood, a main fair to see.
- I wooed her in manhood, proud nay to my plea,
- I long since have married, she-a maid fifty-three.
- At night we fall asleep and dream Into a world unknown we peep,
- In real life the thing's reversed.
- In youth we dream, at last we sleep. False modesty, be careful how

You make your self-detractions heard, Mankind is credulous, an so

The world may take you at your word. If you imagine every man your foe,

The Attitude Towards the Recent Actions of the Discipline Committee.

"Life" aims in all matters to represent accurately the opinion of the majority of the student body. But if we tried to state in the language of this article the sentiments of the college regarding the recent action of the faculty in administering such extraordinary punishment to several men who have been unfortunate in overcutting, without a doubt, the staff of this publication would be relieved from further duty on attending this college. We don't believe that the men here are all chronic kickers; we think they are animated by an average amount, at least, of the sense of justice and fairness; nor do we do them the injustice of not imputing to them a modicum of common sense. Therefore, it must be concluded that when the sentiment of the entire college rises up in protest against, and disapprobation of something on the part of the faculty, there is at least some ground for complaint. We hope that the faculty are satisfied in their own minds at continually rousing the ill-feeling of the students. We hope their consciences are entirely clear that the relations between student and professors are becoming more and more strained. It has been evident for a long ume that the faculty has no broad incerest in the student body; restrictions they have followed up by oppression and downright tyranny. The past two years has been one long series of acts of injustice and of instances where the clearly understood, and the fair, common sense wishes of the student body have been contemptuously disregarded. Perhaps we don't know exactly what is best for us, but it is impossible that the united sentiment of the college should be wrong If it were only a few men kicking, then the faculty would be justified in disregarding protest. But it has been, in almost all the cases referred to, the whole college that has objected. What good is going to result from the faculty's even taking such action as they know will provoke the student body, and such action, too, as some of the faculty themselves, we feel confident, must disapprove of? How is it going to concern the interests of the college to have continual ill-feeling between stu-Be sure that in the end you'll find him so dent and faculty, especially when the disregard merit.

faculty cannot persuade the students of the justice of the action, nay, whenever some members of the faculty admit the injustice? There ought to be harmony and a feeling of fellowship between the constituent parts of the college; and there might be, if the faculty would display a little fairness and justice.

But just think of the fairness of soaking with deprivation of allowances and several hours extra work a man who has been so unfortunate as to have been compelled to overcut by reason of injuries or illness! Think of driving sick men out of the house before they are half recovered, by hanging over them the dread of discipline! Men are going to college every day who no more ought to be exposed to the cold than they ought to be in the moon. Their physicians tell them to stay in; but they dare not, for if they do, the faculty will soak them with extra work. Wherein is the justice of it?

The dramatic club suffered all sorts of inconveniences in the attempt to catch early trains to get back to Clinton in time for a nine o'clock recitation. On one occasion they were blockaded by snow; on another, after a long trolley ride before seven o'clock, they missed the train by a few minutes, and were compelled to stay over. Certainly their absence from college on these days was inevitable. But do they get excused? No. The faculty makes them take cuts, if they have any, zeros, if they haven't.

It is needless to cite instances; everyone knows the unfortunates. But there are more to come. The faculty may go right on, we are powerless. Let them delight in soaking men; they seem to. But let them know, that if they value the good-feeling and sympathy of the student body, they will treat us with some fairness and justice. It will pay.

-0:0-Why Young Men Often Fail. (Continued from page 1.)

as the infinite capacity for taking pains; and it is this infinite capacity that, in the long run, proves successful.

"It is true that there are some corporations that are guilty of nepotism and favoritism; that promote rather the sons and the nephews and the cousins than the men who have demonstrated their fitness for advancement, but these corporations always have to pay dearly for it. I think that all business men now recognize the principle that the most expensive habit they can acquire is to

"I recall one incident that emphatically shows how hard work tells in the end. A number of years ago there was a small boy over at Long Branch, who earned his living blackening shoes. He was a very good bootblack, and earned a comfortable living at it, but he was not satisfied to spend his life at that trade. He attracted the favorable notice of an officer of this insurance company, whom he one day 'struck' for a job. He was offered a place as messenger at \$3 a week, and accepted, although he made much more than \$3 blacking shoes.

"He at once showed that he was not afraid of work. He did not stand listlessly around with his eyes glued upon the clock waiting until the time came to go home. He was always ready to work, and when no work was given to him he usually found some on his own account. He spent his evenings, not at the cheap theatres, but in study. His early education was limited, but on his own hook he began the study of Latin, the modern languages, and history, making a specialty of insurance. In a number of years, therefore, he became a highly educated man-much superior intellectually to the average college graduate of the day

"Of course, a boy of his calibre couldn't remain a messenger long. Whenever a vacancy in the next higher position came, he always was found qualified to fill it. The result is that he is the cashier of the company to-day, and is directly in line for higher promotion. The same is true to a less extent of nearly all the officers of the company. The larger number of them started in its employ as office-boys. Their success has been owing almost entirely to the fact that they have not been afraid to work."

A bank president who, in his earlier years, was a newspaper reporter, talked in a similar strain. "The great mistake that young men make," he said, "is in keeping too close watch on the time of day. They begin to put on their overcoats ten or fifteen minutes before the pointer reaches the hour when they are free to leave the office. The majority, therefore, never worry about anything except the particular work they are required to do.

"They pay little attention to the men just ahead of them, and make no attempt to familiarize themselves with thein work. The result is that when a vacancy occurs I have no one in my office who can fill it. There are many opportunities for promising young men during the year, but I usually have to go outside to get the proper persons for them. It is not because the average clerk is not capable. It is because he is lazy. He is fearful of giving more time to his employer than the regulations require. Legally this custom may be all right; but it is the most fatal error the young men can fall into."

-Now is the time to advertise in the Hamilton "Life."



