

# MONEY IS LESS IMPORTANT TO YOUTH THAN IS THE EXPANSION OF HIS BRAIN

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 tomorrow.

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 department 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 for two hours a day which, those two students needed would make them doubly valuable in money to the factory and more profitable to themselves, he 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 money; but said he "there is nothing in it!" Then he pointed to one of his stenographers at one of the long rows of desks, and remarked, "That girl has been at the Temple College for two years, and she has a book in her 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 fascinated by it. When I hid down the book I told her that I would trade this factory for the ability to appreciate that book as she could."

**Welcomed With Smile**  
Then the proprietor took his hat 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 embraces as they were the homes of his employees. There was but little of the home comforts, and no luxuries. The people lived only to exist. No decorations, no art, no embroidery, only plain board, soap, and water. There were no books, no magazines, 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.

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 appreciate more! They must be open-hearted to more enjoyment of



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

life. 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 built of 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 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, an old ignorant and dull by my business career; and I go through a beautiful world seeing nothing. I sent one of my men, who is sick, a lot of dainties, fruit and confectionery. But I was a dunce. What he needed most was an appetite. He could eat nothing. He needed most to be hungry. If I could have made him hungry with a healthy appetite, a piece of cornbread would have been greatly enjoyed. My soul is in a shell of ignorance. I can't get out or see out! What do I know about chemistry? I know just enough to go on with my business and no more. A neighbor's boy has a collection of crystals he has collected and he is happy all through, as he tries to explain to me how they are made. He has opened an avenue into his being over which come to him trainloads of joy which I cannot take in. There is no use in talking to me about the money value of education. I won't help with a dollar; nor encourage any man or woman to seek that kind of

**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 tasks.

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

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.

The Temple University undertook to give to the employees of that factory, among many others, the kind of education which the manufacturer had described. Of course, the instruction obtained by them did greatly increase 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 Goodness**

The picture of that Philadelphia factory and its employees, described by Congressman Lamar in an address made in Music Hall, Boston, March 8, 1899, gave a graphic and truthful statement, which ought to have been preserved in stenographic accuracy both for its facts and for its beauty of diction. But here only an inadequate commendation can be given. "Such a modest but energetic example of true goodness of heart among our leading manufacturers is an inspiration to all classes and is an outstanding honor to our nation. That noble manufacturer took a personal interest in the welfare of his great company of employees. He gave himself and his business for the practical education of all the men, women and children of his 'beloved labor family.' He

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 things he already possesses, you may come and I will open up the whole factory to you and give any employee any needed time and won't ask for a cent for myself."

**For the Light Has Come!**

As we walked back to the University a devout Hebrew friend quoted the Prophet Isaiah: "Arise and shine; for thy light is come!" That conversion is recorded here with a sincere effort to be as accurately literal as

encouraged all to get a useful education. Many of his employees attended the Temple College, of Philadelphia, which is a specially conducted institution for the higher education of the industrial classes. That college should be duplicated at once in all our cities. When a committee of Congress visited that great manufacturing plant we found an intelligent, happy community. There was a trade of opinion strong and permanent among the employees in favor of the best work and the greatest efficiency. There was an atmosphere of business and cheerfulness, difficult to put into spoken language. The factory was intensely busy. 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 Sundays.

**Amusement at Noon Hour**

"The noon hours were often used for amusements and instruction, where the employees could enjoy the performance while they ate their lunch. But the thing which impressed the committee 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, substantial and daintily trimmed, without gaudiness or useless expense; the humble homes were tidy, plain and satisfactory; the faces were expressive of ambition, hope, health and satisfaction. A rose in the window, a window box, a lovely picture on the wall, good books on the table, periodicals in a home-made rack, the clean wall paper, the bright kitchen and dining room furniture—all advertised the uses of education. None was costly, but substantial and graceful.

"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 politeness and hospitality. They were, when taken all in all, the happiest laboring community we have ever seen. The encouragement of the proprietors in the efforts of the employees to use their spare hours to get a useful education was the principal factor in this remarkable development. The language of these people was clean, clear and expressive. All seemed intent on learning something worth while. Even the sick read or heard read the best books. That experience is rare, but it should not be so in America. The best education enlarges the mental vision, purifies the heart, while it trains the hands. When all the people get that spirit, Americans will surely enjoy the freedom which was the ideal of Washington, Jefferson and Adams."

"That statesman was a close observer and fully appreciated the 'Temple Idea.'"

(CONCLUDED TOMORROW)

**Private and Class Practice**  
Tonight, 7 to 11:45.  
**Modern Dance Studio**  
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Reception Dancing Saturday Evening, 8:30 to 11:45

**PLAN TO FOUND HOUSE FOR JEWISH STUDENTS**

**Movement to Provide Center for University Undergraduates Finds Support**

To act upon the establishment 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 26.

It is the intention of the founders of this projected house for students to create a much-needed center for Jewish men and women who are studying in the University, where all, and out-of-town students in particular, may have a home where they can meet and eat together. According to the program and the program committee, the house has long been needed. Provost Smith said: "A Jewish Students' House in the neighborhood of the University of Pennsylvania would supply a greatly needed want. I have often wondered why such a home for Jewish men and women did not exist. For men and women who are from outside of the city of Philadelphia it would be of especial value. "Just such a house would bring religious influences and a touch of home life to bear upon the students, which would be invaluable. In such a center they could meet from time to time, the men and women of distinction of the Jewish community of Philadelphia. "Religiously, socially, and I might say humanely, a Jewish Students' House is greatly needed. Why the Jewish religion is the only religion well represented

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

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(2) Natural Raccoon Coats 125.00 Reg. 250.00	(2) Hudson Seal Coats 125.00 Reg. 250.00	(2) Hudson Seal Coats 145.00 Reg. 290.00	(1) Scotch MoleSkin Coat 195.00 Reg. 390.00

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