

## Higher Education Not Necessary To Success

BY FREDERICK H. EATON,

President of the American Cast and Foundry Co.  
Mr. Eaton began life in the foundry as a moulder's apprentice at 16 years of age.—Editor.



**P**LUCK is worth more than a college education to the young man who wants to get to the top. Energy and pluck will overcome almost everything. Hard work, decent morals, high ambitions, common school education and a determination to rise are the best recommendations for a young man nowadays. I would not discourage a boy who has been so fortunate as to have gone through college. Far from it. Generally he is not to blame. His parents sent him through, and he could not help it. The things that he has learned in school may even help him a little. He may be so lucky as to forget them—that is, forget the useless things.

I think that if you should look through the list of employes and officers of the great companies you will find that the majority of the men who have forged ahead, who have overcome all obstacles, all hindrances, who have risen supreme above all the petty discouragements, are the men who went into the shop as boys and worked up. The first thing that is supremely necessary is to have had a good mother. The father does not count for much. He must be honest, but not necessarily brilliant. The boy's mother must have been good, intelligent as mothers among poor people are, ambitious for her husband and sons, and hard working.

The earlier that a boy goes into the shop to learn the business the better it will be for him, provided he has had a grammar or high school education.

Of course, if he is to be a great educator, a great preacher, a great professor of science, he should be the graduate of a university. But I am now talking especially to boys who work at the lathes, the forges, the presses, the benches, etc., and who sometimes hope to be the president or the secretary of the concern for which they work.

Don't be afraid to soil your hands with honest labor. Don't forget that Lincoln, Grant, Garfield, Franklin, McKinley and others were not afraid to work. Do your best at the work you are put at. But always study the work that the next man above you has to do. As soon as you learn well how to do your own work, keep your eye on his. Be ready to step up the ladder. Have a little pleasure in the line of innocent recreation, but have a little time for study every day. Better to study by yourself at home. Keep away from men who would interest you in low pursuits. Be clean and manly. But understand everything that is going, from how to play cards to the opera and the horse race. A good thing to follow is the doings of congress. Politics and scientific research should interest you a little. Read your trade journal. *Talk much with men older than yourself, little with men younger.*

A boy or a growing man should always respect women, and generally will have one sweetheart. He should not have more. It is very material what sort of a wife the ambitious young man gets. She should be fully as well schooled as he is, and if she has had more advantages in that line it is a good thing.

She should be ambitious—ready to take up the duty of encouraging him, and carry it from where the boy's mother leaves it off. She should know how to dress economically and artistically upon a small amount of money, and should have some social inclinations, but not let them step between her and her home.

First, last and all the time the young man should study. The reading of many books and current magazines will help him indirectly, but he should love the particular branch of industry in which he is employed, and should have the ambition to make his trade of more usefulness to the world than it was before he took it up.

With these things in mind, and a continual striving after better things, any honest boy can succeed. Keep your health.

"Why should I add a 'thank you' for that which I have honestly earned?"

**COURTESY AND BUSINESS.**  
BY WRIGHT A. PATTERSON

The question was asked me at one time by a young woman to whom I had suggested the propriety of adding a phrase of thanks at the end of an acknowledgement of a check sent her in payment for work she had done.

To be sure, why should she; and yet, why should she not? Why should the employe say "thank you" to the employer as he hands him his weekly wages? He has earned it; it is rightfully his; there is no legal power that could force the words from his lips.

But there is a higher power than that of the law that reminds him to say the simple "thank you." It is THE POWER OF INBORN COURTESY that is becoming more and more a rule with the American people. Courtesy is as much a feature of business in this country to-day as is the paying of bills. NEITHER THOSE WHO PAY, OR THOSE WHO RECEIVE PAYMENT SHOULD DO SO GRUDGINGLY. That we as a race do not do so argues well for our civilization. By these little acts of courtesy we place business on a higher level of brotherhood than it could possibly occupy without them.

These little business "thank-yous" cost nothing in dollars and cents; THEY SHOULD COST NOTHING IN MORAL EFFORT. With our modern business standards the receipt that bears them out is far from complete.

*Wright A. Patterson*

Did you ever take notice of the fact that the man who has a sure way of getting rich is usually too poor to invite you to dinner with him.



### A MODEL HOG HOUSE.

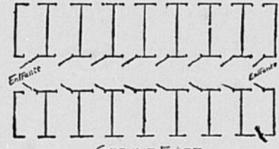
Number of Animals It Will Accommodate Is Limited Only by Length of Structure.

The plan of this house was given us by one of the most successful swine raisers in the west—a gentleman who has frequently topped the Chicago market during the past 40 years. He holds that one of the most essential things in the business is a good house, properly constructed and kept clean. His building is



CONVENIENT HOG HOUSE.

16 feet wide, with a row of pens down each side, and a four-foot alley in the middle. The pens are six by eight feet, with a gate opening from each into the alley, and a window in each. The house stands north and south, so that the sun can shine in both from the east and the west. The entrance ways are at the ends of the alleys. The foundation is built up two or three feet from the ground so that there is a free circulation of air beneath, and no chance for rats or mice to harbor. There need be no fear of cold in winter as a house of this kind, if built with any degree of care, will not freeze even in the coldest weather with a drove of sleeping swine in it. In fact some care must be ex-



DIVISION OF THE HOUSE.

ercised to give good ventilation so that the animals will not become overheated and catch cold in the open air at meal time. A good roof that will turn snow and rain is essential. With cracks battened and tight doors and windows, the temperature can be controlled by watching the ventilators, which can be the windows, or shutters placed in the gable ends for that purpose. The number of hogs the house will accommodate will be limited by its length.

This house is designed for sleeping quarters mostly, although it may be used by sows at farrowing time. A layer of straw scattered over the floor will make sufficient bedding. This should be changed as often as it becomes dusty. If the hogs are given proper attention, there will never be other cause for cleaning out the pens. Catching an individual hog is an easy matter. Watch when he goes into the house, follow him into a side pen, drop the gate and he is yours. Loading for market, too, is an easy job. Let a chute be arranged at the end of the alley, if the elevation is not sufficient to make the floor on a level with the wagon bed; get the hogs into the pens, close one alley door and back up the wagon at the other, lift the gate, drive the hogs into the alley, then into the wagon.—J. L. Irwin.

### NOTES FOR SHEPHERDS.

Feed regularly as well as liberally. Give pulverized alum for scours, with wheat bran.

Have water convenient for your sheep. They drink little and often.

Keep the lambs growing from the start. If fat, sell them when they weigh 30 to 50 pounds.

Ewes that prove poor mothers, or refuse their own lambs, might as well go to the butcher.

Do not feed lambs on rape alone, but accustom them to it gradually when fed with other fodder.

An authority on lambs for market says pure-bred or high-grade lambs should not be kept beyond six months.

In feeding shredded corn fodder to sheep, bran and oats may be mixed with the stover to avoid any trouble that may come from over-feeding of carbonaceous elements.

If sheep have catarrh, put them in a well-ventilated pen and give each, twice a day in their food, a teaspoonful of a mixture of equal parts dried sulphate of iron, powdered ginger and gentian roots. Feed generously of oats, bran, roots and good hay.—N. Y. Tribune-Farmer.

### Selection of Breeding Stock.

In buying breeding stock the breeder should select animals that are strong where his are weak. Too many settle the purchasing question by a certain financial standard rather than that of first finding the individual suited to their needs and then talking cost afterward. Too many men desire to buy stock at hardly above butchers' prices, and expressed no willingness to pay a premium to the man who is offering them animals that have been produced at great cost and effort. No stock should be purchased unless personally inspected; reliance on the judgment of others is unsafe.—Prof. C. B. Plumb, in Farm and Home.

### PIG FEEDING TESTS.

Character and Causes of Soft Pork Discussed by Prof. Frank T. Shutt, of Canada.

The Canadian experimental farm authorities have issued a report by Prof. Frank T. Shutt, chemist at the farm, upon the character and causes of soft pork. Softness in pork is a serious defect, and so the question is of great importance to the Canadian bacon industry. Prof. Shutt summarizes the results of his experiments as follows:

1. That of all the grain rations employed that consisting of equal parts of oats, peas and barley gave the firmest pork. It may further be added that the fat was deposited evenly and not too thickly, and that this ration gave a very thrifty growth.

2. That no difference could be observed in the firmness of the pork from the preceding ration, whether fed soaked or dry.

3. That when half the grain ration consists of corn meal the resulting pork shows an increased percentage of olein—in other words, a tendency to softness.

4. That in this ration (half corn meal, half oats, peas and barley in equal parts) the feeding of it boiled gave a slightly higher olein content, but this is only apparent when the average from the four pens is taken into consideration.

5. That, considering the effect of feeding the ration of oats, peas and barley during the first period to a live weight of a hundred pounds and corn meal during the finishing period, compared with the reverse of this plan—that is, corn first, followed with oats, peas and barley—we may conclude that the former gives a firmer pork.

6. That in both methods mentioned in the preceding paragraph no marked difference was to be observed from the ration fed dry or previously soaked, though taking an average of the two groups on each ration the "dry" feed gave a somewhat higher olein content.

7. As when corn meal formed half the first period ration and the whole of the second period ration, the resulting pork was somewhat softer than from that of any of the rations already discussed. We conclude that the longer the period during which the corn is fed as a large proportion of the ration the softer will be the pork.

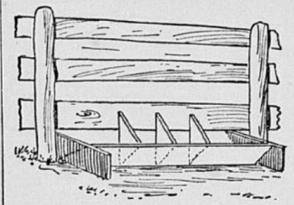
8. That beans produce a soft and inferior pork. The growth of the pigs so fed was poor and miserable and the deposition of the fat meager.

9. That corn meal fed exclusively as the grain ration, either dry or previously soaked, results in an extremely soft fat, the percentage of olein being considerably higher than from any other ration tested. The pork was of an inferior quality. Here also we noted the miserable growth of the animals, the ration in no sense being an economical one.

### EXCELLENT PIG TROUGH.

Besides Assuring Convenience and Cleanliness It Enables Each Pig to Get Its Share.

To stop pigs properly make a trough of oak boards one and one-half inch thick, and of any length or width desired; one board eight inches and one ten inches wide will make a trough suitable for all but very small pigs. Nail them together V shape, letting the ten-inch board go over the eight-inch to make the sides even. Nail on ends; divide the trough into nine to eleven equal spaces. From an oak board one inch thick and six or eight inches wide, saw V-shaped partitions, with one corner a right angle, and two corners half right angles. Fit the pieces and



MODEL PIG TROUGH.

mail with six-penny finishing nails. Fig. 1 shows the pig side of the trough when set in the fence of the pig pen. The upper part of the partitions that stand above the trough are nailed to the fence board, and the ends of the trough to the posts. The trough must be level and project three or four inches on the outside, thus allowing a clear space the whole length to pour in swill. Besides the convenience and cleanliness each pig gets his proper share. This individual trough is also fine for feeding dry feed.—P. C. Laclède, in Epitomist.

### Canadians Enter a Protest.

Horse breeders of Canada are alarmed at the large exportations of bronchos from the United States into that country. The Clydesdale directors met lately and discussed the question how to prevent the great injury that will be done to the breed of Canada's horses, if this condition of affairs is permitted to continue. Horse breeders complain that the duty on horses imported into Canada from the United States is only two dollars, while an exporter of horses into the United States must pay \$30 on each animal. The broncho growers of the west have taken advantage of the low tariff, and have been selling great numbers of horses in Canada, and already the result is seen in the deterioration and smallness of many of the horses on Canadian farms.

## PRESENT-DAY AGRICULTURAL CONDITIONS IN THE SOUTH.

The Place in Southern Agriculture Occupied by the Negro Farmers.



The Old-Time Southern Negro.

doing the work; but if you ask a white man about his success at it, the answer is always that the colored man is crowding into town and leaving the broad fields of the south to weeds. Just as the colonel said.

"If that is the case," I asked, "how is it that Texas alone raised more cotton last year than the entire south in 1859?"

"Certainly, sir, we raise more cotton all the time," said the colonel. "That's the trouble; there's too much cotton, and the price is beggarly; beggarly, sir. No one in the north can understand the difficulties—but permit me, if I do not exhaust your patience, to illustrate with a bit of my own experience."

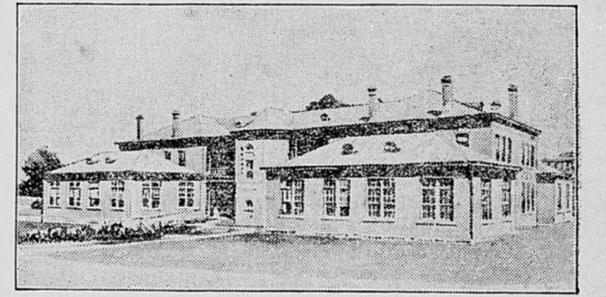
"Although my own time is mainly devoted to the larger world of affairs, I have a small plantation of a thousand acres up the state, which for sen-

When I went to farmin' I had two mules an' two little boys. I had to buy the mules on part credit. The white man say to me: 'Stepney, I take your wo'd foh one-third the price o' them mules.' Now I own 1,180 acres o' lan' an' I ain't a debt in the worl'!"

An acre of land doesn't mean in Alabama what it would in the Genesee valley or near Chicago. But it has a value for the man who can dig that value out.

The southern negro is not always careless and happy-go-lucky. A stout fellow named Burroughs said at the conference that he lived on bread and water until he saved money 'nough to buy land. Plenty of negroes who are now prosperous tell of early struggles when they and their families lived on bread and "sassafras tea."

I am told that Tuskegee (recent the second syllable; the "g" is hard) is the largest technical school in the United States, without regard to color. I do not vouch for the statement, but last year there were 1,253 students from 29 states and territories; six foreign countries were represented, including 14 students from Cuba and Porto Rico. There are besides 169 little children in the training school; there's a night school for the town youth, and an afternoon cooking school—in all over 1,500 pupils. There are some 50 buildings devoted to various purposes, many built by the students, bricklayers and carpenters. The wagons used on the farms are made by the students, the tools they need are turned out on the grounds. Girls are



DOROTHY HALL, TUSKEGEE INSTITUTE.

For the Industrial Training of Girls; Built Entirely by Student Bricklayers and Carpenters.

timental reasons I retain. Last year I rented a 'two-mule farm' to an old negro named Andy, who had always lived on the place. A 'two-mule farm' is 50 acres, one and three-mule allotments being respectively 25 and 75 acres. The basis of measurement is cotton land only, a liberal but unmeasured strip of corn bottom being thrown in with each rental as a necessary condition. I may add that another necessary condition was the loan by myself of \$50 to Andy to make the crop; the rental price was to be \$60, which with the loan was a lien on the cotton he should wring by his labor from the earth.

"Absorbed in my affairs, I heard little from the busy hum of toil upon the plantation until summoned thither by an extraordinary legal tangle. Andy had promptly sublet his lease to another negro named Jim, and both Andy and Jim had contracted the unmade crop to agents. Jim did the work, and naturally claimed the disposition of the result. Andy's agent sued him for breach of contract; I had to hire him a lawyer and pay his verdict with the costs, amounting to \$49. Whether Jim had also borrowed money for his season's expenses, and how he and Andy finally settled their affairs I forbore to ask. As for myself, the rent money was two dollars short, so that my remuneration for 75 acres of the finest cotton land in the south, sir, was ten dollars, which did not cover my railroad fare to settle matters for Andy, to say nothing of the loss of time."

"Why did you have to pay Andy's judgment and costs?"

The colonel looked puzzled for a moment; then a look of pain crossed his expressive features. He seemed hurt, but controlled his feelings manfully. "Possibly I forgot to mention," he said, softly, after a brief pause, "that Andy was one of our negroes. He has always lived on the plantation, sir. And his action, though unbusinesslike and not conducive to the orderly conduct of affairs, was not malicious."

"The southerner is always ready to tell such a story, and he tells it with the skill that makes his section the breeding ground of novelists. And yet the negro is there, on the plantation, where he was 'befo' de war.' And the cotton staple has far more than doubled since 1850, while truck-farming, not even thought of then, has grown to vast proportions. The plantation negro and his mule are the makers of the south. They are the foundation. And into his cotton and his corn—cloth to cover and food to feed the world—the negro is plunging with vigor. He's working for himself."

It's the black man's turn now to tell a story. Here it is, just as Stepney Lipscomb told it at the Tuskegee farmers' conference:

"I began workin' for board an' clothes, but p'tty soon my white folks say: 'Stepney, you's wo'th wages now.' An' I allers answer: 'Thank you, sir.' I never give no mortgage."

taught gardening and hen-raising as well as domestic arts. The school has an endowment of over a quarter of a million, which is rapidly growing. The state of Alabama votes it \$4,500 every year, and the white neighbors have the kindest feelings toward it.

Over 500 former students of the institute are scattered about the south at work in smaller, less known training schools, or on farms and in factories.

One of these smaller schools is known as the Snow Hill Institute, and it has a history.

Some years ago one William J. Edwards, of Snow Hill, who was and is as black as the ace of spades, and was then 12 years old, ragged and half starved to boot, started for Tuskegee on foot. He got there somehow and worked his way through, but at one particularly knotty place applied to a white man whom he had known in Snow Hill for a loan of \$15. This man, Mr. R. O. Simpson, had forgotten the boy, but sent the money. And he had forgotten boy and money both when, years later, a well-dressed negro came up to him one day and counted out \$15 with the interest.

The white man's share in what followed was quite as creditable as the black's. He furnished 40 acres of land upon which Edwards started a little school in an abandoned one-room log cabin. Now it has ten teachers, ten buildings, all small but necessary to the 13 different industries carried on, more than 400 pupils and the necessary cattle, pigs, mules, etc. Mr. Simpson is the president.

Negroes who do things like this agree that white men wish to help them. Says Edwards: "At first the white folks didn't feel very kindly toward us, but we went on trying to do right, and in the seven years we have been running the prejudice has died out. Our patronize our blacks m'ith shop instead of going elsewhere; and when we wanted a new building a little while ago they subscribed lumber, nails and money. Most of them are poor and can't give much, but they give what they can. I believe that the way to get along with the white people is to be patient and polite, bear with them when they misunderstand us, and make it a rule to put something valuable into the community where we live instead of talking everything out."

This may not be as amusing as the colonel's story about Andy and the "two-mule farm," but it takes both sides to make the thing complete.

JOHN LANGDON HEATON.



New Fields Are Opening for Him.