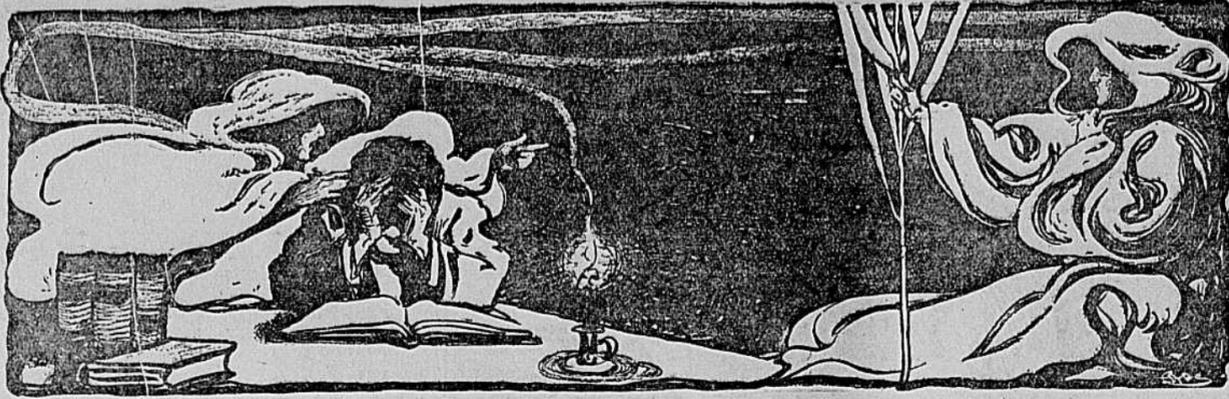


For the Man Who Works With Hand or Brain.



Any One Who Knows Beans Can Get Money Raising Them

By Percy Taylor.

Raising Beans May Be Made a Pleasant and Profitable Business for Man Understanding Them.

There must be something seductive in the nature of beans, at any rate most of those who essay their culture become absorbed in the pursuit, which really is the best one an amateur may undertake to follow. It is almost sure to lead to tangible results without much labor. From no other is an untalented gardener likely to derive so much satisfaction as when he attempts to raise this familiar esculent. Practically he grows three crops in one, as if proper varieties are selected, the green pods when fresh gathered furnish a delicious dish, a little later the beans, shelled just as they attain their full size, and an even greater luxury, while we all know how good they are when fully matured.

Flageolet Bean Good Crop.

Next in value as a shelled bean comes the red kidney, or flageolet, the seed of which is considerably larger than the golden drop, though not produced so abundantly. There are many other varieties which, owing to their brilliant coloring or peculiar markings, it is interesting to grow, but for general utility I have found none which equal those I have already mentioned.

Sure of Bountiful Crop.

One of the strongest inducements for an amateur to cultivate beans is that they are absolutely sure to yield a bountiful crop with little labor, no matter how inexperienced the grower may be, provided a few simple rules are complied with. If the seed is fertile and the time of sowing well chosen, the young plants spring up in a magic manner. In consequence raising them is a way which has discouraged so many would-be gardeners whose first experiments have been made with other crops. The best way to sow them is in straight rows only just wide enough apart for a narrow rake to be drawn between them. This should be done almost daily for a couple of weeks after the rows are distinguishable, not so much to eradicate weeds as to break the constantly forming crust, and keep the surface of the soil well pulverized. After that period the spreading foliage of the rapidly growing plants will cover the intervening space sufficiently to render further cultivation unnecessary and, indeed, undesirable, for vigorous growth as the bean plant is, it is delicate and resents much interference, especially in damp weather. For this reason raking between the rows is only permissible when the surface of the soil is reasonably dry and there is no dew or rain drops on the leaves.

Best Way to Plant Beans.

The easiest way to put the beans in the ground is with a hand planter, several cheap varieties of which are on the market. Any of these can be set so as to deposit three or four seeds at a time. In a small garden the dropper should be inserted at six inch intervals, and the plants thinned to two in a place as soon as the second leaves appear. On a larger plot, if thinning out is not deemed desirable, the distance apart should be doubled.

Grow to Immense Size.

When dry the beans are quite as good and quite as easily cooked as any other, although owing to their immense size they require considerable cooking. For some reason or other, probably because they have always been regarded rather as flowers than vegetables, many people in this country are averse to eating these beans, some even regarding them as poisonous. There are no grounds for this prejudice, as they have been used in England for centuries, though usually in a sliced and green form. However, does not prove they are not wholesome when matured, but simply that the English folk do not know how to use them to the best advantage. Native grown seed thrives well here, and any householder who has a fence or trellis to train them over can raise a more bounteous crop from a few runners than from a large bed of any other variety. They do best on soil well fertilized with thoroughly decomposed manure, as, for that matter, do all beans, as the popular idea that they will thrive on poor soil is a fallacy, due possibly to the old saying with regard to a worn out farm, describing it as "too poor to raise beans."

Great Range of Varieties.

As to the different varieties of dwarf beans, the botanical name of which is Phaseolus vulgaris, they are innumerable, but most of them are by no means as desirable as seedsmen's catalogues would lead one to believe. There are several essential qualities a bean must possess besides the main desideratum of a prolific yielder. From the housewife's standpoint it must furnish stringless and tender pods if she has to cook them green, and the beans must be easy to shell if they are to be used when fully formed. These attributes hard to combine in a single variety. Wardell's wax comes as near filling the requirements as any I have tried. It is a comely bean of kidney shape, its color pure white with the exception of a purple eye. It matures early and its long pods are tender, but unfortunately there are few on a stalk. Still I think it preferable to either the green or golden Valentine, as both are hard to shell when dry, but Valentines come to hand so quickly that a few should be planted by those who are probably the best sort for second sowings. The dwarf horticultural or wren's egg, also has some good qualities, as the pods when young are tender and attractive, while the ripe beans are prettily marked, resembling, as their name denotes, the eggs of a wren. The vines have a tendency to droop, however, or in a wet season much of the crop is liable to damage, and in any case these beans are hard to shell when dry.

Though the above mentioned sorts are good in their places, nothing for a main crop to be used when shelled, either green or dry, can equal the golden drop, an improved variety of the yellow Swedish. This bean matures slowly and one of its most valuable attributes is that the leaves remain green and the plants maintain their vigor until the seed is fully ripe, so the pods are always carried well off the ground. In consequence few discolored beans are produced, so merely thrashing will yield as clean a sample as can be hand-picked from almost any other variety. When they attain their full size, which is satisfactorily large, the golden drops are cream white with the exception of a small violet eye. As they ripen they turn a rich golden yellow and when dry present an attractive appearance. The pods being tough and smooth they shell easily at any stage of their growth, an advantage which more than counterbalances the drawback of their being stringy when green. The shelled beans, either green or dry, have

Should Employe Who Steals Be Given Another Chance?

By L. M. Blanchard.

“WHAT shall we do with this employe who has gone wrong?” It is a question troubling the heads of more financial, industrial, and mercantile establishments than the average reader will believe readily. One man at the head of a business employing 5,000 men and women has assumed to answer the question for his house. “We figure in our business that two-thirds of the petty thefts in the house are traceable to the managers of departments and to the management generally.” Failing to judge character and the environment of the individual as we should, we discover that the temptations of the place into which the individual is put have overcome him. He has taken money. Why did he take it? And how systematically and how much?

without reserve, promising wherever he might be in the future to make a restitution of the money. Every cent of the abstracted funds had gone to the needs of the family. Having an insufficient sum on which to live and facing wants and wishes of his young wife, he had become a thief, irresponsibly.

Saved and Made Valuable.

The manager saw these things. He saw the responsibility of the house. To turn the young fellow out, disgraced, would be to ruin him when he was culpable in the least degree. Could the house keep him, putting him where under pressure, if need be, he could earn enough for his needs?

It was four years ago that this proposition came in this form to the manager of a great business. Today, using the words of the man, “You couldn't drive that fellow from the house with a club; or, if you could, the house wouldn't stand for it half a minute!” Not only was this young man saved to himself and to his house, but in those four years twenty other persons discovered in small peculations have been given the same consideration and are fixtures in the business, removed from all temptations of money and serving better in other capacities than they could serve where money is. Five individuals out of a pay roll of 3,000 is not a large percentage of the working force, but to the manager of the business these five persons have been worth while to save and worth while to keep.

But against this group of twenty-one persons the records of the house read plainly to all subordinate managers—“before promoting John Smith, please see the general manager.” It is the echo of that old first question, “What shall we do with this employe who has gone wrong?”

Problem Never Is Solved.

In this way, considered from the position of the business man, the problem of the man who has gone wrong never is solved. When the ungentlemanly business man has considered the possible ignorant part which he has played in the fall of the man, he is still handicapped in his amendments. We will admit that the manager's negligence in sizing up his man has brought the employe into a lasting shame, leaving a scarred conscience that may never heal. Yet it would be absurd to consider the moral of business in an attempt at making moral restitution. It is a something done that cannot be undone. The victim has been a full party to it and the employer at most has been unfortunate in a hurried guess.

In a possible attempt to make a full material restitution for the ill a general manager of a great business must consider first the keeping of the person in the same line of work in which he proved too weak in his heart with temptation. This in itself would involve a conscious risk against which the management would have little reassurance. But greater still there is the menace that the story of the slip may leak out in a great house. This would make an impossible situation at once. To the thousand honest, struggling ones would come the disheartening, demoralizing thought that honesty in the establishment is at a discount. And to the crooked one, left in his position which he has betrayed, there is the thought that he is irresponsible to the business.

Is “Another Chance” Folly?

Here is the basis of the reasoning of many men that an employe who has been unfaithful to a trust, no matter what his penitence and his determination to make restitution, must be dismissed summarily for the good of the service. It is folly, from his material point of view, for the sociologist to theorize that, having “burnt his fingers” once to his shame and disgrace, the man will not offend again.

Practical experience in business has never borne out the theory. It becomes a concession

in itself to retain such a delinquent anywhere in the business, and when this concession has been made it seems to be the only practical procedure to show the crooked one that there are positions in the house to which he never may aspire. After which, if he chooses to stay and make the amends that are in his power, he may be assured that the management during his good behavior is willing to forgive but not to forget. To forgive may be humanitarian and unselfish; not to forget is business, however, and it is a business proposition when all has been said.

Different Degrees of Theft.

The field of peculation in business is so wide and the opportunities so diversified that the theft of \$10 or \$100 scarcely ever may be under conditions similar to another theft of like amount. Allowing for the difference in mental capacities and responsibilities, the theft of \$10 by a paying teller in a bank never could be overlooked as the theft of \$10 in postage stamps in some mercantile house could be. The first always would be deliberate theft; the other might be little more than covetousness intensified by opportunity and necessity. “The way of the transgressor is hard.” Business, after thousands of years, has not tended to make the way easier. It promises to make it more stony and impassable than ever before. The young man in business cannot learn the truth of this too soon.

That moral idler who never in his life accomplished an active good may be infinitely worse than the strenuous one who incidentally has done nearly everything that is bad.

—JOHN H. HOWLAND.

Is City or Farm Job Best? Experience of Country Boy.

By John Connor.

WHERE shall the worker live—in the country or in the city? This is an old and much asked and answered question. Naturally, all men wish to live where they have the best chances for pursuing wealth and happiness with prospects of success. Some argue that the country is the place for the worker. Others maintain that it is in the city that he can do the best and secure the most satisfaction out of life. Both statements are true, if one will only separate the different kinds of workers and assign them according to their trades or occupations. But neither one is true if by “workers” is meant the whole list of general wage earners, for what is salt for one is poison for another, and where a man in one vocation would be best off away from the city the man in the other can do his best only in the city.

Country Best for General Worker.

In view of my own experiences I must say that to me the country is the best place to live in. I have no trade or special knowledge of any kind to fit me for a high class position in the city; in fact, in the city I must take work at wages that give me a living and nothing more, and I must work harder to make this living in the city than in the country. When a young man or woman feels inclined to leave the country and come to the city I would advise him or her to do so—for a trial. They should not cut all ties in the country and come to the city determined to stay for good. Let them come and work for a few weeks; then at the end of this period they can tell whether or not the city is the place for them.

Tries City, and Quits It

In common with hundreds of other young men and women from the surrounding country I came to the city a year ago at the beginning of the Christmas rush, and worked through the first week in January. I did this as an experiment, to ascertain if possible whether removal to the city would be a profitable plan of action for me. I spent six weeks in the city, and at the end of them I went back to the country. I had enough of the city. The country for me forever after.

the place. I work hard—harder than do many city workers—and, like other farmers' sons, I do not have much ready money for my own. It was this continual lack of ready money that prompted me to go to the city. I knew that wages were good and work plenty in the city, and I must say that at that time I was foolish enough to think that I would be better off and have more fun on \$12 a week in the city than working without regular wages as I was on the farm.

I came to the city and got work in the shipping department of a large store. My wages were \$8 a week. My work began at 8:30 in the morning and under ordinary conditions ceased at 5:30, but during the holiday rush I worked often as late as midnight. Of course in this manner I saw the city from the most unfavorable side. I worked much harder and had less time for myself than if I had come at any other time of the year. But I was aware of this fact, and reasoned accordingly.

It was the money proposition that convinced me that the city was no place for a man of my lack of training and education. At \$8 a week I could just manage to live, and I lived much poorer than I ever did in the country. Here is how the \$8 went each week:

Room rent \$2.00
Carfare60
Breakfast and supper (meal tickets) 3.00
Lunches 1.40
Laundry80
Total \$7.80
This left me the munificent sum of 40 cents each week with which to get my hair cut, or buy a new tie, or squander carelessly if the fit took me. And I had to wear clothes, too!

Hard to Get Living Wages.

If I made a success of my work I would be earning \$9 a week within six months. This would leave me \$140 over and above the necessities of life. I figured up the number of

Procrastination a Persian Virtue.

By Geo. Murray

PUNCTUALITY is one of the recognized principles in modern business methods, and without it few men ever hope to achieve success. But there are parts of the world where punctuality is held of no account in the making of successful transactions, and among the Persians it absolutely is unknown.

According to Henry Savage Landor, who has spent much time studying business methods among these people, the Persian hates anything that savors of promptness. He is a dreamer, and, although he cannot be called absolutely lazy, as he is usually absorbed in deep thought, still he seldom has little leisure for anything else. The returns for his work, however beneficent, are too small for his expectations.

In marked contrast is his abhorrence for punctuality. There is no country where time counts for less. He thinks nothing of making a business appointment for 10, delaying it until he only to explain that he wished he might have come sooner, but it could not be helped, he has just finished his morning meal. However important the business transaction may be, he will not give it his attention until he is ready.

Persian the Champion Procrastinator.

It was only recently an Englishman called on a dealer to buy Persian rugs. The servant brought the word, and the merchant commanded him to tell the stranger to return in a few hours and he would see him.

The word was brought back that the Englishman had to make a train within an hour. “Then let him go,” said the dealer. “My meal is as important as his train.”

The mafiana of the Spaniard sinks into perfect insignificance when compared with the habits of the Persian. Punctuality is especially unknown when it comes to payment of debts. He must take time to reflect about everything, and will not be hurried. Three months to a creditor, or even six months, seem terribly short in his eyes. A period of twelve, eighteen, or twenty months suits him better, but he never is ready to pay unless placed under great pressure.

A Frenchman called on a Persian one day and asked him to pay a debt, but a indifferent debtor made answer: “I will pay you some time.” “When is some time?” queried the impatient Frenchman. “Is it twelve months, eighteen, or two years?” “I don't know,” answered the bland son of Iran. “I guess we had better say when I am ready.”

Usually Pay Debts—Some Time.

It must be said to their credit that they usually pay in the end, but they wonder why people should worry when they have so much time. It is quite beyond them to realize what difference it makes whether payments are made today, tomorrow, or a year from today. They look upon American haste

as an acute form of lunacy and believe that our strenuous life is so foolish it is not worth consideration. As a cultured Persian recently told an ambitious young American, “I work a little, enjoy much, and live long, while you work much and will die before you attain the fruits of your labor. We must take time to sleep and enjoy our food.”

Business conducted in European and American fashion cannot prosper in Persia. It is hard to say whether this desire to simply act on impulse is due to temperament, conceit, or climatic conditions. With conditions such as they are, the economic development of production, distribution, and circulation are bound to be hampered.

The currency is another difficulty that limits the making of business success. Gold coin is a mere commodity, and is so scarce it is used chiefly for presents and hoarding. Silver is not obtainable except in small quantities, and most of the imported silver comes from Great Britain.

Best as Money Lenders.

In spite of these obstacles, most Persians earn a livelihood and often succeed. They are skilled craftsmen, showing wonderful ability for weaving and the working of metals, but they are seen at their best when making loans of money at high interest on ample security. They often get from 50 per cent to 80 per cent, sometimes 100 per cent, while 15 per cent is deemed a modest amount for small private loans.