

# Heart to Heart Talks.

By EDWIN A. NYE.

## NEVER TOO LATE.

J. W. Jones of Gloucester, O., aged seventy-three years, certified to the supreme court that he had begun the study of law preparatory to admission to the bar.

As three years' study are required, Mr. Jones will be seventy-six when he is admitted to practice.

"On the other hand—  
The other day a man aged thirty-five, of large property, was heard to remark, "I would give everything I have for an education." He did not mean it.

There is a woman now in Oberlin college who began a course at the age of seventy which to complete will require her presence in the college classes until she is eighty.

A man above the age of seventy recently applied for admission to the Missouri State university.

"It is never too late to get an education."

Do you remember the story of the little German woman of Chicago who was left a widow at thirty with three children and who educated herself? She entered the high school, sitting alongside the boys and girls, some of whom thoughtlessly made fun of her poor English. She supported herself and children by sewing at night.

Now that she has completed her high school course at the age of thirty-four what do you suppose she intends to do?

She is planning to spend four more years in a normal school to fit herself for teaching. Some of the children have grown up and will help the mother.

The fact is there is no excuse this side of eighty for any one to say, "It is too late for me to get an education."

Go into the college classes and note there the presence of the large number of men and women in middle life.

Think of the thousands who, denied school privileges, are taking courses in correspondence schools, receiving their lessons, making their credits and taking their examinations, all by means of the mails.

And think of the other thousands, many of them married women, who are supplementing a meager school education by taking Chautauqua courses or by means of literary and study clubs.

Do you want an education? If you have a real desire the accomplishment is possible. It all depends upon your will power.

There was a day when ignorance was excusable. That day is past. Men and women, many of them, were denied an education in a former generation. Today whoever will may drink deep of the Pterian spring.

## KEEP IT TO YOURSELF.

Do not whine.  
Hold up your chin.  
Every one of us in this life must carry his own load.

And in the bearing of these burdens come strength and self respect and satisfaction.

When one is a child one can go to one's mother for sympathy and help. But the time inevitably comes when one must carry his burdens alone—and up against the sharp corners of life.

Shoulder your pack!  
It is worse than folly to complain to your fellows that the harnesses of the load gall your shoulders. Do not talk about your troubles. Every one you meet is bending his back under his own burden. It is too much to expect the other man to lay down his load to listen to your complaints.

If you are hunting for sympathy you are likely to find only chagrin and loss of self respect.

Of course if you fall down and hurt yourself and you are a real object of pity the world's heart will be stirred in your behalf and help you to the limit, but so long as it sees you are able to bear your load it expects you to get under it.

Stand up like a man.  
Many of us who are older can look back and remember how we were tempted to "put up a poor mouth" because of some hard job we had received and how we buttoned up our lips and shut the hard luck story behind them.

By the means of pluck and persistence we pulled through, endured in silence and saved our self respect.

Do not whine.  
In the first place it is useless. The whiner gets nowhere and becomes a nuisance. He saps his own strength and he saps the world of just so much of its strength when he lays down his load and asks some one else to help him carry it.

Keep your tale of woe to yourself.  
He who endures in silence, keeping his own counsel, girding up his loins, makes his life worth while. There is heroism in it.

Sometimes life looks like a vast and intricate tangle. The pathway is stony and steep, and there are thorns in the way. But, after all—

This world that we are living in is mighty hard to beat.  
With every rose you get a thorn.  
But ain't the roses sweet?

## BOOKS AND READING.

A great man said, "Tell me what you read and I will tell you what you are."

What you read enters into the composition of your mind just as what you eat enters into the composition of your body.

If you read trashy stuff your mind

will be filled with trivial commonplaces and paltry sentiments. If you read good literature your mind will be filled with noble sentiments and thoughts that are worth while.

Plain enough, is it not?  
Now, what do you read?

The newspapers? Certainly. One must read the newspapers to know what is going on in the world. We live in a time when events are swiftly moving to their consummation. Not to be in touch with these great events is to be ignorant indeed.

You read a magazine or two? That is well. The best magazines, along with much that is inconsequential, offer much that is of interest to the discriminating reader.

It is well to say, however, that many persons spend too much time on the magazines. One should exercise a wise selection. Most of the magazine fiction is very poor stuff. Cut out the silly stories, and that will give you more time for reading the good books.

The good books are the older books, the books that have stood the test of time and intelligent criticism.

Read Shakespeare and Dickens and Thackeray and George Eliot and Hugo and Tolstoy and Hawthorne and Howells and Stevenson for entertainment and benefit.

Of course you should read history and not altogether neglect the standard poets.

When you have read and enjoyed some of the best authors you will have got into the real spirit of good reading, and you will be surprised that you ever cared for the transient and the trite.

Form the reading habit.

The reading of the best books, once become a habit, will enrich your mind, ennoble your heart, uplift your life. It will give you width of mental vision and strength of spirit. It will help to bear you over many a wave of trouble that would engulf a little mind that is thrown upon its own meager resources.

In good books you will find consolation and comfort and entertainment and forgetfulness of self. They will delight you through the years and prove a solace in your old age.

You will never be lonesome when you can find between the lids of a book companionship with the noblest and best of all the ages.

## THE MAN ON THE JOB.

The general manager of the road swung off the rear platform of his private car and walked back to the siding where a gang of section men were at work.

"Hello, Mike," said the general manager, who knew every section foreman on the line by his first name. "What's the matter here?"

Using forceful language, the foreman criticised the methods of the construction department. He carefully explained the difficulty and showed how somebody higher up was to blame.

The manager listened closely, putting a few well directed questions. When he got back to his car he made some private memoranda. In a few days an order went forth from the manager's office embodying Mike's ideas of reform in the construction department. It worked admirably.

Said the manager to a friend, "If you want to get at the bottom of railroad-roading, find out what the man in the small job knows."

Which is true not only in railroad-roading, but in every other line. The man on the job knows.

One of the most successful managing editors I ever knew organized a weekly session of all the men in his department. He called these meetings "brain throbs." Every man was absolutely free to talk, and the suggestion of the cub reporter was given as much attention as that of the city editor or the telegraph editor.

The manager got the "brain throbs" of the man on the job.

"I can learn more from my clerks than from my department heads," said a great Chicago merchant. "The clerks come in direct contact with the public. They know what the customer wants and what he complains of."

The shrewd political manager who wants to know the drift of public opinion in his state pays scant attention to the editorial utterances of the big city newspaper. He wants to know what the "country editor"—the editor of the newspaper in small city, in town and village—is saying about the issue.

The country editor knows.

The rule holds good in every department of life. And the wise employer of men and women does not regard them as mere machines. They are workers together with him. They are co-operators in a common enterprise.

Under our competitive system ideal relations between capital and labor are more or less difficult. The nearest approach to the ideal is that condition where the employer thoroughly trusts and freely consults his employees, where the employees fully trust and freely consult their employer.

## CHOOSE YOUR EMPLOYER.

Be careful how you select the man for whom you work.

Why not?  
If your employer takes pains in selecting you as his employee your interest in yourself is greater than his interest in you.

If he is responsible for what you do you are also responsible in large degree for what he does.

If he runs his business on bad principles you are a participant with him in those bad principles.

And if he has loose morals personally sooner or later, if you stay with him, you will lower your morals to his plane.

Young people do not appreciate these facts as they should.

The moral bias in the conduct of a

business and the personal influence of the head of the business are all important in their effect on the character of those who are employed in that business.

That employee is fortunate who takes a position with an employer whose business methods are correct and whose private life is above reproach.

If the employee discovers later on that the manager is other than this he should resign. Unfortunately, however, the employee usually makes his discovery too late and goes through life morally warped by the bad example.

Marshall Field was a great merchant who had correct principles of business. It is said of him that he trained more young men to be successful merchants than any other American business man. His assistants looked up to Mr. Field as a model.

Every man, woman and child in the Field establishment felt the force of the Field ethics.

John Wauamaker is another instance of the merchant prince who has succeeded along right lines. His forceful character and personal ideals permeate every department of his great stores.

The personality of the employer is a large factor.

Consider the influence in the industrial world of such men as Thomas A. Edison and George Westinghouse and the Studebakers.

High grade men at the front produce high grade men in the ranks.

Parents and guardians who place young people who do not know these things in the employ of the wrong sort of men are culpable.

Young man or young woman, whatever line of endeavor you select as your life work, be very careful in your choice of an employer.

## THE MAKING OF A MAN.

"Dad, I'm married."  
"Well, sir, you can now try your hand at making a living for your family."

Which is the reputed conversation between young Philander Knox and his father, the secretary of state, when the son had returned from an elopement with pretty Gertrude Roler.

And young Knox promptly accepted the challenge. He went to work the next day as an automobile salesman.

Query? Will young Knox make a man of himself as did Cornelius Vanderbilt when he was disowned for marrying Miss Grace Wilson?

The story is one of the most interesting and typical of our American life.

Cornelius was the oldest living son of the senior Cornelius Vanderbilt and destined after the family tradition to receive the bulk of the family fortune. But he fell in love with the wrong girl.

So strong was the parental anger that in the interview between father and son the former fell in an apoplectic fit, a second attack of which caused his death three years later.

A month after the interview the marriage took place, and young Cornelius went to work in the New York Central shops.

He studied especially the problem of locomotive construction. His income was limited for a person of his antecedents, but his home was a happy one, and he was doing a man's work in the world.

Then his father died.

The father's will left Alfred Vanderbilt forty-eight millions and cut Cornelius off with one million. Alfred lived in an atmosphere of scandal, and about every time a new story came out on Alfred it was announced that Cornelius had taken out a patent on a new invention.

Out of the thirty patents taken out by Cornelius one—a locomotive fire box—had so much merit that it was adopted by all the leading railroads, and the royalties, together with his other inventions, have made him a fortune that is now larger than his brother's.

The test proved the stuff of which he was made.

Will young Mr. Knox make a man of himself after the Cornelius Vanderbilt way?

Like Vanderbilt, he married against his parents' wishes. Like Vanderbilt, he has declared he will win a position in the world.

Let us hope so. He is independent, and independence puts red corpuscles in the blood. He will meet opposition, and opposition overcomes puff and forcefulness into character.

## "Double Fruits."

Double fruits may originate in either of two ways. Sometimes when the fruits are very young they may become accidentally pressed together so tightly that they crush together, as it were, and may then as they become older grow into one mass at this junction. This is a kind of grafting. This, however, is not the common origin of double structures. All fruits, like buds and the beginnings of leaves, originate in a mass of very soft cells, which are easily affected by mechanical influences. If one of these soft young structures, which tends to grow as a unit, becomes injured at its very tip, which is the place of most active growth, the growth ceases at that point, but continues on both sides of it, and if continues to grow without making an effort to reunite the two parts. The injury may be caused by the bite of an insect or by some other external cause, or it may be some one of the various influences we call "internal," although there is probably no real difference between external injuries and internal influences. In this way originate not only double fruits, but double leaves.—St. Nicholas.

## Didn't Hitch.

She—You say your sister's wedding went off without a hitch? How nice!  
He—Yes; the fellow she was going to marry didn't show up.—Chicago News.

## HUMOR OF THE HOUR

### "What Is It?" Answered.

Jones was inquisitive. He was also loquacious. He talked to everybody, and everybody talked to him. As a news gatherer and news distributor he was without a peer.

Jones was strolling down the street one evening when he met Doc Smithers rushing along at breakneck speed.

"Evening, Doc. Say, Doc, what's—"

"No time to stop, Jones," gasped Doc and rushed on.

"Huh! Funny Doc in such a hurry. Wonder what's— Good evening, reverend."

"Good evening, Mr. Jones."

"Say, just a minute. What's Doc?"

"I am in a great hurry, Mr. Jones. Good night."

"Well, I declare! Something's up sure when Rev. Thomas has no time to talk. Now, I just wonder—ah! How do do, judge. In a hurry? I just wanted to ask you— What? Haven't time? Well, don't it beat the world? Now, I wonder what the judge— How are you, Aunt Sally? Where are you going? What do you suppose?"

"Now, Mr. Jones, I just cannot wait a minute."

"Dear me, if that isn't about the strangest thing! Doc and the preacher and the judge and Aunt Sally all in a hurry. I wonder what's up out this way."

Jones sauntered on down the street and shared his astonishment with Bill Conway, Elias Peters and other citizens.

The final conclusion of this convention of citizens was that something serious had happened. It could be nothing else. An accident—a death perhaps! So the company began to move west. As they walked the number was augmented by newcomers at every corner.

On up the street they pressed, talking, gesticulating and prophesying until they came to the home of Mrs. Arkwright, Judge Gross' daughter. Here they halted. The judge was just leaving the house. Jones motioned the crowd to silence and, addressing the judge in an awed whisper, inquired, "What is it, judge?"

The judge straightened up, smote his chest with pride and answered, "It's a boy, by gum!"—Success Magazine.

### Soporific.

"I heard one man," said the playwright, "who attended the premier of my new play last night complain that it was so late when he got out."

"Yes?" queried the critics.

"Yes, and yet the final curtain fell before 10:45."

"Ah! Perhaps he overslept himself."—Catholic Standard and Times.

### Tit For Tat.

Stranger (to prominent clergyman)—I came in, here, sir, to criticize your church management and tell you how it ought to be run.

Prominent Clergyman (amazed)—What do you mean, sir? How dare you? Who are you, anyway?

"I am the humble editor of the paper you have been writing to."—Life.

### A Forgotten Art.

New Customer—I see you have Van Falutin for a customer. Are you aware that his ancestors came across on the Mayflower?

Tailor—So? It's too bad he doesn't try to emulate their noble deed.

"What do you mean?"

"I made him two suits, and he hasn't come across yet."—Puck.

### A Restless Profession.

"You make it a rule to keep your constituents interested as much as possible."

"Yes," replied Senator Sorghum. "In politics there is no use of trying to let well enough alone. If you don't give people something to think about they'll be giving you something to think about."—Washington Star.

### What a Difference Now.

"Are you going to visit those rural relatives of yours this summer?" we ask of our friend who so often has amused us with his accounts of vacations on the farm.

"I will if they invite me," he answers, "but they're so blasted rich and exclusive now they make me weary."—Judge.

### On the Wrong Side.

"I once knew a man," remarked the observer of events and things, "who thought he was always on the right side of things until one day he got on the wrong side of a cow and tried to milk her."—Yonkers Statesman.

### Weakening to Parental Respect.

The Visitor—Well, Johnnie, I suppose you are going to grow up and be a man like your father?

Johnnie—No, sir; not like my father. You ought to hear what ma calls him.—Cleveland Plain Dealer.

### A Hard Proposition.

Anxious Father—I wish I knew what to do with my son.

Business Friend—What is he like?

Anxious Father—Well, they say he's very like me. (Silence.)—Boston Herald.

### Doubtful Compliment.

Mr. Bored—I wish I had your voice.

Miss Bawler (delighted)—Why so?

Mr. Bored—Well, then, I could stop it whenever I pleased.—Baltimore American.

### Better Pay.

Stella—The census man gets only 2 cents a name.

Bella—Well, I'll get \$2,000 for taking Jack's.—New York Sun.

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## CHARTER

OF THE CELESTE FIG PRESERVING AND INDUSTRIAL COMPANY, LIMITED.

State of Louisiana, Parish of Caddo: Before me, Robert A. Crain, a notary public in and for Caddo Parish, State of Louisiana, personally came and appeared P. T. Hedges, C. L. Jones, R. P. Moore, Lee N. Bush, Roland Williamson, T. C. Aubrey, R. R. Emery, W. B. Daniels, all residents of Caddo Parish, Louisiana, and T. M. Cook, a resident of DeSoto Parish, Louisiana, who declared that availing themselves of the provisions of the laws of the State of Louisiana relative to corporations, they have formed and do by these presents form and constitute themselves into a body politic and corporation for the objects and purposes and under the conditions, stipulations and articles as follows, to-wit:

### ARTICLE I.

The name and style of this corporation shall be "THE CELESTE FIG PRESERVING AND INDUSTRIAL COMPANY, LIMITED," and under this name and style it shall have and enjoy corporate existence for a period of ninety-nine years from date hereof.

### ARTICLE II.

The purposes for which this corporation is established are hereby declared to be to plant and cultivate fig and other fruit bearing trees and all farm and garden products; to construct and equip a canning factory at or near the town of Forbing, Caddo Parish, Louisiana, and therein to preserve all orchard, farm and garden products, preparing them for market in such a manner as may be determined, and to buy and sell such products both in the raw and manufactured state, and in general to do all things necessary and proper in carrying on a general planting and preserving business. The domicile of this corporation is hereby declared to be the City of Shreveport, Caddo Parish, Louisiana, and all legal process shall be there served on the president, or, in his absence, the vice president or secretary, according to law.

### ARTICLE III.

The capital stock of this corporation is hereby authorized to be ten thousand (\$10,000.00) dollars, divided into and represented by one hundred shares of one hundred (\$100.00) dollars each, to be paid for in cash or its equivalent at the discretion of the board of directors. This corporation shall commence business whenever three thousand dollars (\$3,000.00) of the capital stock shall be subscribed and paid in full.

### ARTICLE IV.

The corporate powers are hereby vested in the board of directors, to consist of seven stockholders, four of whom shall constitute a quorum for the transaction of the business of the corporation. The board of directors shall be elected annually on the first Monday of March of each year, beginning in

1911. The first board of directors, who shall hold office until their successors are elected, are hereby declared to be P. T. Hedges, C. L. Jones, T. M. Cook, R. P. Moore, R. R. Emery, Roland Williamson and Lee N. Bush, with the following officers: P. T. Hedges, president; C. L. Jones, vice president; R. P. Moore, secretary-treasurer.

### ARTICLE V.

This charter may be amended or the corporation dissolved, by a vote of three-fourths (3-4) in amount of the capital stock at a meeting called for that purpose. Whenever said corporation shall be dissolved by limitation or otherwise, its affairs shall be liquidated by two liquidators selected for that purpose by the stockholders, and they shall hold office and liquidate the affairs of the corporation until fully settled. In event of death or resignation of a liquidator, the other liquidator shall serve alone.

### ARTICLE VI.

No stockholder of the corporation shall ever be held liable for its contracts or faults in any further sum than the unpaid balance of his stock; and no informality in organization shall have the effect of rendering this charter null or of exposing any stockholder to any loss beyond the unpaid balance due on his stock.

In witness whereof the parties have signed this act of incorporation, in the presence of J. J. Lyon and W. S. Dennis, competent witnesses, on this 14th day of March A. D. 1910.

P. T. HEDGES,  
C. L. JONES,  
T. M. COOK,

per C. L. Jones.

R. P. MOORE,  
R. R. EMERY,  
LEE N. BUSH,  
T. C. AUBREY,

per P. T. Hedges.

ROLAND WILLIAMSON,  
W. B. DANIELS,

per P. T. Hedges.

Witnesses:

J. J. LYON.

W. S. DENNIS.

R. A. CRAIN,

Notary Public.

State of Louisiana, Parish of Caddo: I hereby certify that I have examined the above and foregoing charter, and finding nothing therein contrary to law, I hereby approve the same on this 4th day of April A. D. 1910.

J. M. FOSTER,  
District Attorney First Judicial District of Louisiana.

Endorsed: Filed and recorded April 4, 1910.

A. S. HARDIN,  
Deputy Clerk.

State of Louisiana, Parish of Caddo: I hereby certify that the