

Heart to Heart Talks

By CHARLES N. LURIE

"HOWDY-DO!"

Have you ever heard of little Bobby, the "howdy-do boy"? He is worth knowing. Bobby is two and a half years old. He lives in one of America's smaller cities. He is one of the bright, sunny haired and sunny tempered little fellows whose presence in a home is one of the highest blessings of life.

When the weather is fine Bobby sits on the veranda of his home to observe life. Whenever any one passes, from Bobby's lips comes the cheery greeting:

"Howdy-do!"

Bobby is too young to have heard anything about the things which are worth while, so he does not know that he fills a high place on the list. He is very much worth while, for he helps to lighten life for others.

The workman on his way to shop or office hears Bobby's greeting, and lo, the sun shines more brightly. The working girl on her way home after a day's toil sees little Bobby's smile, and the weary back and aching brain lose some of their pain.

The other evening a girl who looked tired, as though her day's duties had worried her, heard Bobby's cheerful "Howdy-do!" She stopped, turned toward him, smiled, stepped from the sidewalk to the veranda, took Bobby in her arms, kissed him and said:

"You dear, you are the first person that has greeted me kindly today. Bless your heart." Bobby smiled and said: "Dooddy. Tum again."

Of the salt of the earth is Bobby. And the parents who have so polished the precious jewel entrusted to their care—all honor and praise to them! It is safe to say that Bobby's name will never be found among those of "spoiled children."

But—There are too few "howdy-do" people. We could have many more such among children and adults if we would only stop to think how little a kindly greeting costs and how much good one may do.

Imagine yourself sitting on the veranda of life and watching the procession of your fellow human beings pass before you. There is no cheaper, better way of gaining for yourself the good name that is better than riches than by greeting them with a cheerful—

"Howdy-do!"

THE BASIS OF BUSINESS.

Asked "What is the basis of business?" most men would reply quickly without thinking:

"Money."

They would be wrong, quite wrong. In modern business money is only a medium of exchange, not the foundation of the exchange. The ground-work of business is not money, gold or silver or paper currency, but credit.

And credit is only another name for confidence, and confidence is a synonym for courage.

So you see the force which makes the wheels of industry whirl is in essence the same as that which impels the soldier to charge against the cannon's mouth and which steels women to fight "the bravest battle that ever was fought."

James J. Hill, railroad builder and pioneer of the northwest, is as keen a judge of business conditions as any man in America. He said the other day that the outlook for business depends more upon the courage of American business men than upon crops and banks.

If America's business men will reach out in confident gladness for the heritage of prosperity which is rightfully theirs America will see such an expansion of business, such growth in enterprise, such general diffusion of wealth, such advancement in the arts and sciences of civilization, as has never before been realized.

It all depends upon the American man's confidence in himself and his country. And in no less degree it depends upon the encouragement and stimulus given to the American man by the American woman, for behind every man striving to advance himself and his country stands a woman no less interested than he is in America's moral, mental and material progress.

The basis of it will be courage. Fear not to undertake that which seems good in your sight and which your conscience approves.

You may fall, but remember the old, true (perhaps trite) saying:

"Not failure, but low aim, is crime."

There are still stars to which no wagons are hitched, and they are waiting for drivers.

Throw over them the harness of your strong will and purpose, and see the star fly along on its glorious course, bearing you in its wake!

HUMAN RADIUM.

That was a happy thought that was expressed by a public speaker the other day when he referred to a certain eminent man noted for his energy and his faculty of getting things done by himself and others as "a bit of human radium."

So are we all—all bits of human radium. In the inorganic world the nearest thing to humanity is radium, that mysterious, marvelous substance which gives off minute particles of itself in an incessant, inconspicuously rapid

stream and is exhausted so slowly that a very small particle will last thousands of years.

Let us pursue the analogy. Every human being gives out rays and is not exhausted by the giving. There are rays of health and cheerfulness and influence for good, or there are rays of depression and gloom and incitement to evil doing.

Which sort of rays emanate from you? Are you an influence for good and progress in your family and your community, or do you lower the vitality of those about you?

You can choose the sort of rays you emanate, you know, if you really desire to do so, for you can control your mind, in which the rays have their origin. As the body is governed by the mind, so the mental center is also the center of radiation.

Radium is a discovery of recent date, but the power of personality, which corresponds so closely to the radio-active property of the new substance, is not a matter of recent observation. Many centuries ago it was remarked by philosophers that the man or woman of strong, vigorous personality exerted a distinct influence on those about him or her. This was nothing more or less than the sending forth of rays of individuality, just as the radium of today and of tomorrow and of all the centuries to come sends forth and will continue to emit its rays.

Radium is precious. So is personality. The value of radium, according to current reports, is \$100,000 a gram. To how much this figure out when the substance is bought by the pound may be left to the mathematician.

How much is personality worth? If it could be extracted from some heretofore unknown raw material, so that we might purchase it and incorporate it into ourselves, what would we not give for a supply of this precious power of influencing those about us?

IMPRESSING A STATESMAN.

From France comes a funny story. A certain town is served by the state railway. Some time ago it was decided that the town needed a new station. A start was made with the usual ceremonies and the work was begun.

But, in the manner of official construction the world over, it lagged and dragged until about six months ago, when work ceased altogether. The station was half finished.

One day not long ago the townspeople were astonished to find the station invaded by a large party of workmen who were creating a tremendous noise. Bustle and activity were everywhere, and the waste material around the unfinished station, the accumulation of months, was cleared up.

Naturally the townspeople asked the reason of this unwonted din, this sudden activity. The leader of the workmen replied:

"The minister of public works is traveling through here today, and we have been engaged for the day to make as much noise as possible, so he can see how busy we are."

Now, the French minister of public works, occupying a high place in the government, is not an especially simple, foolish or unsophisticated person. But wiser men than he have been fooled before now by the activity and bustle and noise which pass current for real work—sometimes.

It is false, counterfeit coin, of course, but sometimes it has the glitter and weight of the real money of labor.

Beware lest you take it for such, or attempt yourself to pass it on others. You will find on your trail the unrelenting detectives of your own conscience and your sense of time wasted and lost forever. They are less relenting than the government sleuths.

Some folks try to fool themselves thus.

They stir and bustle about, making what they think is a great splash in the ocean of the world's activities. It is in reality only a very small ripple, but they do not know that.

The real worker does not have to make a great deal of noise about what he is doing. Like an efficient machine, he moves silently and smoothly to his destined end.

And the end is generally a worthy one.

YOUR "INDICATED HORSEPOWER."

Now, the great and profound mistake which any typical man makes in regard to his day is a mistake of general attitude, a mistake which vitiates and weakens two-thirds of his energies and interests. In the majority of instances he does not precisely feel a passion for his business. At best he does not dislike it. He begins his business functions with reluctance, as late as he can, and he ends them with joy as early as he can. And his engines while he is engaged in his business are seldom at their full "H. P."—"How to Live on Twenty-four Hours a Day," by Arnold Bennett.

For the purpose of reckoning efficiency and with the end in view of getting the work of the world done man may be considered a machine, individually and in the aggregate.

That is to say, each man is a machine for a certain purpose, and all mankind taken together are one vast, complicated, perhaps inexplicable construction.

It runs smoothly, easily and efficiently, according to the viewpoint of the optimist. For the pessimist it emits the grunts and groans and creaks and rumblings that tell of disordered cogs and wheels.

Taken individually and separately, each human machine has a story of efficiency or feebleness. But even the best of them does not live up to its indicated horsepower, for human nature is weak and imperfect.

Every worker should try to bring his performance as close as possible

up to his "indicated horsepower." To do this it is necessary to eliminate waste and friction. It is necessary to keep the machine well oiled and supplied with fuel. It is needful to keep a close watch on the bearings that wear down in the course of time. First find out your "indicated horsepower."

This means find out your proper field of endeavor and then ascertain the sort of work you want to do in it. Then strive with all your might and main to accomplish it, to bring yourself, the human engine, within working distance of your possibilities.

Herein is where the human machine differs from that which man builds of inanimate materials. The latter is erected to accomplish a certain end, to do a certain amount of work. It very seldom or never goes beyond the builder's expectations.

It can be "speeded up" and forced beyond its limits, but that is done at the expense of wear of materials and length of life.

But the human machine grows in capability with the demands that are made upon it. Within it is the spark of humanity which drives it.

ARE YOU AFRAID TO THINK?

Once there was a wise man who said: "Most persons do not think. They only think they think."

If we could examine the brains of such persons, by means of the X rays or otherwise, we should find that the creases or fissures in the brains are not as deep as they are in the brains of persons who really think, which means that the amount of brain surface available for thinking is less than it is in the brains of others.

Their brains are not developed. Development, expansion of the brain, comes only through use, which is thinking.

Think for yourself! Do not let others do your thinking for you. In the interaction of idea upon idea in the mind, working as one cog does upon another in the wheel of a machine, there are growth and life.

It is not true, as is sometimes asserted and perhaps commonly believed, that the generality of mankind is not able to think. Within every mind dwells the spark of thought, which needs only the blowing of will power to glow and blaze into glorious fire.

Every one can think if he will do so, and every one should think unless he wishes to be classed among the beasts of the field, to whom the power of connected, consecutive, clear thinking is denied. It is the power to make use of the intellect which differentiates man from his fellow animals.

Not alone is the thinking of a poet "divine," as some of the writers assert. All thinking, of whatever sort, partakes of the divine character. Poets have no monopoly.

There is another side to the question. Not only are many persons too lazy mentally to think for themselves, but they are afraid to make the attempt. They will not betake themselves to an intellectual corner and reason out things for themselves, for fear the exertion will be too great for them.

They fear the fatigue of thinking. "There was not one in all that brilliant circle who was not afraid to go home and think," said Dr. Johnson.

He meant that there was not one who was not afraid to sit down with his own soul and reason out the facts of his existence.

There was bitter reproach in his words. There is mental if not moral guilt to be charged against the man or woman who is afraid to face calmly and thoughtfully the problems of life.

Be not afraid to think!

Where Gray Found Poetry.

Burnham Beeches are not part of London's heritage, but were luckily acquired by the corporation toward the close of the last century. This picturesque fragment of old English forest was a favorite haunt of the poet Gray, as it is of modern artists. Writing to Horace Walpole in 1737, Gray says, "I have a forest all my own—I spy no human being in it but myself—covered with most venerable beeches and other reverend vegetables that, like most ancient people, are always dreaming out their old stories to the winds." The beeches are fabled to have been pollarded "by Cromwell's soldiers," who wanted wood for gunstocks, but "Cromwell" is given the discredit for most devilry done to artistic beauty.—Westminster Gazette.

The German Empire.

Since 1871 all the states of Germany form an "external union for the protection of the realm and the care of the welfare of the German people." For legislative purposes, under the emperor as head, are two houses of assembly, the upper house of the federated states, representing the individual states, and the lower house or reichstag. The former corresponds very closely to our senate, while the latter resembles our house of representatives. Germany, while theoretically a monarchy, is in substance and practice as democratic a country as there is on earth.

Carelessness.

Half the disaster and dishonesty in the world are due to carelessness. A contract, signed and witnessed, is evidence that is rarely disputed. And carefully preserve your contract. See that it distinctly states that it means exactly what it says and that no verbal arrangement shall have any bearing upon it. A year after a man has made a verbal agreement he begins to forget the interests of the other party to it and invents a lot of clauses in his own favor which he says he distinctly remembers.—Howe's Monthly.

ROUND THE WORLD

Old Barbors are growing in popularity in London. Toledo is rigidly enforcing Sunday saloon closing law.

Letter carriers in Russia are paid from \$12.50 to \$17.50 a month. New York city's annual food bill is now estimated at \$650,000,000.

The income of a wage earner in Spain is from \$6 to \$8 a day. Last year nearly one-quarter of the population of Mexico were afflicted with malaria.

Only one person in a hundred inhabitants of Great Britain owns more than an acre of land. Derbyshire, Devonshire and Westmorland provide the best marble found in England.

Episcopal Methodist church, Philadelphia, has celebrated its one hundred and twenty-third anniversary.

Only 2,000,000 acres in the Sudan out of eighty times that area susceptible of cultivation are at present under tillage.

German milk dealers have asked the government to help them secure more sanitary conditions in milk transportation.

Euge trees, shielded high in the air on poles, are used to protect young trees in Berlin parks from too much sunshine.

The national nursery has donated to the municipalities of Chile 200,000 shade trees, which will be planted in the cities and towns.

Although the United States has more cattle than any other country, except India, it is the world's greatest importer of hides and skins.

Little Rock Historical Museum now contains the sword of General "Mad" Anthony Wayne, loaned by Dr. J. B. Wayne, a great-great-grandson.

Few turtles are being caught these days in the Bahamas, the annual catching having diminished for some time. Exportation of turtle shell has soon ceased.

Hereafter all motion picture films in Norway must be examined by two officials, who may call in a third person to help them in their decisions if necessary.

The largest settlement in Greenland is Sydproven, which has a population of 700, and the smallest is Skansen, in north Greenland, with forty-six inhabitants.

India has 315,000,000 people, less than half of whom can read even the native vernaculars. Nevertheless there are 658 newspapers and 1,902 periodicals published there.

The Lindenbergh observatory in Europe recently completed ten years of daily studies of the upper air conditions by the use of kites and both captive and free balloons.

In spite of the severe antiopium measures adopted in China, the imports of opium into that country in 1912 were still 2,924,000 pounds. In 1911 the number of pounds was 3,707,000.

One of the largest forest nurseries in the United States is conducted by the forest service near Haugen, Mont. It is known as the Savenac nursery and has a capacity of 4,000,000 young trees a year.

The biggest lobster ever seen at Boston is said to be fifty years old and weighs twenty-seven pounds. And to think it should end its career in Boston and never be permitted to see the palaces of the Great White Way!

The union printers of the United States take good care of their members who have fallen by the wayside. They spend nearly \$550 a year on each of the aged or invalid guests of the Printers' home in Colorado Springs.

That a prepaid telegram can be sent to Paris from London quicker via New York than if sent direct was the remarkable statement made by Albert Picard at the Franco-British travel congress held in London recently.

The new money washing machine installed in the Philadelphia mint by Burgess Smith, its inventor, weighs 6,800 pounds, has a capacity of 5,000 notes an hour and has two parts—one scrubs the note, the second gives it a cold water bath.

A grape presser in a California winery became drunk the other day on alcoholic fumes. The man brandished a club and was dangerous for a few minutes. The man is a total abstainer and was nowise responsible for his unfortunate state. He gave the police a bad half hour, but soon recovered.

Ginseng, never seriously considered as a medicine in this country, is bringing fabulous prices in China, as it is announced the root has brought as high as \$140 in gold a pound. Last year one lot of especially selected ginseng root sold at auction for \$27,16 gold a pound. It came from Korea, where it was found growing wild.

Most of Shakespeare's works have now been translated into Japanese by Professor Yuzo Tsubouchi of Waseda university and have been staged in leading theaters of Tokyo and other cities throughout the country. Goethe's "Faust" has been translated into Japanese on instruction of the government, and it has been put on in leading houses in the empire.

Fiume, Hungary, has had an exhibition of American foods unknown in that region. Among the articles shown were corn flakes, shredded cocoanut, hominy, maple sugar and sirup, corn sirup, imitation maple, buckwheat flour, peanut butter, cereals, shad roe, ketchup, chili sauce, canned corn, crackers, salted wafers, prepared wheat, canned pumpkin and mince-meat.

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Sheriff's Sale.

No. 17,466—In the First Judicial District Court of Caddo Parish, La.:

E. R. Bernstein vs. D. A. Welch. By virtue of a writ of seizure and sale to me directed from the Honorable First Judicial District Court of Caddo Parish, La., in the above numbered and entitled suit, I have seized and will offer for sale at public auction for cash and without the benefit of appraisement, of the principal front door of the court house of Caddo Parish, Louisiana, during the legal hours of sales, on

SATURDAY, DEC. 6, 1913.

Lot thirty-five (35) of block "C" of the Texarkana Annex to the City of Shreveport, Caddo Parish, Louisiana, with the buildings and improvements thereon. Said property seized as belonging to the above named defendant and to be sold to pay and satisfy the debt specified in said writ say in the sum of six hundred and twenty-five dollars with eight per cent per annum interest thereon from the 10th day of July 1911 until paid, and all costs of this suit, as well as ten per cent on said principal and interest thereon as attorney's fees.

J. P. FLOURNOY,
Sheriff, ex-Officio Auctioneer,
Caucasian, Oct. 30, 1913.

Sheriff's Sale.

No. 17,549—In the First Judicial District Court of Caddo Parish, La.:

Shreveport Mutual Building Association vs. G. G. Nesbitt. By virtue of a writ of fieri facias to me directed from the Honorable First Judicial District Court of Caddo Parish, La., in the above numbered and entitled suit, I have seized and will offer for sale at public auction for cash and without the benefit of appraisement at the principal front door of the court house of Caddo Parish, La., during the legal hours of sales, on

SATURDAY, JAN. 3, 1914.

Lot four and five and six of block "B" of the Joseph Howell subdivision of Ten-acre lots eight and nine in the City of Shreveport, La., as per map filed and recorded in conveyance book "P," page 751, of the records, office of said parish, together with all the buildings and improvements thereon. Said property seized as belonging to the above named defendant and to be sold without the benefit of appraisement to pay and satisfy the sum specified in said writ, say in the sum of

twenty-nine hundred and eighty-two and 68-100 dollars, with 8 per cent per annum interest thereon from Feb. 8, 1913, until paid, and the further sum of eighteen and 90-100 dollars with 8 per cent per annum interest thereon from Sept. 9, 1913, until paid, and the further sum of thirty-six and 40-100 dollars with 5 per cent per annum interest thereon from Oct. 1, 1913, until paid, together with 5 per cent attorney's fees on all of said above sums and interest as well as all costs of this suit.

J. P. FLOURNOY,
Sheriff, ex-Officio Auctioneer,
Caucasian, Nov. 27, 1913.

Sheriff's Sale.

No. 17,610—In the First Judicial District Court of Caddo Parish, La.:

T. H. Festervan et al vs. Minors Herve, Troy and Winnie Festervan. By virtue of a commission to sell, to me directed from the Honorable First Judicial District Court of Caddo Parish, La., in the above numbered and entitled suit, I will offer for sale at public auction for cash and according to law, at the principal front door of the court house of Caddo Parish, La., during the legal hours of sales, on

SATURDAY, JAN. 3, 1914.

The west half of the southeast quarter and the southeast quarter of the southwest quarter and southwest quarter of northeast quarter of section 33, township 23, range 16, Caddo Parish, La., with all the buildings and improvements thereon. Said property to be sold as belonging to the above litigants for cash and according to law for the purpose of effecting a partition.

J. P. FLOURNOY,
Sheriff, ex-Officio Auctioneer,
Caucasian, Nov. 27, 1913.

Extray Notice.

Taken up by Dock Thomas one mile north of Spring Ridge, La., and estrayed before me, the undersigned authority, one dark mare mule, about four years old, branded H2 on left hip, has on small bell with rope collar. Owner will come forward, prove property and pay charges, or the above animal will be sold at Spring Ridge, La., as the law directs, on Saturday, Dec. 27, 1913.

L. T. SYLVESTER,
Justice of the Peace, Sixth Ward of Caddo Parish, Louisiana,
Caucasian, Nov. 25, 1913.