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THE MIRACLE OF TENACITY

It is said that when genius has failed in what is attempted and talent says "impossible;" when every other faculty gives up, when tact retires and diplomacy has failed; when logic and agreement and influence have all done their best and retired from the field, gritty persistency, bull-dog tenacity, steps in and by sheer force of holding on wins, does the impossible. Ah, what miracles tenacity of purpose have performed! The last to leave the field, the last to turn back, it persists when all other forces have surrendered and fled. It has won many a battle even after all hope was gone.

It is the men and women who sticks at a job, who stand their ground with such suavity of manner, such politeness, such dogged persistency, that are successful.

A person who combines a gracious manner, suavity, cordiality, cheerfulness, tenacity of purpose, who never gives up, is very fortunate indeed. It takes grit to persist when everybody else would stop; to keep on working to an aim when others give up in despair; but it is just this ability to stick and hang, and yet not suffer your good sense or sound judgment to fail you, that enables you to succeed where others fail, that gives you a reputation for being capable. Polite persistency plays a large part in the success of many business men and women.

It is the person who can stick to the disagreeable job, do it with energy and vim, the one who can force himself to do good work when he does not feel like doing it—in other words, the man or woman who is master of himself or herself, who has a great purpose and holds himself to it, whether it is agreeable or whether he feels like it or does not feel like it—that wins. It is easy to do what is agreeable, to keep at the thing we like and are enthusiastic about, but it takes real grit to try to put our whole soul into that which is distasteful and against which our nature protests. Clear grit is always more than a match for any obstacle and has achieved all the really great things in the world's history.

We have talked with many a boy who complained that he had no chance, that he had no-one to help him, no influential friends to push him along. These young fellows should study the story of E. H. Harri-

man's remarkable career. Suppose young Harriman had said, as thousands of American schoolboys are saying today, "What chance have I, a poor country boy, with no relations able to push me along, with no way to get an education, to do anything worth while? My father is a poor man, earning not more than \$200 a year. What opportunity is there for me to rise?"

But young Harriman was made of better stuff than this. At the age of fourteen, with practically no education, he went to work with nothing to back him but a vigorous resolve to improve himself, a desperate determination to educate himself and work at the same time. This resolve constituted his only capital. He began as an office boy and through sheer grit and tenacity, climbed, step by step, until he became a power to be reckoned with in the railroad and financial world. It is said that his reorganization of the Union Pacific railroad system was one of the most colossal feats ever attempted by a business man. The road had long been in the government receiver's hands. There was a general belief that it was hopelessly in debt. Its equipment was wretched. It was losing great sums of money rapidly. Many railroads had gone to the wall. Great financial syndicates had attempted to remedy the situation. Even the Congress of the United States had failed to remedy the matter. Then Harriman stepped into the breach. All this time his penetrating mind had been studying the intricate problem, and all at once, when the outlook was most discouraging, an astounding proposition reached the government—an offer to pay fifty-eight millions of dollars in cash for the wretched road, and an additional twenty-seven millions to the holders of the first mortgage bonds. This was in February, 1898, and the man who made the authorities of the United States wonder, and the great financial syndicates of New York open their eyes, swung into the world's vision as a coming railroad giant. The result was that within three or four years from the ending of the government receivership, the once despised "streak of rust" reaching from Omaha to Odgen was paying good dividends.

Pure grit is the master key which unlocks all difficulties. What has it not accomplished?

The great life questions are: "Do you keep at it?"

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