

### Wise Dogs.

In Madagascar packs of wild dogs roam over the country. When the dogs find it necessary to cross a river, they gather on the river bank and howl and howl. From upstream, from downstream within the crocodiles, rejoicing over the feast to come. So soon as the crocodiles of the neighborhood are gathered, the dogs bolt helterskelter and cross the stream three or four hundred yards higher up. So the crocodiles take their dinner.

### Earns a Thousand Doll Year.

One of the pluckiest little business men in the country is Carl Gustafson, the son of Charles Gustafson, a fireman at the steel mill at Newcastle, Pa. Although but thirteen years of age and but four feet, four inches in height, this little fellow travels all over the country selling the Wellington Typewriter, drawing a salary of one thousand dollars a year. The boy has helped support his family since he was nine years old. At the age of twelve he was employed as a messenger boy by the Western Union Telegraph Company in Newcastle, but he has done other work, such as lighting, mending sleeves, driving wagons, selling papers, working in a paper box factory, cleaning out boilers, etc. He has a bank account with a savings bank in which he makes regular deposits of his earnings.

### Nuts to Crack.

Here is a list of questions for the white-wake boy. Can you answer all of them? You can see any day a white horse, but did you ever see a white owl? How many different kinds of trees grow in your neighborhood, and what are they good for? Why does a horse eat grass but a cow eats a cow herbage? Why does a top rise in one way and a bean vine the other? Which should a chimney be the larger, at the top or bottom, and why? Can you tell why a horse when tethered with a rope, always uncoils it, while a cow always winds it into a kinky knot? How old must a grape

vine be before it begins to bear? Can you tell why leaves turn upside down just before a rain? What wind will bear the greatest weight before breaking? Why is it Indian school boys dislike to wear vees?

### Why Young Men Fail.

Samuel Sloan, President of the Delaware, Lackawanna and Western Railroad, one of the foremost figures in the commercial life of New York. Far advanced in years, he is still as active as any young man in his employ, and is to be found at his desk every working day in the year. Mr. Sloan has been an observer of the rise of many young men from obscure places to positions of honor in the railroad world, and a momentary spectator of many failures. His views as to the root of failure have added value, coming as they do from one whose career is co-eval with the advancement of the business of transportation. Says Mr. Sloan:

"Failure springs from the indifference of young men to the detail of their work and their desire to grasp success before they have earned the right to its possession. Success may be explained in a few words, failure is so complicated and has so many causes that its definition is difficult.

Disparately spells failure for any young man. Intemperance, extravagance and ultimate poverty for the most promising youth. Lack of industry leads in every kind of non-success and is twin brother to most evils known in the sphere of commerce. No one wastes a day here or is uncertain either how much less should any employer waste a lazy man. Men who do their work indifferently are a drag in the market, and always will be.

The youth who wastes for himself a potential in which are entwined the golden business virtues integrity, sobriety, carefulness and industry will find himself wearing a crown of gold in nature's market. The prize of life set for the real participants in the great arena of business. The covetous man is content with very small rewards, if any. Nature has wisely decreed that none but the fittest shall survive in the physical world and in the world of work. — [The Saturday Evening Post.