

# AN INDUSTRIAL MIRACLE AND HOW IT HAPPENED

### Acting in Harmony with God's Law Always Produces Miracles, and Here's Proof of It, for the Especial Benefit of Hard-Headed Business Men and All Working People.

A great industrial experiment, in which the Golden Rule was made the motive and basis of everything, has developed within five years into a magnificent success. All of our great family of 50,000 readers wish to know about it, of course.

In less than five years a great spiritual principle has been applied practically to business, with golden results. So it is and will be with everything. The spiritual democracy is growing steadily in strength and self-sufficiency.

For those who desire something more than an outline, who believe that industrial warfare is as senseless and useless as international warfare, this story will carry the assurance that here is THE way to a realization of the ageless dream of brotherhood and peace on earth, through men of good will. Mr. Arthur Nash, the leader in the great experiment, tells the story. Give him your undivided and close attention.—Editor.

#### Development of the Company

The A. Nash Company had just gotten nicely into operation when our country was forced into the world war, and both of my sons entered the service. I became disheartened and discouraged; there was but little development in our business during 1917 and 1918, but during those two

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#### Are You a Freemason?

If so, you should know the difference between Operative and Speculative Freemasonry. You should know when Speculative or Symbolic Masonry began; how it began and where it began; when and how it came to America and its development; and how and when it came to your State. You should know when, where and how Scottish Rite Masonry began, and its history. You should know the difference between the York Rite and the Scottish Rite. You should know about the Royal Arch degree, and Council degree, the High Priesthood and the Knights Templar.

#### THE MASONIC HISTORY

published by Past Grand Master George Thornburgh, 33d degree Hon., will tell you all that and also the origin and history of the Eastern Star, and of the Shrine. It tells about the Morgan excitement, when a candidate ran for President on an Anti-Masonic ticket and almost swept Freemasonry out of this country. It contains a biography of George Washington as a Mason, and Albert Pike, so long the head of the Scottish Rite. It tells of the origin and present status of Negro Lodges. No other history contains such a variety. The price is only \$2.00, postpaid.

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Orders Received  
January and February, 1921... 14,425  
January and February, 1922... 21,645  
Total for these two years... 36,070  
January and February, 1923... 38,106  
Grasp These Essential Facts.

Perhaps the reader can better grasp the growth made during the last four years by considering the following facts:

At the beginning of 1915 we had an authorized capital of \$50,000 with a

Rule as a beautiful expression of impracticable idealism, as something to be admired, but never attained. After we put this divine law into operation in our factory I felt that there was something sacred about our plant every time I entered it; now, I know this is true. I realize we have invoked the highest law of God's universe.

THE GOLDEN RULE IS THE DIVINE LAW GOVERNING HUMAN RELATIONSHIPS, ACCEPTED BY ALL RELIGIONS AND PROCLAIMED BY ALL PROPHETS AND TEACHERS OF EVERY CREED. IT IS THE ONLY INFALLIBLE, WORKABLE, INDUSTRIAL AND ECONOMIC LAW IN THE UNIVERSE TODAY.

Heaven is Brought In  
I do not say it has solved all labor troubles in our factory; nay, it has done more, it has eliminated all labor troubles during the most trying industrial period of the world's history. I do not say it has driven out hatred, strife and selfishness; it has done more, it has ushered in love, contentment, co-operation and happiness; it has not only cast out hell, but has brought heaven to us.

I need not remind you that the year 1915, the initial year of what was then an experiment with us, will go down in history as the year of strikes, industrial upheavals and war. This was especially true in the clothing and textile industries. The clothing business, which had been known as the sweat shop of underpaid, underfed pauper labor, was the industry into which we had decided to introduce the Golden Rule. Do you wonder that we were faint-hearted and expected to fail?

Remember Bad Old Conditions.  
You also remember that during 1919 there were not only strikes, destruction of property and even murders in the clothing industry, but the one complaint of everyone was, no production. You also remember that clothing mounted to unheard of prices.

The year 1920 was ushered in with the same conditions, but conditions soon changed, and the last six months were a period of stagnation in the textile and clothing business; it was a period of non-buying, cancellation of orders, some factories running part time, others closing down entirely, and still others being forced into the hands of receivers, together with frantic price cutting and efforts to unload among retailers, from the Atlantic to the Pacific.

Behold God's Economic Law.  
Let us get this picture of general conditions in the clothing industry before our minds: In 1919 and early 1920, strikes, small production and exorbitant prices; the last six months of 1920, small business, orders canceled, factories closed down and unheard of price-cutting among merchants. 1921 was a year of readjustment, general shrinkage in industrial activities, many business failures, and very little expansion. During 1922 business started on the upward swing, temporarily at least, and the first two months of 1923 finds business and financial heads very optimistic.

Holding this picture in our minds, let us take a birdseye view of a factory where the Golden Rule, God's economic law, holds sway.

During the year of strikes the A. Nash Company had no strikes.

During the year of non-production the A. Nash Company increase their production over 1000 per cent.

Seeing the Amazing Growth.  
During the year of high prices the A. Nash Company manufactured made-to-measure suits and overcoats to retail at from \$16.50 to \$29.00.

Now note what happened when stagnation hit the industry. The A. Nash Company was not, at any time during 1920, able to get out its orders on time. Our faithful workers had not had a vacation since 1918. The early part of this year we promised them two weeks in July. We were forced to cut this figure to one week.

Let us take a look at the cold figures by which the hardheaded business man and banker measure success.

Total business in 1918... \$ 132,190.20  
Total business in 1919... 525,678.43  
Total business in 1920... 1,580,700.46  
Total business in 1921... 2,077,559.00  
Total business in 1922... 3,751,181.52

During the first two months of 1923, which brings us to the date of this statement, we have booked more orders than we did the first two months of the previous years added together, the exact figures being—

(As we are in the special order business each order represents a suit or overcoat.)

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At the beginning of 1915 we had an authorized capital of \$50,000 with a

\$4000 deficit; we now have a capitalization of \$1,000,000 with \$954,700 issued and paid for. Of the original capital stock the writer owned over five-sixths and the workers owned nothing; of the present capital stock the writer owns only a little more than one-half and the workers about one-third.

At the beginning of 1915 we had a little less than one-half of a floor in the Power building, and our entire working force, including salesmen, office-workers and factory workers, was less than one hundred. At the present time we occupy several acres of floor space and our entire working force is over 3000.

In addition to our large Cincinnati plant located at Elm, Henry and Pleasant streets we have a dozen big branches distributed in the large cities, each of which will average more floor space than we originally had.

No, friends this is not a miracle, except in the sense that acting in harmony with God's law always produces miracles. Every one of you will know, when I tell you what we did, that there could have been no other result.

God's Law at Work.  
When I discovered that God had given as infallible a law governing human relationship as the law of gravity, and decided to make conditions favorable for that law's operation, I began to study conditions in our industry. I discovered that at that time, and practically at all times since Eve sewed the fig leaves together, the textile and clothing industry had been the poorest paid industry in the world.

Having made this discovery I called our workers together at the end of 1915 and told them of these conditions, and that we expected to make the Golden Rule the only governing law of our industry, so long as we ran the business. I told them that it would be my policy when any of them came to me, which they were at liberty to do at all times, to ask themselves this question: "If I were in your place and you were in mine, what would I want you to do?" I asked them to let the same rule govern them in their actions.

(Continued Next Week.)  
Buy Only from Fair Firms.  
TRUE SUCCESS.  
It's doing your work the best you can and being just to your fellow man; it's making money—but holding friends, and staying true to your aims and ends;

It's figuring how and learning why. And looking forward and thinking high and dreaming a little and doing much; it's keeping always in closest touch with what is finest in word and deed; it's going onward despite defeat. And fighting staunchly, but keeping sweet;

It's being clean and it's playing fair; it's laughing lightly at Dame Despair; it's looking up at the stars above, and drinking deeply of life and love; it's struggling on with the will to win, but taking loss with a cheerful grin; it's sharing sorrow and work and mirth.

And making better this good old earth; it's serving, striving through strain and stress;

It's doing your noblest—that's SUCCESS!  
—From THE MASONIC ANALYST, Portland, Ore.

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A KLANSMAN'S PETITION.  
Teach me that 60 minutes make an hour, sixteen ounces one pound and 100 cents one dollar.  
Help me so to live that I can lie down at night and have a clear conscience, without a gun under my pillow and unhaunted by the faces of those to whom I have brought pain.  
Grant that I may earn my meal ticket on the square and that in earning it I may do unto others as I would have them do unto me.  
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Blind me to the faults of the other fellow but reveal to me my own.  
Guide me so that each night, when I look across the dinner table at my wife, who has been a blessing to me, I shall have nothing to conceal.  
Keep me young enough to laugh with little children and sympathetic enough to be considerate of old age.  
And when comes the day of darkened shades and the smell of flowers—the trend of soft footsteps and crunching of wheels in the yard—make the ceremony short and the epitaph simple. HERE LIES A KLANSMAN.—IMPERIAL NIGHT-HAWK.

"Oh, Brother Man, fold to thy heart thy brother;  
Where pity dwells the peace of God is there,  
To rightly worship is to love each other;  
Each smile a hymn, each kindly deed a prayer."

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**HARDING IS STIRRING UP RACE QUESTION**  
Special Dispatch.  
TUSKEGEE, ALA., July 5.—Harmony between the whites and blacks which has existed here for so many years is about to be disrupted and through the agency of the federal government, which will not recognize the Southern people's attitude toward the negro and which the negro for many years has been satisfied with.

A short while ago the government awarded a hospital for negroes to Tuskegee and then President Harding proceeded to appoint a flock of negro doctors on the staff of the hospital, in fact placing nothing but negroes on it.

The people of Tuskegee had indorsed the hospital project and were responsible for putting the plan over in Washington. Now they feel very resentful that the President will insist on putting blacks in control.

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"Popery as It Was and as It Is," by William Hogan. Although born in Ireland and educated and ordained to the priesthood, no one who reads this book can deny that William Hogan was intensely American, or that he wrote a forceful arraignment of Romanism. Price 25c  
"The Horrible Fate of Viltor Lamar" (200 copies left). Price 10c  
The July RAILSPLATTER (price 5 cents) will arrive in Portland about July 6 and will be on sale on the street, or write

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