FATHER O'HARA, ST. MARY'S CATHEDRAL, TELLS CHRISTMAS STORY

Apt Text Chosen by Catholic Priest for Exposition of True Meaning of Our Savior's Life as Applied to Lessons to Be Met With in Present Times.

And she brought forth her first-born son and wrapped Him up in swaddling clothes and laid him in a manger; because there was no room for them in the inn. Luke ii, 7.

WHAT memories must have flooded the heart of the Virgin Mother as, before the mute gaze of the humble beasts that gave hospitality to the Holy Family that first Christmas night, she lovingly wrapped her newborn babe in swaddling clothes and tenderly laid him in the improvised cradle of the manger! Months before she had knelt in prayer at Nazareth and had heard the marvelous message of Gabriel: "Hail full of grace! The Lord is with thee. Blessed art thou among women." "Fear not, Mary," the angelic words had fallen upon her ear, "for thou hast found grace with God. Behold thou shalt conceive in the womb and shalt bring forth a Son, and thou shalt call his name Jesus. He shall be great and shall be called the Son of the Most High; and the Lord God shall give unto him the throne of David his father, and he shall reign in the house of Jacob forever, and of his kingdom there shall be no end." And Mary had said to the angel: "How shall this be done, because I know not man?" And the angel answering had said to her: "The Holy Ghost shall come upon thee and the power of the Most High shall overshadow thee; and therefore also the Holy which shall be born of thee shall be called the Son of God." And the word was made flesh and dwelt among us.

How happily the weeks of springtide had passed in the possession of her wonderful heavenly treasure after the day of the Annunciation! How joyfully she had journeyed to the hill country of Judea to visit her cousin Elizabeth, where the unborn Baptist witnessed to his God. And Elizabeth, filled with the spirit of God, had greeted her with the ever-memorable salutation: "Blessed art thou among women and blessed is the fruit of thy womb." And Mary had answered in supreme exultation of spirit: "My soul doth magnify the Lord and my spirit hath rejoiced in God my Savior, because he hath regarded the humility of his handmaid; for behold from henceforth all generations shall call me blessed. Because he that is mighty hath done great things to me and holy is his name."

Birth Circumstances Explained.

A cloud had momentarily overcast her summer's gladness when a cruel suspicion came into the mind of her betrothed husband. But that cloud had been presently dispelled when the angel of the Lord appeared to her saintly spouse, saying: "Joseph, son of David, fear not to take unto thee Mary thy wife, for that which is conceived in her is of the Holy Ghost. And she shall bring forth a Son and thou shalt call his name Jesus. For he shall save his people from their sins." And autumn passed in the modest home at Nazareth with no event to dim the radiant felicity of the two virginal hearts that shared in purest mutual affection the divine secret of the speedy coming of the Expected of Nations.

As winter succeeded to autumn Mary and Joseph had turned their steps to Judea to be enrolled in the census which Augustus, the master of the world, had ordered that he might devise a scheme of universal taxation to fill his imperial coffers. To their ancestral home, Bethlehem, the city of David, they came only to find no human habitation available for shelter. Finding no room in the inns, they sought shelter in the outskirts of the town in an earthen cave which served as a stable. There, at the hour of midnight, in an atmosphere heavy and frosty with the breathing of cattle was born the Child whose life was to renew the face of the earth, and whose death would fling open the gates of heaven to the children of men. Then was fulfilled the luminous prophecy of Isaias: A child is born to us and a Son is given to us; and the government is upon his shoulders and his name shall be called Wonderful, Counsellor, God the Mighty, the Father of the world to come, the Prince of Peace." And so Mary, the Mother of God, brought forth her first-born Son and wrapped him up in swaddling clothes and laid him in the manger, because there was no room for them in the inn.

Shepherds Get Message.

To the humblest of the poor, to obscure shepherds keeping night watch over their sheep on the neighboring hillside, came the message of the angel: "I bring you good tidings of great joy that shall be to all the people. For this day is born to you a Savior who is Christ the Lord." And suddenly there was with the angel a multitude of the heavenly army praising God and saying: "Glory to God in the highest and on earth peace to men of good will."

The same good tidings of joy and hope and peace are brought with each recurring Christmastide to every soul that will receive them. Christ comes today as our Savior. He comes to lift us above our sordid surroundings; to liberate us from the tyranny of our passions; to free us from the bondage of sin.

The burden of our material surroundings lies heavily upon us. Nor while we are in this world can we hope wholly to escape its depressing influence. Vast multitudes struggle from break of day until well into the night for the bare necessities of life and many hardly attain even to these. The specter of poverty has become an obsession haunting the guilty conscience of the modern world. To be poor is the only sin in the world's catalogue. In view of materialism, sordid and soul-shrinking, poverty alone is a crime and the state of the poor without hope, their path without light, their life without joy.

To the great mass of humanity to whom materialism presents this dreary and hopeless gospel, the newborn Christ sends his message of sympathy and cheer and joy. Being infinitely rich, he becomes objectly poor. He chose to be born into a home of poverty; not even a human habitation, but in an earthen cave where the beasts of burden were sheltered from the chilling winds of winter. His first message was to the poorest of the poor. He sent no ambassadors to kings and magnates, but to the simple, obscure shepherds following their hard vocation on the unsheltered hillside. Christ sanctified poverty by being poor, and for those whose eyes are not holden poverty may be made the means of becoming more Christlike. This was the lesson learned by St. Francis of Assisi, whose chivalric devotion to his Lady Poverty made him at once one of the greatest saints and most successful of social reformers. Not great possessions, but peace and contentment with little, is the highest wisdom. "We dare be poor," was the defiance of the poet who realized that plain living and high thinking are inseparable companions.

The poverty which Christ chose at his birth he maintained in honor until naked and wounded on the cross he purchased for mankind the inestimable treasure of a heavenly inheritance. The story of his life is recounted in his answer to the question: "Master, where dwellest thou?" "The foxes have holes and the birds of the air have nests, but the Son of Man hath not whereon to lay his head."

Rich Get Temptations.

Not to the poor alone did Christ bring liberation from the heavy bond of material circumstance. It is as great a test of character to stand prosperity as to withstand poverty. How many temptations come with the opportunity of satisfying desires! Money can buy the gratification of every whim, the satisfaction of every degrading passion. The poor man is removed from many temptations that come to his richer brother. "Lead us not into temptation" is a prayer often answered by withholding the means of dissipation.

How the possession of wealth tends to corrode the heart! See the rich young man who came to our Lord. Endowed with every natural virtue, he finds his wealth a stumbling block to his salvation. He cannot think of separating himself from it, though he knows that one day he will be stripped of it all. And his unfortunate spiritual state calls from our Lord that pathetic warning: "How hardly shall a rich man enter the kingdom of heaven?"

Christ teaches from the crib of Bethlehem what a fearful responsibility comes with the possession of riches. We are but stewards, not the absolute owners. Whatever we have is from the hands of God. We are given the administration of a trust and one day the summons of the master will ring in our ears: "Come, render an account of thy stewardship, for now canst thou be steward no longer." What an example is the poverty of Christ to those who clutch their wealth closer to them as the years go on, as though they could take it with them through the portals of the grave! Their destiny is prefigured by that of the prosperous man in the gospel who communed with his soul: "Soul, thou hast much goods laid up for many years; take thy rest, eat, drink, and make good cheer." But God said to him: "Thou fool, this night they do require thy soul of thee. And whose shall be those things which thou hast provided?" Then will relatives quarrel over the inheritance; ill will and hatred will be bred between those who should be united by special bonds of affection. Young men will exclaim it were would be infinitely better off if they had to work for a living and young women will be enabled by the inheritance to devote time and means to dress and ostentation, setting false standards for the multitude to their own destruction and the ruin of society. What a lesson on the use of wealth is taught by the Infant Savior, who, being infinitely rich, became poor for our sakes that through his poverty we may be enriched!

Christ came to save us not merely from the depressing effect of our environment, but to set us free from the tyranny of passion. Liberty is the watchword today. Freedom is the cry on every lip. How jealously it is prized! Free thought, free speech, free life, free love. Free thought! Why should I be a slave to any man's opinion? Free speech! My lips are my own! Free life! Time is short. Gather roses while we may.

But who is free? Is he free who cannot banish the indecent and blasphemous word from his lips? Is he not a slave to whom the cigaretts or the cheering glass is an insistent necessity? Is there serfdom more debasing than that which enslaves body and soul in the bondage of lust?

Butterfly Life Condemned.

Is she free whose ambitions are dominated by the fashion plate and whose life is tethered within the narrow circle of social inanities? What is freedom? It is the ability to think what is decent, to say what is true, to live what is right and to love what is good.

It is the power to say "I will not" to the behests of passion, to the promptings of selfish impulse, and to the cravings of inordinate appetite. This is the freedom wherewith Christ has made us free.

How beautiful is the freedom of the children of God! To be the slave of no passion, to be shackled by no error, to be in bondage to no vice, to walk erect in the exhilarating sunshine of God's friendship, our consciences reflecting the truth of God's law; our hearts throbbing with devotion to God's will and our souls become again as innocent and humble as those of little children, making merry with the little babe of Bethlehem whose coming today proclaims glory to God and peace to men of good will.

Christ comes to liberate us not merely from the tyranny of passion but from the bondage of sin. What a crushing load is the burden of sin. He that committeth sin hateth his own soul. To what a state of degradation does it reduce him; the heavens turned to brass above him; his conscience becoming the worm that never dies, tormenting him, the weight of his iniquity bowing him down until he who had angels for his friends hath but the brutes for kin. To lift this burden of the human heart was the mission of Christ. "I come to save not the just, but sinners." "Son, be of good heart, thy sins are forgiven thee; go thy way and sin no more." "If your sins be red as scarlet, I will make them as white as snow, and if they be red as crimson, I will make them white as wool."

Christ comes as a little child to show us the way to his kingdom. Except you become as little children, you shall not enter into the kingdom of heaven. What a flood of memories comes with the thought of our childhood's innocence!

Never more gladly than at Christmas would we pray: "Turn backward, turn backward, O time in thy flight, and make me a child again just for tonight." Christmas is childhood's feast. It is a time for us to become children again in spirit, putting away the complex sophistications of our mature life, stripping ourselves of the habits of sin, purifying our hearts with penitence as gold is purified in the crucible. Today Almighty God comes to dwell with us in the form of a little babe. Truly no people have ever had God so near as we have. His delight is to be with the children of men. He wishes his people to approach his manger throne with their supplications and their thanksgivings, their adorations and their pleas for mercy. Ask today and you shall receive.

Our Lord would teach us to storm the very courts of heaven with sincere and persevering prayer. For there are more things wrought by prayer than this world dreams of. Many a victory over self, many a heroic resolve will be generated by silent prayer before the crib of the infant savior. Many a vow pleasing to God will be registered before him as he sits enthroned in the arms of his virgin mother. Many a heart crushed with sorrow and affliction will wrestle here with God in the twilight and the sweetness of God's consolation shall distill like the balm of Gilead. Its healing essence in the wounds of the soul. Tears of contrition shall steal down the cheeks of the penitent, and where the spirit knew nothing but bitterness and gall there shall come the refreshing grace and peace of Christ. The sinner will hear within his heart the echo of his childhood innocence, and he who had been a stranger to religious sentiment and had vainly striven to satisfy the hunger of his soul with the husks of sensual enjoyment will rise to self-conquest with the words: "I will arise and go to my father's house and I will say: 'Father, I have sinned against heaven and before thee; make me again as a little child that I may enter thy kingdom.'"

Today there is born to you a savior who is Christ the Lord. Christ liberates us from the bondage of our material environment; he frees us from the tyranny of passion; he delivers us from the slavery of sin; he is able to save us because he comes from above. Human nature can never be lifted out of its infirmities by merely natural power. It requires the condenscension of God.

See a mighty cataract, a Niagara, pouring its flood downward hundreds of feet from a precipice. It is harnessed to turn the dynamo and generate the electric current. Its power will light the cities and draw the cars and cut the tunnels and heat the homes of men. The river rolling languidly on the plain will never generate such power. But see the mighty flood leaping from the dizzy height and you have potential energy to drive the mills and bear the freights of a hundred cities.

So Christ has power to save because he is more than man. He comes from the royal heights of heaven with infinite power and mercifully raises fallen humanity to the dignity of the children of God. He comes today to bring to your hearts a peace which the world cannot give. He comes to lift you above your daily material cares; to rescue you from passion and sin; to give you strength to bear the burdens of life.

And he is our savior, for he has strength to save; for, being the holiest among the mighty and the mightiest among the holy, he has raised with his infant arms empires off their hinges, turned the course of centuries out of its channel and still governs the ages.

DANGER FORECAST IN GOVERNMENT INTERFERENCE WITH PRIVATE INDUSTRY

William C. Benbow Declares That Survival of Fittest Is Basis That Must Be Maintained in Order to Keep Social System Up to Present Standard.

(This is the second of a series of articles by Mr. Benbow on the fundamentals of government.)

BY WILLIAM C. BENBOW.

INDUSTRY is the foundation upon which states are reared. If industry is well built and well managed the people can get along despite a weak or foolish government, provided such government does not actively interfere with the well being of industry. Egotistic and weak monarchs have, during all ages, done their best to ruin the people whom they governed, but industry has managed to live in spite of their evil efforts. But when the government seeks to lay its hand directly on industry disasters of the first magnitude usually occur.

Industry is the fundamental fact of life. It directly affects every one of us. Government is a mere convenience. It is merely a police power to protect men in their industry. Government was and is made for men and not men for the government.

It may be taken as a fundamental truth that if a people do not participate intelligently in industry, they will never be able to do so in government. Socialistic systems, either of government or in industry, are dangerous.

Socialism Held Inefficient.

Socialistic systems of government are necessarily inefficient. The same is true of socialistic systems of industry. The socialistic system recognizes numbers but not quality and numbers. The society must not only recognize the number of its workers but it must recognize the amount and quality of the work of its workers. It has long been an exploded theory that strength was found only in numbers. One man of today with modern arms, due to efficiency, can hold off a thousand savages whose strength lies only in numbers.

The efficient government is the one that rewards both numbers and quality. It sees to it that the man who can work shall have work however crude his effort, but it also sees to it that the man of high efficiency and accomplishment shall have the increased reward due to his increased efficiency, for the reason that he produces more and better products than his less able brother worker.

This reward by the society for increased and better work is a constant stimulant to the less active worker, as he sees that the reason the efficient worker gets more is because he understands better and works longer and harder; and, as a result, such less active worker then tries his level best to climb toward the goal of the other. Many times the indifferent worker, being so spurred into an extra effort, gets the increased reward and is changed from an indifferent and careless employe to one who soon doubles his output. Inefficiency is thus changed to efficiency.

Efficiency Urged in Industry.

If no prize was held out to the efficient what motive has the less productive unit to increase his ability and his output? None. The failure of the society to reward the efficient for his increased effort, means retrogression.

Survival of the fittest means that each unit to survive must be the fittest. That is, each unit must have a high degree of physical strength, the highest degree of intelligence and knowledge and the largest amount of unselfishness. These three are necessary. A high degree of strength and intelligence with selfishness in the units leans toward disorganization. Disorganization means unfitness. Organization, both of government and industry, can only succeed where the units have a large regard for each other's rights. A recognition of the rights of the other fellow spells amicable relations with him, and strengthens the organization.

It was the purpose of the fathers of the American constitution to give the citizen a high degree of intelligence. Hence, the common school system, the freedom of the press, the courts of justice and the right of suffrage. By use of these the unit became more efficient in governmental matters.

As to industrial matters, especially in large aggregates, the constitution is silent so far as any specific mention is concerned. A large number of citizens operating a large industrial plant to a common purpose was unknown at the time of writing the federal constitution. The development of a just and efficient system of industrial operation is left very largely to the corporation officials assisted by the workers.

It seems at this time that many industrial managers have arrived, as the saying is; while the workers, at least many of their leaders, do not as yet perceive the rule. In proportion as the leaders of the workers teach them to disregard the rights of the owners, and the rights of other workers in other industries, they tend to disorganization and tend to render futile their own efforts to better conditions for themselves. They also by such disregard of the rights of others, antagonize the great American jury looking on, namely, the public.

In applying the survival of the fittest to the industrial relations of the day it is well to consider what is the real purpose of an industrial organization. What is, or should be, the ideals of large corporations when viewed in the light of the survival of the fittest? The organization in order to survive must be the most efficient; that is, the most efficient units, or employes, must be the most efficient. Therefore, one of the ideals or purposes of the company must be the betterment of physical, mental and financial conditions of each working unit.

Another ideal is the willing co-operation of each unit with every other unit in the organization, as that of the willing co-operation in the industry of the managers or those in authority, and the other workers. Appealing to the proper motives of the units in the right manner tends to secure this result.

The third ideal of the industrial organization of the day is service to the society. The society protects, with its army and navy, the corporation from destruction by other societies, hence it is a just ideal of the organization to render a service to the country.

It will be seen that the nation as a whole is affected by the increased efficiency of the units of the organization and also by the increased willingness of the different units and groups of units to co-operate or work together harmoniously and the organization is not fully efficient if it does not render a service to the society.

Efficiency Is Service Ideal.

The ideals of large corporations are therefore three-fold, viz: (1) To work for the increased efficiency of its workers; (2) to work for the harmonious co-operation of all its units and groups of units; (3) to so direct its efforts that its operations shall be beneficial to the society under whose laws it exists. This means increased efficiency with a consequent increase in profits.

The managements of many large companies are, to a more or less extent, co-ordinating their efforts in harmony with the foregoing ideals. In order to understand their workers they are now attempting to co-operate with them either through their trade unions or, in many cases, through committees appointed by the workers themselves. An honest and earnest attempt is being made by these managements to assist the worker to become more efficient in every way, physically, mentally and financially. These efforts have been fairly well met on the part of the worker in nearly all the plants where they have been tried.

A study is being made by the managers of many of the industrial companies of things other than materials and markets, namely, the human factors in industry. It is being understood by large companies that this is a channel for increased production which has often been neglected. Without contented and happy workers there will not be efficiency nor an increased output, however efficient the other factors of production may be. This study on the part of managers is beginning to solve the so-called capital and labor question.

Workmen Desire to Create.

The motives which move men to action are being studied. Not only the fundamental motives of food, clothing and shelter, but also other motives influencing the worker's actions are being considered. A few of these secondary motives are (1) the desire to create something. Something that the mind can imagine and the hands construct. This is a perfectly natural feeling and is seen in children the world over. They build dams, make bridges, fashion weapons, construct miniature houses, mills, etc. In the days of our forefathers such instincts were fully met by the conditions and surroundings of the pioneers.

The creative desire had its complete joy. A wilderness was changed into fertile fields. Duck ponds were converted into large cities. Swamps were drained and deserts watered. Railroads were built and the earth pierced with innumerable mines. The creative instinct to construct the large enterprise of a railroad across the continent by great minds was equally satisfied to the lesser minds by building new towns, building trails and opening up new farms.

There was the joy of accomplishment for all minds, whether of large or small caliber. Thus the creative instincts of men were fully satisfied. But, as these enterprises became stabilized and the number of workers became larger and opportunities for the small man to start or carry on a small enterprise became less, part of the zest for work was taken away. And, as he became a mere part of the industry of no particular moment, as far as he could see, he lost interest in the work. His work became drudgery to him and he became dissatisfied. He was not in touch mentally with the big things being done and felt that he was not regarded. He was ripe for something new, some change whereby the dull drab of his existence would disappear. He was ripe for all kind of political fads and "isms" which held out a hope of a change.

Management Studies Workers.

This feeling is being studied by all large concerns and is being met by the new management in industry. The worker, through a committee or in person, may consult his chief about anything that concerns the business or even himself personally. The worker is being recognized as a part of the team, working to win the goal of increased production. The new management is giving him a chance to express himself and to suggest and assist in that production in other ways than his daily stent. A reward is given him if he does or says anything which increases or perfects production.

The true worker does not desire to interfere with the management about which he knows nothing, but he does desire to have something to say about the part of the work he understands. He wishes to be recognized as one in the team, working to create the final output. This is a natural, normal and healthy desire and perfectly in line with the survival of the fittest. The management that recognizes this feeling and lets it have full play so far as possible will increase the efficiency of its units of production, with the consequent increased efficiency of the organization itself.

Employe Desires Expression.

Another normal secondary desire of the worker is (2) expression and recognition. He wishes his work to be known. He likes to have others know what part of the machine or tool or product he made or assisted in making. He likes to have the product tagged or marked in some way with his name or mark or initials to show that he had a part in the production of that particular product. The executive likes to have his name appear on the product. Gratifying this feeling gives satisfaction to the worker. Steps are being taken by many large concerns to give an outlet to this perfectly natural and normal feeling on the part of the employe. He will stay longer and work harder where he has expression and recognition than he will where he has it not.

Also, the the worker likes (3) to express his individuality. He hates to be known as number 1101. He dislikes to work at a machine which is just exactly like every other machine of the thousands running in the shop. He does not want his machine changed so as to make it inefficient, but would like it if it had some distinctive mark to show that it was the machine that his hands used, a being marked or painted different or the seat arranged slightly different. Something to distinguish him from the other thousands of workers. Some peculiarity which separates his machine or tool from the others. Men become attached to their implements of war and why will they not become attached to their tools of industry? That they do 's well known. Men mark the tools they use with their initials and they will struggle to get that tool. This also is a natural feeling and it is being recognized and appeased by the new industrial management. One fact should be that workers, especially American workers, do not like to be regarded as a mere cog in the industrial machine. Normal workers want a part in it according to their ability. Not to destroy but to assist. Not to control, but to be be recognized as a part of the team.

Even the manager likes something to express his individuality or taste. He likes his desk of a certain color or style. He desires the pictures on the wall of a certain character. The chairs and carpets of the office he likes to express his ideas. He desires his pen of a certain kind. He wishes his signature to have a certain distinctive character. This is natural and normal and falls in with the principle. Nature herself recognizes this principle because no two persons are exactly alike. Of the millions of human beings, no two have the same features. This desire for individuality is natural and leads to study and effort in different lines and assists in the discovery of truth. Individuality in thought is a high quality and leads to new discoveries and inventions.

Corporations Adopt Principle.

The new managements now being adopted and supported by great industrial corporations are recognizing this quality and seeking to assist it to develop normally and rationally. Presidents and managers who study men and the motives that move men to action are now in demand. While the study of materials and markets are important, yet the study of men is more important. Recognition of the qualities in men heretofore outlined, broadens the manager. Assisting the worker in the rational exercise of these desires broadens him and makes him a more reliable and desirable factor in production. A few of the companies which are now rapidly falling into line in regard to these questions are Bethlehem Steel company, Philadelphia Rapid Transit company, Smith & Wesson company, Standard Oil company, International Harvester company, American Rolling Mills company and many others. Shop committees have been adopted by more than 70 large companies in the United States.

This action by these divers companies spells a new day for each individual unit and for the public which depends upon organized industry for nearly all of the comforts of life.

Survival of Fittest Provided.

Our federal constitution is an illustration of the survival of the fittest because it protects these fundamental motives of men, namely, desire for food, clothing and shelter, and also these secondary motives — desire to create, to have self-expression and individuality. And, as Harry Atwood says, under this sign influence the race has advanced in 130 years more than in 7000 years before. It took 7000 years to develop the wooden plow and ox cart. The federal constitution protects the unit of industry in his rights of person, property and industrial initiative. Realizing the men who invent, invent, knowing they would be protected in their property rights by the government.

As a country we leaped from the wooden plow to the farm tractor turning 24 furrows at once; from the stage coach to the Pullman car and flying machine; from messenger on horseback to the telephone and wireless telephone. We went from slavery to liberty, from education of the few to education of the many. Up to that time the story of labor had been the story of feudalism, serfdom and slavery, and after we had written that constitution we made a president out of a railsplitter, and made one out of a canal driver on a canal boat, and one of a tanner boy, and one out of a school teacher.

Substantially up to that time women had never been permitted to attend schools, had no such thing as property rights, very little rights in their own children except as granted by their husbands. In a hundred years she is practically the equal of men so far as her civic rights are concerned.

If there is anyone who ought to be loyal to our constitution it is the man who works, because that constitution made it possible for the bank clerk to become president of the bank, for the section man to become president of the railroad, for the farmer boy to become governor of the state and for the railsplitter to become president of the republic. Were such things done before? The answer to this question is food for reflection for all those who love free institutions.

MEXICAN BUSINESS SHOWS INCREASE, PARTICULARLY WITH UNITED STATES

Former Resident of St. Louis Gives Statistics Showing, Not Gain Alone, but Diversification of Imports and Exports of Southern Republic.

BY W. F. SAUNDERS,
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BUSINESS in Mexico is good. The commerce between this country and the United States is better than it ever was—greater in volume, and of more value by millions of dollars than it was during the heyday of the Diaz administration.

Moreover, the commerce between the two countries is now diversified. They used to exchange only a few things—Mexico selling to the United States principally oil and minerals and henequin and cattle; and the United States selling to Mexico things to eat and wear and build with. Now Mexico sells to the United States 50 different products of the hacienda and forest, hardly dreamed of ten years ago, and buys luxuries as well as the things we call the prime necessities of life.

Last year, in 1918, Mexico sold to the world $184,000,000 worth of its products—oil and minerals, $106,000,000, things produced by the farm and ranch, $74,000,000 (of which coffee brought $44,000,000, henequen $25,000,000 and chicle $4,000,000) and $4,000,000 worth of manufactured products.

Of this $184,000,000 worth of Mexican exports, the United States took $175,000,000 worth.

In the same year Mexico bought from the world $82,000,000 worth of its goods, manufactured products and food—$70,000,000 of this coming from the United States. In 1919 it is likely that Mexico will surpass these figures largely. The silver and copper mines will produce at least $100,000,000. Last year the silver mines sold 59,000,000 ounces, and the rise in the price from $1.08 to $1.20 has stimulated the production, so that it is estimated that the yield will be at least 70,000,000 ounces at $1.20 or more this year.

The increasing value of silver has given an enormous impulse to mining in Mexico. There are nearly a hundred silver mines, large and small, now in operation in the republic, and even in Chihuahua, where during the revolution mining operations were regarded as unsafe on account of Villa's bandits, there has been a resumption during the last six months, and there are now 15 mines working.

New Coinage to Issue.

The high price of silver has led the Mexican government to put in an entirely new coinage, which will be in circulation probably in about a month. The present silver coins in use in Mexico have so much silver in them that the coins are worth much more as bullion than they are as money, and since the war speculators have been buying up the coins and melting them, so that silver change has become very scarce all over Mexico. In the City of Mexico it is so difficult to get that employers have to pay 4 per cent for silver money to meet their pay rolls. The new Mexican coins will have such an amount of alloy in them that each denomination will be worth exactly half of the corresponding coins of the United States. That is, the Mexican peso will be worth 50 cents.

The oil wells in the Tampico district are increasing production and new ones are being brought in, so the Mexican oil will sell this year for more than $50,000,000. The henequen may be depended to bring more than $40,000,000. Last year the crop sold for $48,000,000. It is below the actual figures to count $15,000,000 as the value of the other minerals besides silver and copper that will be sold from the mines. Coffee, although the plantations are in poor shape, and will have to be replanted largely to produce their full yield, will sell for $40,000,000.

Mexico Buys Heavily.

Mexico will spend in the United States this year between $120,000,000 and $150,000,000. For the first eight months of this year, Mexico's buying from the United States amounted to $76,202,000, which was an increase of about $16,000,000 over its buying for the first eight months of last year. The marvelous increase in the production of the oil fields and the mines has stimulated this buying greatly, so that the buying for the last four months of the year will be much more than half of the amount bought during the first eight months.

Business in Mexico is not only good—it is brilliant. It has as many facets as the big central diamond of a tiara, and it is never commonplace. A business man in Mexico must be quick-witted and equal to any new situation to succeed, whether he represents an American house down here or is a trader on his own. A man here cannot solve business problems in any of the ways that Mr. William James so interestingly describes in his psychology. You remember he shows how most men make up their minds to a decision by referring every question that comes to them to some classification which they have established from experience. In Mexico there are no classifications, and when a man is confronted by a problem that must be solved instantly, he cannot say: "That is problem C. Let me look down in my mind for Experience Pigeonhole C and find the solution."

Quick Action Wanted.

Indeed, no. Business in Mexico is like business nowhere else in the world and success here demands the best kind of brains, the kind able to competently meet the most unexpected conditions.

Moreover, any man worth anything likes to feel that he is doing something more in business than merely making money. He feels that here. He knows that when he accomplishes something he is helping to develop the country and to improve the condition of its people.

For example, here are some of the things that have come to my desk in one week:

A member of this chamber of commerce, an exporter, came in and said: "Will you get for me from New York a quotation on railroad ties delivered there in lots of 30,000 a month up to 1,000,000?"

I cabled to the New York association of commerce and got an answer saying: "Specifications insufficient; what kind of wood?"

I telephoned to my client and he came over and said:

"Here is the list of the woods that I will use for the railroad ties."

I looked at the list. It included mahogany, rosewood, laurel, the ax breaker or ironwood, orange, redwood, guava and wild apple—all of them beautiful hardwoods suitable for the casings of pianos, wainscoting of libraries, for picture frames, hardwood flooring and any kind of fine cabinet making. Even the Congressional Limited would not be worthy to run over railroad ties made of such woods.

I said, "Why do you not sell this wood to furniture factories in the United States instead of making railroad ties of it?"

He replied, "I have an option on this forest and I want quick money. If I can get a bid on it that suits me, I will go to New York and within six months I will have 1000 men employed in Mexico. I cannot waste time peddling the wood to furniture factories in the United States. It would take a year to make a contract that would profit me."

I sent the information on to New York and it probably will work out into good business for this country and for those engaged in it.

Varieties of Fiber Used.

There are several kinds of fiber in Mexico besides henequen and sisal, which are the two best-known varieties. Henequen is not exactly sisal, but the two are near enough allke for the names to be almost synonymous in the United States.

The other day a Mexican asked our help in setting up a fiber factory in San Luis Potosi. Before the revolution he had been in that line of manufacturing, had employed several hundred people and had made a good deal of money. He thought the time was propitious to begin the manufacturing again. But he is not going to use henequen, but pita maguey.

I found out for him where he could buy machinery in the United States for his factory and gave him the names of three manufacturers of that machinery. He is now in the United States buying it.

This is unusual business, isn't it, not at all routine.

The Hotel Regis in Mexico City is the place where the representatives of American houses who are traveling in this country foregather.

The other night I sat with seven of them, representing New York, Chicago, St. Louis and Boston business houses. Most of these men were experienced in Latin-American trade and had traveled all over South and Central America, Cuba and Mexico. Several of them had just finished trips throughout Mexico and were on their way home. They had been down to Yucatan, to Vera Cruz, Tampico and to Acapulco, Colima and Guadalajara, over on the west coast.

We sat there for four hours and talked Latin-American business and trade. There was not a word said about bandits—nobody spoke of any discomfort suffered in traveling—none of the party had been in a hold-up of a train.

Mexico City Headquarters.

Mexico City is the business capital of Mexico as New York is of the United States; as well as the political capital. As many as 500 American manufacturers are represented in Mexico City by Americans, Englishmen, Germans, Mexicans, Frenchmen and Spaniards. Of course, most of these representatives are Americans. Some of these representatives handle the business of several American manufacturers. They have their principal offices here and branch offices in the other chief cities of Mexico, such as Tampico, Vera Cruz, Monterey, Guadalajara, Aguascalientes and San Luis Potosi.

Some American houses have a manager in Mexico City and employ several men to travel over the republic. This is the best way of doing business in Mexico, as he has direct cable and land telegraph communications with his house in the United States and also can keep in touch daily with his traveling agents in Mexico.

Transportation between the United States and Mexico is improving, both on the east and on the west coasts. Another steamship line has been put in between New Orleans and Vera Cruz and the older steamship lines are improving their service. The principal railway transportation now is between Eagle Pass and Mexico City. Both these water lines and railway lines are overwhelmed with business going both ways.

The railways are making money, and although they are not in excellent condition and need all the money they make for their own improvement, during July and August they turned into the national treasury $750,000. This was profit, in addition to $450,000 which was appropriated for building bridges, and another $150,000 which was sent to the United States to buy rolling stock to pay for repairs to a number of locomotives which had been sent there. There are 22 railway shops on the National Railways lines in Mexico working constantly on locomotives and cars trying to keep them in efficient condition, and in these shops 11,391 men are employed.

Were the railways turned back to their owners, which the government says it intends to do, and sufficient money appropriated to put the roadbed and rolling stock in good condition, they would all begin to pay large dividends, so great is the passenger and freight traffic to be handled.

Agriculture Is Encouraged.

One of the most hopeful signs of the present conditions in Mexico is the earnestness with which the Mexican government is encouraging agriculture. There is a very active governmental department of agriculture and a school of agriculture in one of the suburbs where there is an exhibit of American agricultural machinery and implements. Everything of this sort is admitted by the government free of duty, and every now and then the government makes up a special train of flat cars and a passenger coach and takes out some of this American machinery for demonstration on farms near some large agricultural city. The coming of the train is advertised throughout that part of the country, and when the demonstration begins there are many people to watch it.

American demonstrators are taken with the train and American manufacturers of agricultural machinery who want to demonstrate their machinery or other farm implements may send it to Laredo, on the border, where it will be taken charge of by an agent of the Mexican government and brought to Mexico City free of cost.

The crops of Mexico this year are showing an increase of 20 or 25 per cent over the production of last year, according to the department of commerce here, with the one exception of tobacco, which has decreased.

MEXICANS DO CARVING

Prisoners Trade Trinkets for Tobacco and Cigarettes.

JUAREZ, Mexico, Dec. 27.—Hand carving is one of the principal indoor sports of the prisoners in the city jail here. Monkey and other shapes are wrought from pecans or peach stones. These trinkets are offered to tourists, a number of whom are admitted to the jail every day.

One of the prisoners, a "long-termer," claimed the other day that the four other inmates who were offering their carvings, were "pupils of his."

Tobacco and cigarettes are a luxury in the "carcel." When "smokes" are passed around, each prisoner exacts an equal share. Frequently one of them will trade a carving that has taken days to complete in exchange for a package of cigarettes.

Man Starves in Los Angeles.

LOS ANGELES, Dec. 27.—Robert J. McCamon, 34, a restaurant worker who came here seeking work, walked the streets for 18 days without a mouthful of food during that time, according to the story told the police. He was found semi-conscious in an automobile into which he had crawled during the night to escape a pelting rain. Local charity workers took up

PUPILS DINE VERY CHEAP

Hawaiian School Children Reduce Cost of Living.

HILO, Island of Hawaii, T. H., Dec. 17.—(By Mail.)—Pupils of the high school and union schools here have hit the high cost of living a hard blow with meals which they are serving at 5 cents a plate, according to F. A. Clowes, industrial supervisor.

Stews, cheese, macaroni, salmon, poi (the native dish made from taro root), egg cakes, gingerbread, ice cream and chocolate are some of the items which appear on the 5-cent menus.

Cleanliness is the motto of the school kitchen, said Mr. Clowes.

CITY LAW PROTECTS CATS

Los Angeles Ordinance Governs Animals Within City.

LOS ANGELES, Dec. 27.—Los Angeles dogs and cats, sick or well, are restricted as to residence, but safeguarded as to personal liberties by a city ordinance just passed.

The new law relegates all dog and cat hospitals or kennels to the industrial and outlying districts, but provides that such hospitals or kennels "must not be conducted in such a way as to prevent the animals from barking, howling or mewing, particularly in the night time."

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Get from any druggist 2½ ounces of Pinex, pour it into a pint bottle and fill the bottle with syrup, using either plain granulated sugar syrup, clarified molasses, honey, or corn syrup, as desired. The result is a full pint of really better cough syrup than you could buy ready-made for three times the money. Tastes pleasant and never spoils.

This Pinex and Syrup preparation gets right at the cause of a cough and gives almost immediate relief. It loosens the phlegm, stops the nasty throat tickle and heals the sore, irritated membranes so gently and easily that it is really astonishing.

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