

Among Men who Work with Hand or Brain

The Week's Progress.

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Consider the stages of the meadow how they grow. Many a farmer firmly believes that stooks grow both in size and number. The idea that iron may be made to grow by simply heating and cooling seems to require just as much credulity. But the fact that the Franklin institute of Philadelphia has awarded a gold medal to a metallurgist for demonstrating this phenomenon should remove all doubt. The experimenter took a bar of iron of known size and weight and repeatedly heated it to its critical temperature, which was 788 degrees Fahrenheit, and cooled it with the result that the size increased by the extraordinary amount of 46 per cent. The appearance and texture of the metal did not alter notably during the expansion process, and, of course, the weight remained constant.

Even the plants take something in the twentieth century. One of the professors of the Copenhagen university, whose name is withheld, has obtained results from the application of anesthesia to Chloroform-plant. He first completely narcotized the plants, and then lays them aside in a condition in all respects analogous to hibernating sleep, which lasts for a considerable period. On their revival from this state their buds in bud and flower with remarkable profusion. This known physiology of plants does not explain the phenomenon, but those who have seen the results of the experiments with ether and chloroform attest to the reality of the results.

May aluminum multiply and increase in the prayer of many a man of commerce. The shortage of this valuable metal and the large effort for making for it to supplement present aluminum means of supply give importance to the experiments for commercially separating the metal from the bauxite clay. Since the electrolytic method was shown to be feasible commercially the trade in aluminum has expanded immensely, so that the present output is estimated at 5,000 tons compared with eighty-five tons seventeen years ago. The price has decreased to about one-eighth of the former rate. The uses for aluminum increase daily, not only in the motor car industry, but also in railway carriage work and in the casting of iron and steel, aluminum direct from the bauxite. Machinery of something like 50,000 horse power at present is required to operate the aluminum industry, but this shortly will be augmented. The new Betts patent, which originated in Uncle Sam's realm, indicates the direction wherein the industry again may be revolutionized. It is said that the impure alloy is used in a bath of molten cryolite containing alumina in solution, while pure aluminum forms the cathode.

John Chinaman of centuries ago had red hair and blue eyes. Prof. Orinwald of the Prussian exploration expedition to Chinese Turkestan in China reports that they have found Long Ago remains of persons belonging to red hair and blue eyes, evidently the founders of the temple in the Mingol caves, and bearing marks of unmistakable Iranian origin. A number of huge iron swords also were discovered, and numerous Buddhist frescoes containing many figures. The temple, in fact, seemed to have been of Buddhist faith. Heron von Leoeb has made an ethnological collection, which includes numerous specimens of ancient pottery and quantities of embroidery in ancient Turkish patterns.

Why do ghosts wear clothes? asks Mr. Andrew Lang. At a meeting of the council of the East India company in Calcutta, one of the members saw his own father in a dark coat wearing a hat of peculiar shape entirely unknown to the observers. In due time came a ship from London bearing the news of his father's death, and a large and well selected assortment of the new hats, just introduced to London stores. It was the hat worn by the paternal appearance. Dr. Hyslop of Columbia university takes the line that such cases are due to a change of fashion in hats and coincides with an unknown event, as the death of the father in England, cannot be dismissed as hallucinations of ordinary nature without foundation or external cause. These visions correspond with facts unknown and unguessed at by the persons to whom the visions occur. Such cases are well attested in crystal gazing, as when a man sees correctly a house of which he has not heard, or sees a known person wearing an unknown dress which he afterwards learns the person was wearing at that moment. There may be some cause for the accuracy of the visions, whether of the living, or of the dying, or of the dead. One solution is that the clothes of the spook are of astral matter like the spook himself, the astral matter being invisibly subtle, and forming another world wherein the spook dwells.

Twinkle, twinkle, little star. It is not your fault that we see you with five points. W. Holts, a native of the fatherland, says that all the stars show precisely the Eye that same rays, but that in the case of the brighter stars the rays are plainer and longer. He further remarks that the rays seen by the left and the right eyes differ, and that, if the head be turned, the rays are rotated in a corresponding manner. It is thus concluded that the source of the rays is not in the stars themselves but in the eye, the middle of the retina not being perfectly homogeneous in its sensitiveness.

Growing geniuses by the surgeon's knife is promised by Parisian experiments. They have at least cured idiocy. The idea was conceived that idiocy was frequently caused by the premature union of the bones of the skull in infants where no congenital causes were apparent. Acting on this assumption, the French surgeons removed a portion of the bony covering of the skull on several patients, the idea being that the brain had no room to expand commensurate with the growth of the child. The results in many cases proved the correctness of the theory. In some instances the results were marvelous. One idiot girl began to show signs of recovering intelligence the day the operation was performed.

Knows the Employer's Prejudices. Another phase of this question, too, is that in many lines within the jurisdiction of the private secretary he can give a more satisfactory audience to the caller than his principal can find time to give. In months and years of association with his employer he has learned all the principal's prejudices, tastes, and foibles. If the call shall appeal to one of the prejudices of the business head, the secretary will "let the caller down" with far more grace and courtesy than the busy head of the institution is likely to do, while, if the mission appeals to one of the little foibles or one of the great business projects nursed by the employer, the secretary can be depended upon to take the name and the mission of the person more directly home to the person sought than the man on the nameless mission could hope to do.

Chicagoan Reminds Red Tape. In the present stage of business office evolution in Chicago there is a distinct difficulty in distinguishing the average caller at the ante-room door. Years ago New York was forced to the inspection system of the outer office and the New Yorker long has been more or less reconciled to an outer office finally. It comes hard to the Chicagoan in these late years to start out for a talk with the busy head of an institution, only to discover that the usher in the general office wants to know who he is and what is his business before the usher is ready to ask the private secretary whether the private secretary will see the head of the institution if he will see the waiting Mr. Smith.



Busy Big Men Hard to See; Callers Held in Outer Office.

By Hollis W. Field

EQUIPMENT of a modern general office in Chicago, over the cost and equipment of ten years ago, easily has doubled in the matter of furniture, mechanical contrivances facilitating intercourse, and in the maintenance of the outer office force of employees. Fifteen years ago there scarcely was a big general office in Chicago which was not wide open from the entrance door to the desk of the president, or head official of the business. Today there scarcely is a great institution in which the machinery of something approaching an institution itself is not involved in the question of the caller as to whether the official sought will see him. It is worth the attention of a small organization of men and methods to determine whether the head of a great institution shall be disturbed in his inner office. It may be worth even more if the choice of secretaries and confidential men, the head of a great institution may find those assistants capable of dismissing satisfactorily to the callers a large per cent of those seeking a portion of his time.

Bank Officials Easy to See. According to the nature of a great business the head of an institution needs this protection of his secretary to prevent the squandering of his time. Perhaps the president of a great bank has fewer callers turned away than any other man representing such vast interests as concern him. On the other hand, the president of a great railroad has much need of the tact and discernment of his confidential man in dismissing callers as does any other man readily named.

Tact and Skill Are Required. A tall exterior that shows neither coldness nor warmth, together with a ripeness of dignity, is one of the best working assets of the private secretary. Then all his tact and skill are required in order that he shall meet the disappointed caller on the best footing, leaving him to the least mental friction at dismissal. The youthful secretary always is at a disadvantage in not looking the part of authority. He is handicapped, too, especially if he has a desk that is a mere table, unutilized by papers and where a possible typewriting machine is in evidence.

Has a Patent Wagon Wheel. In this particular case one of the impatient callers has a wagon wheel which he has patented and in which he yet hopes to interest the bank president. After three or four calls in person he was induced to write a letter to the president including a prospectus of the invention. On the occasion of his last call, however, when he is satisfied to retire with a "Thank you" and the suggestion that he will call again.

Passenger Traffic Now Important. The actual business makers are divided between those who go after freight business and those who care for the passenger traffic. Just now the passenger branch is important in Chicago because of the great number of picnics and outings given at points near Chicago. Some railroad men have spent years in developing this picnic business. They know all the men who have given, who

Genius Is Always Rewarded; Society Pays Servitors Well.

By George F. Tyrone.

"I wish I was rich" is one of the most commonplace expressions of the whole gamut of human desire. Wealth seems to be the one thing which the vast majority of men and women alike seem most fondly to long for. Given a reasonable degree of health, no bitter disappointment in love, no special misfortune which weighs down upon the heart and mind, and the average individual will reply, if you ask him his most cherished wish "I wish to be rich."

There is a good deal of philosophy and no small instinct of right perception in this individual desire of men for wealth. It is all well to say that wealth is not the only thing in the world. I am far from indorsing the blindest vulgar ideas, the conceits, perhaps among Americans, that "money talks," that "cash is the only thing," or that "if you have money you're all right." You may have millions and yet be the unhappiest man alive. But the average man or woman, when wishing for riches, does not wish for the fortune of a Rothschild or a Rockefeller. Enough wealth is wished for to secure one equal painful poverty, or to afford the ease and the gratification of wholesome desire which every man and woman prizes.

Not All Wealthy Men. There are exceptional people who do not care for money. I know a young man who, if he could make converts to Christianity, would sacrifice for this privilege the wealth of the whole world. I know a young woman who would prefer, above all other things, to be a famous novelist. She would be content to be quite poor if she could have the artistic fame her heart craves. I know a rich man who told me that if he could have the political success of one among fifty of the comparatively poor politicians he knows he would give away his immense business interests. The man is known as a most successful business man, and is believed to be happy because he is rich. He is one of the most discontented men I know. Another immensely rich man, widely known for his gifts to education and religion, would give one of his cars could he, over night, be transformed into an eloquent and scholarly preacher.

Agents Are Most Persistent Callers. It is with the agent type of caller that the private secretary has most to deal. In most of the large buildings signs are posted warning the canvasser away, but the threat of arrest for trespass is "bluff," as the canvasser knows. The thickest skinned of them call anyhow, but not the thickest minded of them all resist the secretary's emphatic decision that the business head is not in.

Unrewarded Genius a Myth. Many shallow thinkers criticize this position of economic sense by calling attention to what they claim is unrewarded genius. Johannes Gutenberg, the inventor of printing—the greatest material and intellectual benefit perhaps of all time—was put in jail for debt, and had to flee from the wrath of ignorant burglers who thought he was dealing in witchcraft. The first user of anaesthetics died poor. The greatest of the first European scientific discoverers were harassed and often put to death by blind governments, and were believed by the people to be liars of Satan. Innumerable inventors have died poor. Mozart died in virtual want. And the list could be extended ad infinitum.

Reward Proportional to Service. The reward of service is, therefore, as a general rule, proportional to the importance of the service itself. As a general rule, for there are certain services which are not yet appreciated by society, although they are actually rendered. Supply and demand still have a good deal to do with reward. The rich have built the cities of the country and all the great material works of civilization has not been paid enough for the service it has rendered society. Society pays the directing superintendent too much and pays the laboring man too little. That is because society does not yet fully appreciate the services rendered. It pays cash for them, but it will raise its reward as it learns better to appreciate labor. It does not pay enough reward to the educator as yet, because it does not realize how great is the service which is rendered to it by the humblest of educators. It underpays the clergyman and the doctor because the clergyman and the doctor are generally in a false position. They cannot insist on their just fees because the services they render cannot be put into figures. It is too great to express in dollars and cents.

Little Railroad Graft in West. Any reliable railroad man in Chicago will say that the disclosure of corruption brought out concerning eastern railroads and coal mining companies obtain to a greater extent in the east than in the west. Favors are done in the west for big shippers and in all probability they will be till the end of time, but so far as any business agent of any road ever will admit the competition among the roads for the business is carried on honestly and above board. It is the business of the diploma in the freight traffic department

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Traffic Solicitor New Railroad Worker.

By Louis Weaver

A JOB in which the diplomatic wiles and experience of an ambassador are required, and in which the holder has to keep his eyes and ears open all the time and his mouth open to good advantage most of the time, is that of business getter for a busy railroad. The smaller roads have little use for the services of men who do nothing except travel about the country getting business for the road. The little companies usually cannot afford to keep such a luxury, but the big railroad is without its corps of diplomats.

Indeed, there is a regular diplomatic service in every railroad corporation, although, of course, it does not do business under that name. Since the agitation in favor of rate regulation the field of activities of the diplomatic service has broadened, and some of the most valuable work that is done for the road is done by the adroit men who earn their salaries primarily by securing paying business for their employers.

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