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Telephone

Just Folks by Edgar A. Guest

EXAMPLE

Perhaps the victory shall not come to me,
Perhaps I shall not reach the goal I seek,
It may be at the last I shall be weak
And falter as the promised land I see;
Yet I must try for it and strive to be
All that a conqueror is. On to the peak.
Must be my call—this way lies victory!
Boy, take my hand and hear me when I speak.

There is the goal. In honor make the fight.
I may not reach it but, my boy, you can.
Cling to your faith and work with all your might.
Some day the world shall hail you as a man.
And when at last shall come your happy day,
Enough for me that I have shown the way.

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AMERICA'S PROSPERITY AND FOREIGN TRADE

AMERICA'S industrial progress is inextricably linked with her foreign trade and it is impossible for the United States to achieve its prewar prosperity by a revival of domestic business alone, Dr. Henry A. E. Chandler, economist of the National Bank of Commerce in New York, says.

Dr. Chandler takes issue with those who believe that, since foreign trade represents not more than 10 to 15 per cent of America's total commerce, the loss of a part of it would leave a sufficient percentage of the whole to insure reasonable prosperity. In the January number of the bank's magazine, Commerce Monthly, he points out that economic investigation proves that "even during periods of depression, volume of national business, after allowing for price changes, seldom departs from normal by more than 15 per cent, and often by smaller percentages; and a seemingly small reduction in the percentage of gross business may have great significance when translated into terms of net profits and thus into final buying capacity.

In view of the decline in foreign buying capacity it has been suggested that we may have to reduce our output to conform much more nearly to domestic demand and thus in the future prevent the accumulation of surpluses similar to those that have so recently demoralized some of our principal markets," he continues. "Undoubtedly such a reduction can be effected in part and indeed, to some extent, has already been done, but as a practical movement upon a large scale it is beset with great difficulties.

If, for example, we lose only 5 per cent of our total national business through the reduction in our foreign trade it does not mean that each industry loses only 5 per cent. The relative importation of foreign trade varies widely as between different industries. In some the proportion of foreign to total trade is insignificant while in others it is as high as one-third or nearly one-half. It is possible, therefore, that a reduction in foreign trade, amounting to no more than 5 per cent of our total trade, may so effectively cripple some of our basic industries as to wipe out all profits and even to bring heavy losses.

"Our domestic trade will, of course, continue to be of much the larger importance in our economic life, and even if international economic affairs should remain in a highly unsettled condition we would, undoubtedly, make important substitutions and readjustments within our own territory that would contribute to the relief of our domestic business situation. Such readjustments are in part already under way. Indeed it is not at all clear that the uncertainty as to the international situation is an unmixed evil. In forcing us to look more closely for possible readjustments at home, consequently efficiency may, in the end, bring us some lasting benefits.

"On the other hand we must not overlook the fact that readjustments leading to increased efficiency may still leave in important cases a productive capacity in excess of domestic demands. Under these conditions individual producers cannot be expected to reduce their output simply because there exists an excess in the aggregate, at least not until they have been convinced that they may not capture a larger proportion of the home trade than they have heretofore obtained. Those who are familiar with the history of the destructive competition among railroads and industrial plants that led to the formation of the pools, the trusts and other forms of combinations between 1870 and 1900 will not have difficulty in visualizing what would happen if individual producers should all start out to capture a larger share of a domestic trade that in the aggregate is insufficient for them all.

"It is true that a radical amendment of our anti-trust acts might render possible price-controlling agreements that would lessen the destructive effects of competition. Such arrangements, however, would still leave the problem of surplus products partly unsolved. Moreover, the problem of amending our present laws, with a view to maintaining a wholesome degree of competition and preventing unreasonable price fixing without imposing upon business men great uncertainty as to what could be legally done, is extraordinarily difficult. As a practical matter, therefore, unless we are to face the possibility of an industrial competition of an intensity hitherto unknown—that indeed may dissipate part of our productive energy—we must recover in the foreign field sufficient trade to carry off the output of our surplus productive capacity.

The agricultural bloc in congress is being condemned as though it were near criminal for a group of national lawmakers to stand up for the farmer; what about the Wall street bloc, the tariff bloc, the packer bloc and the Newberry bloc?

If there's anything wrong with any of our officials let the light be turned on without fear or favor; but what we want is sunlight, it's hard to tell true colors by moonlight.

As far as Old Man Winter is concerned, he need not hurry, but it is time for him to locate his hat,

THE OLD HOME TOWN

By Stanley



CHILD TRAINING AT HOME

"THE CHILD'S FIRST SCHOOL IS THE FAMILY"—Froebel. Issued by the National Kindergarten Association, 8 West 46th Street, New York City. These articles are appearing weekly in our columns.

NATURE STUDY.

By Augusta M. Swan.

When the children bring up nature study material, remember always that the spirit is more important than the information. When we tell them of the birds, we do not think of ornithology, we think of the children, and try to expand their sympathies. It is a good thing for the children to bring specimens, but let this be a means to an end, to correlate what a part is with what it does.

"Why do dogs howl at night?" was a question which in its answer invited a little of the life history of the dog, with his wolf-like habits. His barking is an inherited trait, developed from the howling of the wolf at night. This is the call of the pack to keep them together, as wolves hunt by night and in packs. Our pet dogs must be comfortably housed at night to keep them from becoming public nuisances.

A woodpecker on the tree before the arrival of spring taught us that he, with various other birds, spent the winter here because he does not change his diet according to the season. All the winter birds, chickadees, junco, starling, and titmouse feed on dormant insects, seeds and berries. The cardinal, as observed by one of our kindergartens is not naturally a migrant, he prefers to stay in one locality. By putting out corn, we may induce him to stay near our premises all winter, and finally make his home there in the summer time. By ridding us of flies and many garden pests, and by his singing and calls he will repay us for all our trouble and hospitality.

What shall we do with the numberless "pussy" willows which are daily brought to us? Watch how the poplar seeds travel, how they are fitted to go long distances from the parent tree. The kingbird and cuckoo use these catkins for their nest building, and many of our earliest butterflies and insects depend on the poplar pollen. So it is with our pussy willows and alders, which wake when all else seems asleep. These "pussies," or willow flowers give the bees almost their earliest spring feast. The pollen gives them bee-bread for their newly brood, and they get their honey supply from the nectar which is produced in little glands at the base of each pollen bearing flower on the "pussy." We make furniture from the wood of the willow, and because it is light and tough when seasoned, it is used to make the wooden shoes worn in Europe. In our kindergarten we have a log cabin made of willow.

Our spring flowers! The children are interested to know that these plants can bloom early even in the snow because of the long stored up supply of food in their bulbous roots. While examining a bunch of Jacks in the Pulpit, one of the children said,

"They look like calla lilies," and she was most interested when told there were many families among the flowers, and that Jack in the Pulpit and the calla lily were really first cousins.

The fascinating sycamore or button balls, brought to us so frequently, not only are the sycamore's seeds made to fly away on hairy parachutes, but they are the favorite pieces for the nest building of many birds including the Baltimore Oriole.

"Do apple trees grow in the winter?" Here is a chance to tell of the long rest, the sleeping and preparing for the spring awakening. Spring buds we all notice, but what of the winter buds? The leaves and blossoms of the apple tree come from the winter buds which are protected all winter by little downy scales. We know the great varnished winter buds of the horse-chestnut, and perhaps the white knobbed winter buds of the dogwood, but there is no tree in our winter woods that will not show its buds to anyone who wishes to see them.

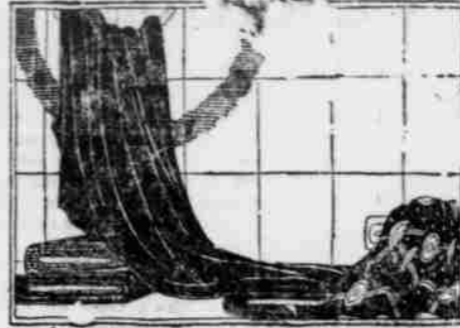
A hornet's nest in one of our kindergartens attracted quite a great deal of attention, and one of the children asked how the wasps made it. Like the yellow-jackets, the white-faced black hornets build in trees. The nest is of paper made of bits of wood which the wasps pull off with their jaws from weather-worn boards. This wood is reduced to a pulp by a saliva from the wasp's mouth and is laid on in little layers. A wasp uses her jaws and front feet for tools, and she joins a strip to the edge of the paper and nips it into shape. The cells inside open downward, and are cradles for the young wasps, not for storing honey. The babies hang face down, but are held fast by a sticky substance at the rear end of the body. Rarely are these nests used more than one year.

Never be afraid to say, "I don't know," not as a damper to the child's interest, but with the promise of giving with him further into the realms of nature-knowledge begins in wonder, and after all, is it not the unknown and the mysterious that bring forth our most ardent interest?

A few years ago in a town in Pennsylvania the parents petitioned for a kindergarten, and the Board of Education paid no attention to the request. A year later the Board voted to establish a kindergarten "because they felt that the mothers would give them no peace until they did."

If there is no kindergarten in your school, implore your school board to provide this educational advantage for your children. They are entitled to it.

If no room is available in the school building, one may be found in a club, church or vacant store.



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