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BY R. H. TYSON.

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just claim to its well-earned title, "The Model
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Why so Many Fail in Business.

[From the New Jersey Mechanic.]

Failures in business are by the un-
fortunate attributed generally to every
cause but the true one. We all prove
ourselves the sons and daughters of
Adam and Eve, by endeavoring to
attribute, as the cause of our misfor-
tunes, some indiscretion of some incau-
tious fraud or wily enemy.

Very goodness of heart and anxiety
to please others, are often, the causes of
embarrassment in trade, and the final
unfortunate cause of the winding up of
a career auspicious at its opening.

But extravagance in dress and equip-
page, and keeping up princely estab-
lishments are the causes of a majority
of American failures. Americans are
seldom miserly. Nearly all of that
class now among us have been im-
portations. The ancient Astors and
Girards were not natives of the United
States. Americans love money as well
as the natives of other countries, and
their efforts to accumulate wealth are as
great; but their anxiety to enjoy it,
and to make as large a display as pos-
sible, forbid that they should ever be-
come misers. They worship wealth, not
for its intrinsic value, and because it
furnishes all the requisite materials to
gratify the lusts of the flesh, and the
lusts of the eye, and the pride of life.
And when thus self has to be gratified,
the devotee has launched upon a stormy
ocean.

But young and inexperienced mer-
chants are not willing to admit that
their style of living, dress and equipage
is extravagant. They argue that their
position, the nature of their business
and surroundings, demand that they
should keep up the appearance of
wealth, and the display of pecuniary
independence. They say, we are com-
pelled to mingle with merchants en-
gaged in the same line of business with
ourselves. We meet with them not only
on 'Change, but in the social, literary,
and business circles; and our families
are on terms of intimacy, and it is
absolutely necessary for us to live in as
good a house, and to keep up as fine an
establishment, as those with whom we
associate. We would be ostracized and
lose caste in the community, were we
to fall below their standard of mer-
cantile gentility, dress and equipage. Our
establishments and style of living must
be characteristic of our circle. The
youthful trader has but a vague idea of
the self-denial practised for many years
by his senior. The wife and daughters
of his prosperous neighbor over their own
house work. The young man has but a
remote conception of the careful watch-
ing and laborious toiling by which his
seniors ascended the ladder of wealth
and affluence.

In a word, to descend to plain mat-
ters of fact, young and ambitious men
enter a mercantile career with all the
extravagance of a long-established
house, in the vain hope that by show
and display they shall command a
business that not one in a thousand ever
realized but by sleepless vigilance, un-

tiring industry, great energy, strict
economy, and a good capital.

Every young man entering the great
commercial circle on his own account,
should have before him, in letters of
light, the fact that in our great Eastern
cities more than ninety per cent. of
all who engage in trade fail. Some
learn wisdom by what they suffer and
lose, and try, try again, and finally suc-
ceed. The fact that so few succeed
should be a lesson to the most sanguine
to move cautiously. It should influ-
ence them not only to be industrious,
but to start with the determination to
spend nothing unnecessarily.

Business always before pleasure,
should be their motto.

We would urge all to recognize the
claims of the poor, the needy, and the
distressed; but while doing so, always
to bear in mind that men should not act
from mere impulse, even in striving to
be good. "Be just before you are
generous." Deny self, that you may
have to give to the widow and orphan.
Be humble that you may be exalted,
and reflect how much pleasanter it is to
be always ascending the ladder of
wealth and prosperity, than to be
placed on the highest round and then
to be compelled to come down step by
step painfully, or to be hurled from the
top without a word of warning.

THE SKIN.

How few persons understand the
mechanism and physiology of the ex-
ternal covering of their own bodies;
and seldom do we find individuals who
possess the most remote idea of the
important part the skin plays in the
preservation of health when its func-
tions are properly performed, or the
alarming consequences the injury of its
offices produces. Each square inch of
surface throughout the body contains
2,800 pores, and the number of square
inches of surface in a man of ordinary
stature is nearly 2,500, making the
almost incredible number of seven mil-
lions. From three to four pounds of
excrementitious matter makes its exit
through these pores in twenty-four
hours, if they are not agglutinated with
filth, or contracted by sudden exposure
to cold, thus closing the channels
which nature designed for the elimina-
tion of noxious materials, the retention
of which causes diseases of various
kinds, by compelling other organs to
perform an additional amount of labor,
and by acting as a poison.

These facts should furnish sufficient
evidence to every person of the neces-
sity of keeping the skin well cleansed,
and of the pernicious results of expos-
ing the body to cold currents of air
when in a state of perspiration.

Doubtless, thousands of lives are an-
nually sacrificed through ignorance of
the laws which govern the human
organism.

If this be true, all intelligent persons
must be converted to the belief that a
knowledge of the human machine and
its functions are of infinitely more
value to the health and happiness than
the amount of drugs consumed in a
year. Why do not some of our physi-
cians do more with the pen and tongue
to prevent disease, and less with dele-
terious drugs to remove it, when
brought on through ignorance of the
causes which brought on through ig-
norance of the causes which produced
it? Why affect to despise doctors who
lecture on Anatomy and physiology,
sciences which form the basis of a
sound medical education? Why use
their influence to dissuade persons from
attending lectures, which are essential
to the well-being of every man, woman
and child? If a knowledge of these
sciences are essential to them, they are
not so to all?

Parents, let your children learn the
mechanism of the human body, regard-
less of those who endeavor to retard the
dissemination of knowledge which per-
tains to the promotion of health, or the
prevention of disease.

Teach them the function of every
organ in the body, that each one may
know how to operate his own machine,
so that his digestive system will need
no pills or emetics to keep it in repair,
so that his liver and lungs will call for
no noxious drugs to aid them to per-
form their office, so that man may know
more of health and happiness, and less
of physic and physicians.

To CLEAN WHITE FEATHERS.—
Draw the feathers gently through a
warm soapy lather several times, then
pass them through tepid, and finally
through cold water to rinse them. Then
hold them a short distance from the fire,
and curl the separate parts of the
feather as it dries, by holding a steel
knitting-pin in the hand, and drawing
each portion of the feather briskly be-
tween the pin and the thumb.

A COLD IN THE HEAD.

The Views of John Paul Thereon.

[From Every Saturday.]

If any mistakes are visible in the
present writing, attribute them to my
having a bad cold. No man alive can
spell correctly or write good grammar
with a bad cold—especially if it be a
cold in the head. The French waitress,
Bridget O'Keefe, spoke to me about it
this morning at breakfast—vous avez
un rhume, she said. No one remarked
that my rhume was better than my
company, but I felt in my heart that
both were bad enough to stand on their
own demerits. One cannot be cheerful
with a cold in his head; the human
soul is not disposed to burst forth in
song under such conditions. And the
worst of it is, one gets no sympathy
from one's friends. You go round with
red, swollen nose, and swollen, red
eyes. "Hallo, John! What's the
matter?" hails the first fellow well
met. "A bad cold," you reply. "Oh,
is that all?" with a sigh of relief. The
fact is you feel that you are as much to
be pitied as though you had the small
pox. And he treats your affection as
lightly as though it were that you had
only lost your mother in law. Then
the remedies that are suggested for you
to try! "Steam your head," said my
aunt. So I was persuaded to hold my
head over a bowl of blazing hot water,
till it was done through, like an early
potato. I am now regarded as her
steamed nephew; and it is thought
that she may leave me something in
her will. As she never tries her own
remedies, however, an early succession
to the property does not seem probable.
Bathing in all its forms has been
recommended to me; for more than a
week past I have been a night compan-
ion of the bath, but it seems to do little
good. "Stuff a cold" has passed in-
to a sort of proverb; but my head at pre-
sent is stopped up enough—too much
to be made available for any practical
purpose. I've taken sage advice and
sage tea in enormous quantities, but
with no perceptible benefit. Hot Scotch
whisky, with a little hot water and a
slight mingling of lemon peel in it was
urged upon me by a friend, who kindly
consented to drop in and help me take
it. I assisted him home at a late hour
of the night, and his wife demanded at
the door, in an angry tone, what I had
been doing to her husband. That did
not do me much good. Since then
gin and molasses has been suggested as
a sovereign remedy for all the chills
that flesh is heir to; but I turn an em-
phatic cold shoulder on all which savors
of spirits. My mother writes from the
interior of Maine to say that I had
better come up there and be "nursed."
I think I'll go. There must be about
a bushel of boneset, to say nothing
about other herbs, about the house-
wifery of medical weeds, long stored up
against family emergencies. Since the
children grew up and went away from
home, there has been no one to ply
with teas and syrups of traditional vir-
tue; but the gathering of the materials
has still gone on with unfailing regu-
larity. In my mind's eye, I see myself
venturing to draw the fire of those
accumulated teas. No, rather let me
sit in my city chair, like a patient on a
monument, smiling at relief.

How did I catch my cold, you ask
Ah, there's the rub—thence the series
of rube. A party of girls proposed to
me to go and skate. Before venturing
upon the ice, an aged guardian of that
public place, who stood with a frozen
look, in a frieze coat, admonished us to
"look out for that 'ere hole.'" Some-
how I contrived to skate into that air-
hole. They fished me out with poles.
If you want to know how cold the poles
are, break through the ice once and be
fished out with them. They rolled me
on a barrel to restore me, under the
impression, seemingly, that the vital
organ is a barrel organ. They put
bricks to my feet—if women would
always see to it that their idols stand
thus on baked clay, it would be better.
There were few things, indeed, that the
bystanders did not do for me, except
the right thing. One unbuttoned my
shirt collar, to relieve me, he said;
another attempted to empty my pockets
—to relieve me, I suppose. A New-
foundland dog was playing on the bank
when I fell in. Strange to say, he did
not rush to my rescue while struggling
in the water, but he went for me im-
mediately I got on shore. It may have
been generous of him to refrain from
attacking me till I got on dry land, but
my faith in the humane instincts of
that noble animal is sadly shaken.
Had I been a bone, I've no doubt but
that Nero would have rescued me and
brought me to the shore. Well, I am
safe at home again, and will go no more
skating myself, and the girls may slide.

True Courage.

He surely was a strong-minded as
well as healthy-nerved man, who dodged
the barbarous tortures of the In-
dians by a *ruse de guerre* particularly
novel and terrific, to wit: During the
war on the North-western frontiers, a
Kentuckian and some friends were
taken prisoners by the Indians and
Canadian French, and one after another
of the prisoners were despatched in the
most cruel manner, by maiming, burn-
ing, and bastinado. The Kentuckian
seeing how affairs were going begged a
word with one of the chiefs, and being
able to make himself understood, that
if they spared him, he would teach
them a secret by which neither bullets,
swords, or knives could inflict wounds
upon them. The Indians paused and
after a consultation they agreed to test
the secret, and if it proved a real thing
they would give the prisoner his free-
dom.

The Kentuckian, accompanied by
several Indians, went into the forest
and plucked some green herbs, which he
bruised and rubbed over his neck.

"Now," said he, "strike? Let the
strongest man take the heaviest toma-
hawk and strike a blow upon my neck
and see if it effects a wound!"

Placing his bare neck upon a fallen
tree, the Kentuckian prepared for the
blow, and down it came with all the
force of the brawny arm of the Indian.
But, judge of their surprise, when off
fell the brave fellow's head! Death
was inevitable, and the courageous
Kentuckian chose the quickest and less
painful! This was true, philosophical
courage! And it took a man, perfect—
to exhibit it.

A LONG AND SUCCESSFUL STRUG-
GLE FOR FREEDOM.—St. Crispin never
had a more ingenious follower than
James A. Hamilton, whose recent
escape from a Pennsylvania prison is
the most marvelous rogue's work on
record. Hamilton was an old prison
bird, and one of the most dangerous
convicts in the Lancaster prison. As-
signed to a solitary "iron clad" cell, he
was set to work at shoe-making. Some
time ago he complained that his bench
was too low, and asked for a couple of
pine planks to put under the legs to
raise it a few inches. For weeks he
worked under these boards at night,
cutting a hole through the floor, and
in the daytime covering his track with
the boards. Having cut through the
flooring, he reached solid masonry, and
worked upon that with such success
that, eventually, enough was removed
to admit the passage of his body. Hav-
ing cleared the mason-work of a space
a foot thick and about three feet broad,
he attacked the solid wall from his nar-
row crevice under the floor, and al-
though it was three feet thick, he made
a breach and passed safely through, and
let himself down two stories by a very
thin but exceedingly strong shoe-
thread. Breaking into the wash house
and carpenter shop, he procured a
change of clothes and lumber to con-
struct a ladder with which to pass over
the jail-yard wall. This ladder was a
model of ingenuity. None of the lum-
ber was stout enough to make the sides,
so he lashed several slender pieces to-
gether with bad cord, and tied broken
barrel-staves across for rounds.—With
this the prisoner found his way to free-
dom. Early Sunday morning his flight
was discovered. In this cell full a
cart-load of debris was found carefully
stored under his bed, the slats of which
were cut in half and bored at regular
distance to make a ladder, which, how-
ever, he had been unable to get through
the peculiar shaped hole by which he
escaped.

CURE FOR RHEUMATISM.—As so
many are suffering from rheumatism, I
could do nothing better than give a re-
cipe that I know is good. In the Spring
and Summer of 1866, my wife was so
afflicted with it that she could not use
her right arm, and was unable to rise
up in bed. We tried many liniments,
recipies and medicines, but to no pur-
pose. Doctors said that nothing could
be done only to give it time and let it
wear away. One day an old German
veterinary surgeon told me take equal
parts of the best oil of juniper and
spirits of turpentine and apply to the
part affected. I did so, and in a few
days the rheumatism had entirely dis-
appeared, and my wife was well. A
few days later, while at a picnic, she
caught cold, and was soon as low as ever.
Again did we apply everything we
could get, galvanic batteries and all.
We got the above recipe filled both the
oil and spirits being as clear as water,
and in a few days she was again well,
and has remained so for two years.
Always be sure to use the best quality
of oil and spirits.—Iowa Register.

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