$\stackrel{\text { Fous }}{\text { Thp }}$ Herumita Exyle common level ky setting advertising to
work for them.
What has be an accomplished in the
past through advertising is being duplicat-
ed or excelled today by national manufac-
turers and local merchants. A new fabric
is made famous and given a national de-
mand almost over night by widespread
advertising. A new antomobile builds up
a national demand ir itself months be-
fore it is placed on isplay with the aid
of extensive advertic ng. In every com-
munity there are old nerchants who have
retained a thriving tade through many
years by regular and heavy advertising
or who are building up prosperous bus-
inesses in new stores y the old rule "ad-
vertising pays." Ady rtising has become
just as essential to business success as
service and a storero n.
in ful about abo th it, instead of being thankgery is some ning to be escaped from i
possible has hecome widely diffused. Men comn only yearn to become ric
not because they may use their richas a cause by me ins of riches they may be
relieved of te neecsity of work.
Even the criptures themselves seem to treat work :3 an evil. In the so-called
Mosaic accou t of creation, it is the pen
alty that the Lord imposes upon the man and woman
obecrience
In spit
ing the
brea
swe
to and through shine, to the appointed spo only because, we have to stick to that
work throug the eight or ten hours, hong
after rest would be so sweet; because the schoolboy's
cause the
tally exactly with the invoice; becaus
with custome's, with neighbors; in sher whether this or that, it is because only because of the rut, plod, grind, hum necessary sel--foundations laid, namely patience, sclf-denial and all the rest. show, as somebody has aptly said, tha
we are intended for activity. Behold the millions
museles, of nerves, and the the bodyands of produce! This was the cry of Thoma Carl, and Carlyle was but echoing the
mandat, of the natural law. Nature labor (nd the laborer;) those despis
 these o the men whom Nature deligh king's ouses and surround themselve
tinues servants, but they cannot de otask it diseased bodies and allotted their un-
tascupie minds obtain a frightful revenge THE WONDER WORKER



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