

# Smug Conceit

By JOHN A. ROWLAND

# Readers Man Unfit for Business World

IT WAS Gen. Grant, if I remember, who in the beginning of his military career discovered that the enemy was quite as likely to be as much afraid of him as he was of the enemy. To this bit of philosophic observation Grant added that he owed much of his military success.

Had Grant been a business man on the competitive basis probably his horse sense would have arrived in some such manner by which he would have realized that the basic principle for campaign purposes. He took stock of himself, after which he was able to determine on the competitive basis of his profession. In those piping times of peace, however, courage so often is measured by the individual's inability to be afraid simply because he doesn't know enough, there is no man in the ranks of business who can afford to neglect the importance of his competitor. It is a man who knows the business or one of the smallest employes in the ranks that man who knows his own ground first must be familiar with the grounds of his competitor.

Not only do those complacent now fail to take advantage of the warning note in such a condition, but they lay themselves still further open to the aggressions of those competitors who ought to appreciate how thoroughly they are of their guard. No one can be more thoroughly off guard than is the one who wholly engaged up in his own success. It is such a condition he not only is no longer on the offensive but he is incapable of defense against influences which menace but which he refuses to recognize.

Occasionally some young man in an office organization wakes suddenly to the competitive condition surprised. He discovers that young Jones is "after his job." His first thought is of indignant aversion. He has thought Jones was a friend rather than a sneaking traitor. In this new light he cannot command words sufficient to express his contempt of Jones.

Why should't Jones be after it? No organizer of men could hope for successful team work were it not for this element of ambition, enmeshed in a degree to lead men to work for performance as toward for conscientious service. That man who holds a position above any other man in a business organization must expect that man below to pursue a certain amount of his own success.

The game is competitive all along the line. Business competition is no less than war methods on a peace footing. A thorough strategy is necessary in the conduct of business in general.

# Mean Little Tricks of Trade

By H. E. BARBER  
of Chicago

While the recent increasing cost of living in becoming a more serious matter before us, there is one phase of the question which seems not to have attracted general attention, and that is the apparent general increase in the prices of commodities and the market men of Chicago. People are puzzled by dishonest weights and measures, how misleading the scales of the retailer and his assistants, they are puzzled by a great many tricks known only to some storekeepers. Customers are short-weighted, short-measured, and short-weighed. These dishonest practices are used very often where dry measures are the legal measures, there being a difference of about ten cubic inches approximately between a quart liquid measure and a dry measure.

Measures of weight are not dishonest or tampered with as frequently made to pay from 35 to 40 cents a pound for wooden dishes, which are used to hold butter. In purchasing measures they are often obliged to pay about 70 cents a pint for water which can be had at the kitchen sink for nothing.

The tricky storekeeper will always contrive to short change people by taking the fractional part of a cent when he is not entitled to it. For example, if an article costs 12 1/2 cents and a person purchases two, four or six articles, the price will be charged every time for the fractional part of a cent. It is always made change for 13 cents. Where 12 1/2 is 28, four times 12 1/2 is 56, six times 12 1/2 is 78. But the dishonest storekeeper, in his system of mathematics, will make this amount aggregate 78 instead of 75 cents. It seems that while a person uses a scale to weigh out goods with his eyes, a chip on his shoulder, ready to wrap for every penny's worth of the goods he buys, he is almost sure to be cheated out of 10 to 15 cents for every dollar spent, particularly if his purchases consist of three or four separate purchases. The customer who is to be cheated is the one who buys one or four cents on each article unless he is very alert for the slightest mistake on his rights.

The customer who has trouble in getting what he pays for should not hesitate to notify the city warden whenever he has reasonable cause for complaint.

# High- Priced Luxuries in Far Alaska

By GEORGE J. CHAPMAN  
Mining Engineer

In Alaska we get very little beef, pork or mutton, but fancy muttons still in demand. The price of mutton is very high, but not so high as frequently it falls on one.

When I left home I checked to find that I was going to a part of the world where there was no beef, but where there are high-priced luxuries in the north.

I find the people down here complaining of deer eggs, but in Fairbanks we are lucky to get them. Deer is so scarce that I, that I want to say, is pretty good, even for Alaska. This extreme temperature was followed by a very mild spring, the thermometer showing only zero for some days.

Such a decided drop made people think that spring was close at hand; the kids romped off the snow without their top clothes and some of our women went on the streets without their furs.

# Engaged to Three

By DONALD ALLEN

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For two years Mr. Elmer Jackson had been driving over a certain route in his military uniform. He sold his hat, his sewing machine. He was a widower, over 50 years old, and he had a small boy. He sold his hat, his sewing machine at the cheapest price, for a good credit; he was pleased to be able to sympathize to the widow. His hat was a wonderful one and had been made by a well-known maker. Everybody liked "Pap" Jackson, as he was called in town.

There were three widows on the route. The first was Mrs. Brown. She had a little girl to take care of. She was not quite clear in her mind. He thought it would be a good idea to see her. However, the fact remained that he was in love, and he proposed and she accepted. Things had gone that far and then their stock had failed. Mrs. Brown was a widow, but there was no particular hurry about it. He would wait until she was well. It would be a long wait, but a little while could be picked up in a day. The widow Turner, who was a little older widow. She had a good farm, and she was a widow. He thought it would be a good idea to see her. However, the fact remained that he was in love, and he proposed and she accepted. Things had gone that far and then their stock had failed. Mrs. Turner was a widow, but there was no particular hurry about it. He would wait until she was well. It would be a long wait, but a little while could be picked up in a day. The widow Smith, who was a little older widow. She had a good farm, and she was a widow. He thought it would be a good idea to see her. However, the fact remained that he was in love, and he proposed and she accepted. Things had gone that far and then their stock had failed. Mrs. Smith was a widow, but there was no particular hurry about it. He would wait until she was well. It would be a long wait, but a little while could be picked up in a day.

There was one more widow on the route. It was Mrs. Jones. She had a little girl to take care of. She was not quite clear in her mind. He thought it would be a good idea to see her. However, the fact remained that he was in love, and he proposed and she accepted. Things had gone that far and then their stock had failed. Mrs. Jones was a widow, but there was no particular hurry about it. He would wait until she was well. It would be a long wait, but a little while could be picked up in a day.

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# Announcements

**FOR COLLECTOR**  
I desire to announce to the candidates for the office of collector for the town of Barrington and ask the support of the voters of the primary to be held in March.

**FOR COLLECTOR**  
I am a candidate for the office of collector for the town of Barrington and ask the support of the voters of the primary to be held in March.

**FOR COLLECTOR**  
I wish to announce to the voters of the town of Barrington that I am a candidate for the office of collector and ask for the support of the voters at the primary to be held in March.

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