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cultivating a prospect's friendship, and actually treats his former prospect as if he never had met him, he makes a serious mistake. The buyer may be in the market again. Business friendships should be sincere and not a mere bait for dollars.

The human element is vital to business, but it is also vital to sincerity and manhood. Many a man has lost sales and lowered himself in the respect of men who knew him, simply because his smiles were dollar smiles. They should be friendly human smiles.

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**WE GO VISITING.**

Men, money, materials and machinery are the tools of the manufacturer. With them he builds civilization. He is a promoter of pay-rolls and population. He challenges the brain and muscle of man and produces the material things that make this a better world in which to live.

The manufacturer is an industrial link between the producers of raw material and the consumers who demand a finished product. The manufacturer develops skill in men and makes it possible for the masses to have conveniences and commodities that they could not make for themselves. He holds a trust for society. He enables millions to help themselves, and in turn he serves them by organizing brains, brawn and materials. Without manufacturers, the dollar would have little value and our intricate, ingenious age would never have been achieved. The manufacturer is an essential citizen. We all benefit by his enterprise.

This week our manufacturers, wholesalers and jobbers will tour through a portion of this city's trade territory. They will represent this entire city as well as themselves. To a great extent the manufacturers, wholesalers and jobbers are the men that are making this city grow. To a large extent they represent the services this city gives to its wider community. They will carry the greeting of the people of Cedar Rapids to our friends and neighbors.

**PERSONALITY AND AFFAIRS.**

The blacksmith of thirty years ago has become the president of a steel corporation. The village butcher has risen to the presidency of a packing industry. The general merchant who was known to all his customers, has become the head of a chain of department stores. The direct contacts of man to man have been supplanted by the relationships between organizations. Leadership has become largely impersonal. Personality has been extended through social organization. Each man's work once was limited to what he could accomplish with his own mind and hands. Now one man may project his ideas through a million minds and have a hundred thousand hands supplementing the work of his own.

But the personal factor in business still counts. Indeed, personal responsibility has increased with the development of social power. Social organization has not decreased the demand for strong personal character, for men and women of individuality and force. There never was nor never will be anything great and fine, unless it be the embodiment of some personality. Everything worth doing still must bear the marks of the sacrificing qualities of some mind and heart. Personality still is the greatest element in all achievement.

**Teachers' Salaries**  
By DR. FRANK CRANE.

WE do not pay teachers of our children enough. There is no getting away from the economic truth that we pay them too little. We get only that which we pay for. If any profession is to be respected, it must be paid well. A teacher's salary is a reflection of the value of his work. When we pay teachers less than a large extent we buy our children's outlook on life.

If we are for our children, the whole house is conducted for them. And no business could be more important than their proper development. The teacher stands in the place of the parent. He should be a man trained so that under him the children can develop to a proper maturity.

For this reason he ought to be one who has read the best books and magazines and who has the widest outlook on life. Selecting an inferior quality of people to teach our children results eventually in inferior children.

A teacher should be the best sort of person in the world, so that out of his largeness the child may be fed.

No stream rises higher than its source and no education is going to do for our children what it ought unless it comes from persons who are properly trained to give it.

Training teachers costs money. Attracting the best minds to the teaching profession costs money. Teachers ought to lead cultured lives with plenty of leisure and that costs money. The teacher must maintain a standard of living which permits him to live in comfortable ease, so that he can bring to the classroom the necessary vitality. And that costs money.

We have done much toward improving the quality of the teachers in the United States but the problem is so vital and large that we have not yet scratched the surface.

The teacher should be paid enough to make him an important member of the community. He should be paid enough to insure the respect of the children. Money does not mean everything and there are some things that can not be bought for money but at the same time money means something and in the long run it is the basis for those finer qualities which we desire in those who train our children.

Miss Margaret M. Altycker in The Journal of the National Education Association says that we want teachers of superior ability, trained, cultured and trained with a broad outlook and understanding of life, so that they may interpret life correctly for our boys and girls.

It is doubtful if we can secure such teachers on the salaries that we now pay.

Most of the vital problems in the future of the nation are to be determined in the classroom and we need the best of experts to preside there.

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**BARGAINS AND PROSPERITY.**

Strictly speaking there should be no bargains in business. When gains are barred from a trade, a bad bargain is made. A successful trade is one in which both the buyer and the seller gain. Prosperity is a mutual affair. All must share in it or it is not real prosperity.

We have a rich country. We are a wealthy people. Our national problem of prosperity is not really a problem of prosperity, but of the development of relatively larger gains for all concerned. It is a question of a fairer distribution of the gains of production, transportation, manufacturing, distribution and the performance of other acts in the great social process that we call business. Prosperity can not be had by a bargain but it may be ours if we learn to will to share with him who has the right to his fair share according to his contribution to the general welfare. Business is an unbounded wheel and the portion of society enjoys under each wheel a different other portion. Prosperity is a matter of harmony between all and a thing.

**THE DOLLAR SMILE.**

Is the dollar smile hurting business and making cynics? When a man in the market for a house, a car, insurance or other commodity, his friendship is courted by salesmen. He imagine that he is making friends. When he makes his purchase, often happens that disappointed salesman actually forgets that they ever met him. This is not a theory, but an actual condition. This condition is not local, but general. In every community prospective sales generate cordiality, but disappointment too often changes men's tactics.

When a salesman fails to make a sale after

**Robert Quill's Paragraphs**

The evidence of civilization seems to be largely circumstantial.

The mills of the gods grind slowly, which proves that they aren't sin mills.

The most difficult place to support the frame is on the end of a keyhole.

The sap rises in spring. In spring poetry he rises to heights of absurdity.

Don't scold people for worrying. To small creatures, very small things seem enormous.

Perhaps Europe calls Americans Shylocks because they are trying to take off flesh.

**Evolution:** A low-brow dad making enough money to support a young intellectual son.

**Prohibition:** is tightening up. Even a dry officer can't carry a quart without explaining.

**It is easier to hide behind a woman's petticoats now. They are on a hook in the closet.**

**Progressive times:** are those in which you get more money to give to those who demand more money.

**Borrowing a lawn mower:** has disadvantages. You can't keep it and call it a "political debt."

**We are an inefficient people,** and among our diplomats there isn't a single trained bill collector.



Everytime poor Heineke shows signs of repentance somebody finds another gun on him.

Some of the idiots who can't find room in asylums are very comfortable in high-powered cars.

Once America grows her own rubber she won't import any necessity except the raw material for chewing gum.

Three Missouri towns are now run by women, but in other states the men understand without being shown.

German barbers American gold to make need to underbid American engine makers. She uses her own brain.

The world feels most sophisticated and cynical when it talks and acts like a smart-aleck greenhorn of six teen.

Correct this sentence: "My wife is dieting," said he, "but she keeps on preparing fine meals for me."

**A Smile Or Two**

**Equipment.**  
"Gee, Jim," said the occupant of the next flat, "I heard your wife bawling you out at two this morning. Now most wives run down by twice."

**Mine always has a spare tire.**

**As the Saying Goes.**  
"Resuming your wild ways, hey?"  
"Uh."  
"And you just had typhoid fever?"  
"Well, I was a good guy when I had it," retorted the buxkilder.

**Asked And Answered.**  
Why don't you like my jokes on prohibition?  
"The humorous contents are too low, not over one per cent."

**Probably Does.**  
Some people seem to consider dancing very reprehensible."  
"I think that idea adds to its popularity."

**PERSONAL HEALTH SERVICE**  
By WILLIAM BRADY, M. D., Noted Physician and Author.

**UNIQUE REMEDY FOR SICK STOMACH.**

Many elderly valetudinarians declare that they derive great benefit from the practice of drinking more or less a pint of hot water every morning before rising and breakfast. I believe them, just as I believe the fellow who tells how cold this regular morning bath is. But what curls my mustache is the way a considerable number of these hot water drinkers embroder their narrative—they not only down the pint or so of hot water, but so they solemnly aver, they first dissolve a teaspoonful of salt in it.

About that much salt in about that much water, and especially if the water is warmish, constituted grand-ma's sovereign method of reversing gastric and esophageal peristalsis, so to speak, or in other words, inducing emesis. The worth of an emetic varies inversely as the number of seconds you can keep it down. Grandma's warm salt and water concoction could be timed only with a split second stop watch. Perhaps a carter, however, could even tear a spoonful of salt in a pint of water would seem sufficient to reverse peristalsis, although that is just about the proportion of salt in the tears of a weeper.

Unique is the right word for the simple method for the immediate relief of vomiting just reported by Drs. Edwin P. Lehman and Harry V. Gibson, for their record fifteen cases of vomiting from numerous causes, all of which striking relief was obtained by giving the patients from two to six ounces (say from one to three glasses) of an ordinary glass full of a per cent salt in water, water, cold. To make a solution of that strength rather more than a teaspoonful of salt in the pint of water is necessary, about a teaspoonful of salt in a pint of water would be approximately 2 per cent.

Note that these St. Louis doctors give the salt solution cold. I can readily imagine that that would make a lot of difference. In fact, I have always urged old timers who like their morning salt solution to take it cool if at all. All of the benefits they can derive from drinking the water without the salt, and with one exception by drinking the water cold or cold. Very feeble folk may derive some actual help from the heat, especially when the circulation is poor.

These St. Louis doctors are surgeons. Well, for that matter, every physician who has the right to the title "doctor" is a surgeon, duly educated and trained in the practice of medicine or surgery. Thus, the education, technical training, qualification and license are all the same for "ordinary" or family doctor, cardiologist or internist, surgeon or specialist, and this is true despite the quaint notion that a practitioner in the one field is better qualified or more skillful than a practitioner in another. Of course, the advantage of the apprentice surgeon and specialists to foster the childlike confusion of mere specialism with expertise or skill.

The best people who are known were about the worst therapists. I imagine. So I can't guarantee this unique treatment for vomiting. Try it if you like, and if the remedy doesn't appeal to you, why throw it up. It is only a surgeon's fancy.

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**JUST FOLKS**  
By EDGAR A. GUEST.  
(Copyright 1925.)

**THE OLD CLOTHES CRY**

I met him in his garden where he tolled with hoo and spade, Now there's an army wearing clothes that once belonged to me!

I've hoarded suits for fishing trips and hunting trips to be, Now there's an army wearing clothes that once belonged to me!

I've said: "When gardening time returns, these duds I'll want to wear!" But when I've gone to get them out I couldn't find them there; That wife of mine will never let a garment rest a day, I think she has a mink for giving duds away.

"So that is why you see me here in evening clothes today. And why my pattern rather shoes are this with mud and clay? I'm teaching her a lesson, though these duds will be a mess I'm gardening in the only outfit which I possess. I'm trying to convince her, though I doubt if that can be. That charity begins at home, and ought to start with me."

yellow, inside blue, produce yellowish green. Outside red, inside blue, result in reddish purple; blue, red, bluish purple, red, yellow, reddish orange; yellow, red, yellowish orange. If the same shade or color is used both inside and outside, the shade will look nearly the same lighted and unlighted.

Q. How much money is spent daily for luxuries? C. T. F.

A. There is no way of determining just what constitutes luxuries. Considering theatrical entertainments, tobacco, soft drinks, chewing gum and candy, the daily total is near \$10,000,000. The average each day is: Chewing gum, \$120,000; candy, \$1,120,000; soft drinks, \$1,330,000; tobacco, \$450,000; movies, \$1,380,000; tobacco in other forms, \$1,380,000; movies, theaters, \$2,230,000.

Q. How many food animals are slaughtered in a year? T. L. M.

A. In 1924, there were 119,950,500 animals killed for food, an average of 1.1 animals for each man, woman and child in the United States.

Q. Who first issued the 1623 edition of Hamlet? V. R.

A. This edition was first issued by two actors named Heminge and Condell.

Q. What will prevent copper wire screening from staining in damp weather? J. S. C.

A. Shellac is suitable as a protective coating for copper wire screening. It can be diluted with alcohol to such a consistency that the coating of shellac will be of the desired thickness when the alcohol has evaporated.

Q. How far does the stone base of Stone Mountain extend? G. F. Y.

A. This foundation underlies almost half of the state of Georgia. At varied depths, the sub-strata of Stone Mountain granite has been encountered in borings as far north as the Blue Ridge mountains, 75 miles distant and as far south as the coastal plain 150 miles distant.

Q. Has the Einstein theory been proved? L. C.

A. The first test of the relativity theory was the mathematical deduction by relatively equations of the full value of the rotational precession of the perihelion of the planet Mercury. The second triumph was the confirmation of Einstein's prediction that gravity affects light. This was put to the test at the eclipse expedition of May, 1919. Decisive success came on May 29, 1919, when at Principe light from nearby stars was found deflected by the sun almost equal to that predicted. The third prediction

to be verified was that in the gravitational field of the sun light waves would be lengthened. St. John, at Mount Wilson observatory, reported to the National Academy at its 1924 session at Washington that he found confirmation of this predicted effect in an elaborate series of measurements of the shift of spectrum lines.

Q. What per cent of the men applying for life insurance are rejected? E. O. K.

A. According to one life insurance company, there is a general rejection rate of approximately seven per cent of the cases.

Q. What is the merit system? V. C.

A. The merit system is a system of appointing employees to office in the civil service and of promoting them for competency only. It is opposed to the spoils system.

(Any reader can get the answer to any question by writing The Evening Gazette Information Bureau, Frederic J. Haskin, director, Washington, D. C. Give full name and address and enclose two-cent stamp or postage. Be brief. All inquiries are confidential, the replies are sent directly to each individual. (Copyright, National Newspaper Service.)

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Q. Who introduced French opera in New Orleans? H. H.

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Q. In making parchment lamp shades what color outside and inside will produce bluish green when the lamp is lighted? E. E.

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**QUESTIONS AND ANSWERS**

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A. The department of agriculture says that one weevil food will contaminate another. Particularly in the case of cereals. They should be bought in small quantities and used promptly.

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