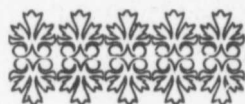


ADAPTATION TO BUSINESS IS NECESSARY TO SUCCESS

BY A YORK COUNTY BEE KEEPER



About every time I look over the monthly lists of business failures, as recorded by Bradstreet and other commercial agencies, the thought comes to me, "what has been the cause of these misfortunes?"

While no doubt many are led into financial difficulties through the dishonesty of others and various other circumstances over which they have no control, yet from my limited observation I am led to believe that more failures are brought about from lack of adaptation to business, be what it may, than from all other causes combined. I believe many are "gambolling" behind the business counter, at the pulpit and desk, working in a half-hearted way, who would have made a grand success behind the end of the plow handles, while many who are trying to farm would, with a little business training, have made their mark in some of the different mercantile pursuits. Taking it all in all I think one of the most important things for a young man starting out in life to decide, is the question, "what to do and be happy while doing it," as Mr. A. I. Root has so aptly titled his little book on the subject. Andrew Carnegie advises young men who have the chance to become proficient in at least three different branches of technical education. The moral is obvious.—If you find he is not adapted to one thing, engage in another.

To be more specific, let us look for a moment at the different branches of agriculture, something no doubt most of us are familiar with. We

see one man making a specialty of thoroughbred cattle. By judicious selection of breeding stock, proper attention to feeding, stabling, etc., they pay him big interest on capital invested. His neighbor goes into the same business and fails. He will tell you "Cattle don't pay."

The same things might be said about lines of stock, horses, hogs, etc. One man will make a success with poultry; will have the egg basket full when eggs are dear. His neighbor will have hens, but no eggs till spring. He will tell you he has "Ten cent hens," and "Poultry don't pay anyway." When we see these things we are apt to be uncharitable and say that so and so lacks management, is shiftless, lazy or some other uncomplimentary descriptive adjective, but for my part "Lack of adaptation" in the most of these cases will cover a multitude of sins.

The writer was brought up on a farm and from my earliest recollection I never had any liking for the care of certain lines of stock, and to-day if I had the capital, would not think of raising thoroughbred stock (a profitable business with the right man) as a specialty, as I certainly would make a miserable failure of the same. I am acquainted with a family of boys, one of them passionately fond of horses, whose greatest delight is to spend his leisure hours grooming the horses. His brothers hardly look at a horse; and so we might go on and give instance after instance in support of this theory. Of course we have to make allowance for a certain class of people who do not