

Newton Wesley Rowell, K.C., Leader of the Liberal Party in Ontario. A public man of distinctly fine texture—so fine that doubting friends and enemies have said he is unsuited to public life. There can be no doubt but that he appears to best advantage before comparatively small audiences. [Photo by International Press]

Thomas Ahearn, Electrical Engineer, Ottawa, Ont., began as a telegraph operator, but soon found his way into a field better suited to his large stature and coarse quality—the field of electrical engineering and contracting. He has constructed and equipped some of the largest electric works in Canada. [Photo by International Press]

J. Castell Hopkins, well known to Canadians as a writer, and critic of literature and art. An excellent example of fineness of texture in skin, hair, and features, showing a preference for refinement of thought and surroundings that could not tolerate the rough life of the contractor, or lumberman. [Photo by International Press]

The Honourable Lieutenant-Colonel Sir Rudolphe Forget, M.P. Large stature and coarse, strong quality; made a fortune as a promoter and financier, dealing with big out-of-door propositions. Is also interested in agriculture and is a director of the Canadian National Bureau of Breeding. [Photo by International Press]

WHAT ARE YOU GOING TO MAKE OF YOUR BOY?

You Can Know by Examining His Skin and His Size
By ARTHUR B. FARMER

Head of the Psychological Clinic, Memorial Institute, Toronto
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"WE'RE certainly the long and short of it," remarked the boy of exactly five feet four, glancing up admiringly at his cousin of six feet two.

"Good goods," you know," quoted he of the six feet two.

"But you can do so many things that I can't," sighed the small boy with longing and envy in his voice.

"Can't you see me selling pins and tape, or stringing beads?" laughed the larger boy. "There are some places where I just don't fit in."

So there are. Nature makes the man for the job, but we humans often force the job on the boy, irrespective of size and fitness.

To attempt to mend a plow with a sewing needle or adjust a watch with a railroad spike is no more unreasonable than to expect a small man to do a big man's work, or a physically big man to succeed in work suited to the man of small build.

Size as a factor in the fitness of the man for some jobs has always been recognized. The progressive employer looks over an applicant with an eye to size, as well as to texture, colour, type, and endurance. Some firms will not employ a man who is over five feet, ten inches, and others take none but those who are under this same height. In some classes of work extreme stature is a decided advantage, and in others these added inches are only in the way.

It does not require any very deep knowledge of character analysis to know that a large body is a disadvantage to the man who is continually moving in a small place where cubic inches are expensive. He takes up too much room. He is cramped in his movements so that he cannot do his work properly. He is in his own and every one else's way. His hands are a trouble and his feet are always where some one wants to walk. He knocks things over and bumps his head—and possibly a head not his own—in picking them up. Much stooping and bending soon fatigue him, and his mind is divided between his physical discomfort and the work he is trying to do.

I know a boy who worked in an office awhile ago. He grew so tall that his hands and feet were a nuisance to the entire staff. He decided that office

work was not for him, and was dejected over his prospects. His view was bounded by an office because his father had been a valued and trusted book-keeper and his brother is a most successful accountant. But, forced to look for another class of work, he was surprised at the

eagerness with which managers in several different lines tried to secure his services as salesman. One bond house held out very bright inducements so soon as he could master the rudiments of the business. He was in demand as a salesman because physical size is, in itself, impressive and tends to inspire confidence at first sight.

Mere physical size is, therefore, a decided advantage to any man who must transact business with strangers during a first interview. This does not mean that the small man never succeeds as an outside salesman or in the handling of big business transactions; but when he does succeed, it is because of superior energy, ability, and in despite of the handicap of size.

Cecil Rhodes' big frame was a factor in his success. Andrew Carnegie succeeded by his energy and ability and in spite of his small stature.

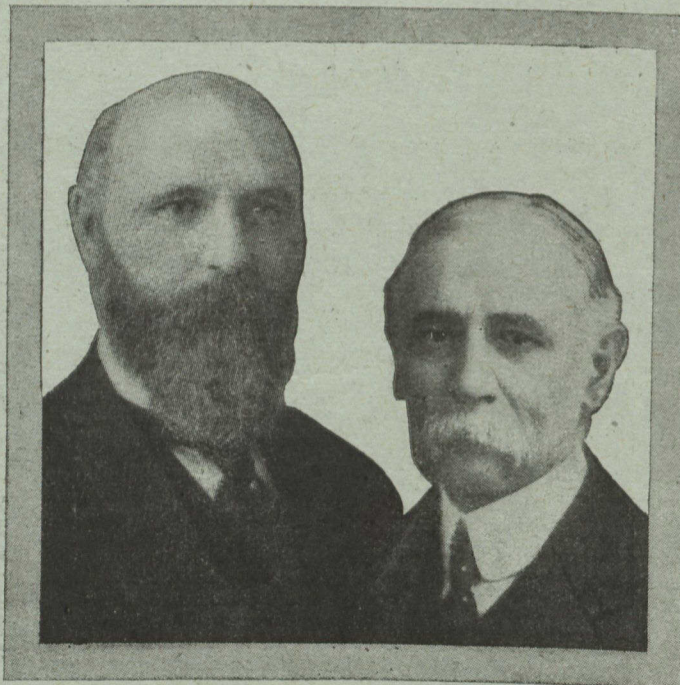
It is difficult, and sometimes impossible, to tell whether a growing boy of twelve or fourteen will develop into a tall man or the reverse. A consideration of his family and ancestors may help to foretell the number of inches he is likely to acquire. But boys are apt to prove that it is the unexpected which happens and to "shoot up" or "stop growing" just when you have made up your mind to accept the opposite extreme; and it is not uncommon for the undersized boy of fifteen to become a six footer, while his companion, who was big for his age at twelve, is of average stature or less after maturity.

Size as a Factor in Success

THERE are certain businesses a large man should not follow and certain lines that he should not handle. If he sells goods, it is important that the lines should be appropriate.

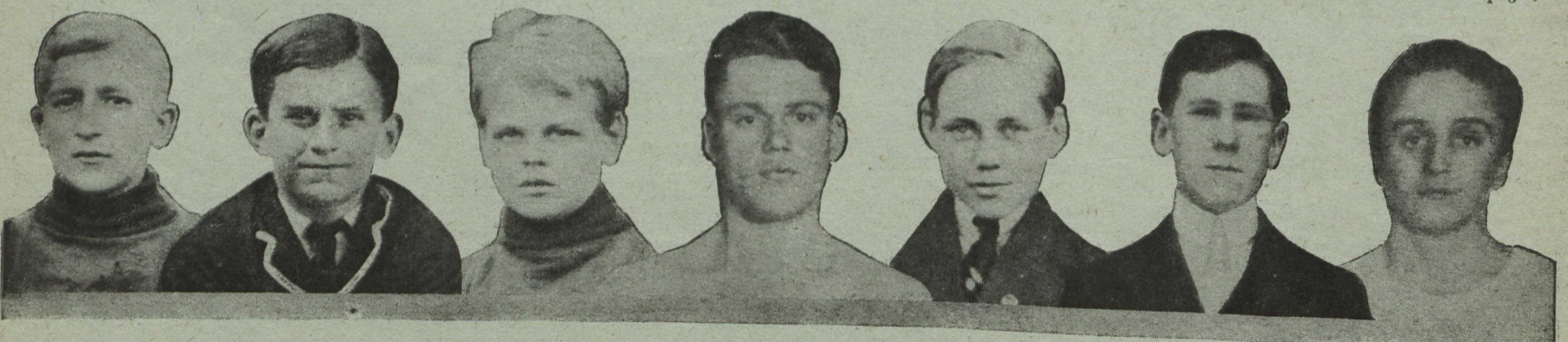
Lloyd-George selling shoe laces and baby ribbon would be a joke; but in leading people to appreciate ideas and ideals of national greatness and in the building up of an Empire, he is in his natural element. Views and opinions that might sound commonplace when expressed by a small man acquire weight and importance when uttered by a man of his physique.

It is only human nature to listen with attention and respect to the man of superior physique and stature, and, if he have the (Continued on page 46.)



Michael John O'Brien, Renfrew, Ont. A man of huge physique and tremendous driving power, just the type of man to lead or drive in big out-of-door construction enterprises. Has been since boyhood connected with railroad construction and is largely interested in timber and mining operations. [Photo by International Press]

Isidore Frederick Hellmuth, K.C., LL.B. Small stature, but very fine and fairly hard texture; great intellectual and nervous energy. Doing business largely on his own ground, with men who know him rather than with strangers, small stature is not necessarily a serious handicap in law. [Photo by International Press]



Fine, silky hair, fine texture of skin, and finely chiselled features indicate that this boy will not care to handle anything much coarser than watches.

Strong, fairly hard fibre, well suited to the handling of machinery of medium grade. Notice the breadth across the temples, and the expression of the mouth.

Extremely fine hair and skin, sensitive, artistic, poetical, imaginative. The philosophy of art should interest this boy when he is older, and he should succeed in some of the fine arts.

Big, coarse, hard, strong, with an accurate eye and good mechanical sense, this boy would make good on structural steel work, or handling big, heavy machinery.

Fine texture, sensitive, refined, suited to the handling of fine and artistic goods. Very keen, quick, positive, practical, should succeed as a salesman of jewellery or fancy goods.

Coarse, strong, hard fibre, will succeed at the heavier grades of machine work. Notice the high, square head and the hard, straight lines, expressive of determination and thoroughness.

Fine intellect—note development of forehead and eyes. Rather soft texture and very flexible joints, indicating extreme adaptability. Prefers mental work along literary, artistic, or musical lines.