

value to his employer and to win advancement for himself (and the two go hand in hand despite all that pessimists may say) must have this capacity for work. No matter how great his ability, how thorough his education, or how attractive his personality, these qualities are as worthless as a locomotive without fuel unless backed up by persistence and energy. He may be retained for a time because of his ability, but in the long race he will be found sadly wanting. Some day his employer will be forced to give the position he has hoped for and which by his natural talents he is pre-eminently fitted to fill, to a man who although less capable has shown himself to be a worker.

Having considered carefully the advisability of a change, every effort should be made to find a new position before resigning his present one. In the eyes of almost every employer the man at work has a value at least 25 p.c. higher than the one out of a job. To be able to say "I am now employed and am giving satisfaction," supplementing this with good reasons for desiring a change, has proved the open sesame to many a first-class opportunity.

A written application is one of the first steps on the road to a good position, and many men make it difficult through their inability to put their record clearly and forcibly on paper. A Pittsburg employer says that not one man in a hundred knows how to write a proper letter of application. "If they could state their experience and ability clearly on paper," he says, "it would insure them prompt consideration and often save them the expense of a personal interview before being engaged."

Letters of recommendation should be brief and definite, one positive statement of what you have done being worth a dozen glittering generalities. One of the best testimonials I ever saw read like this:

Mr. --- has been in our employ for five years. He is leaving because we cannot afford to pay him more than \$1,800 and he is easily worth a higher salary. We are sorry to see him go as he is a competent civil engineer, and we shall have difficulty in filling his place."

Former employers are the strongest references you can give; teachers are the next best; friends, relatives and acquaintances carry the least weight.

Overconfidence often leads a man to say that he can fill a position before he knows what it really is. In fact, this is a trap frequently set to catch the unwary applicant. The kind of man most employers want is one who says, "From what I know of the proposition, I believe I can handle it, but I would not like to say so definitely until I know more about the work." Intelligent inquiries about the duties of a position are always more effective than empty boasts.

FIRES.

AND OTHER DANGERS FROM TELEGRAPH WIRES.
WARN THE CHILDREN.

The fire dangers from telegraph wires are almost entirely from evil association with bad neighbours.

In telegraphy the electricity from magnetism has superseded the electricity from voltaic cells, except that celloid batteries of two or four cells are used in small towns for office circuit.

Bodies of dead birds are often seen under telegraph lines. A bird may perch indefinitely upon a telegraph wire without feeling the slightest thrill from electrical current, if he at the same time touches nothing else, but, if in the gentle spring wooing he bills while he coos with a mate perched on another wire, the current passes through their bodies and they are united in death. A living body touching two charged wires short-circuits the current.

MAY CARRY A KILLING CURRENT.

Telegraph wires are charged with 25 to 60 volts ordinarily but long distance wires, such as are worked direct between Columbus and the Atlantic coast cities, are given 265 or 300. This voltage would only jar, not kill, but a telegraph wire may carry a killing current from contact with a high tension wire or from lightning. And, too, an arc may be formed between wires carrying but 25 volts in which they will be heated white hot and fire any wood in contact with them. Any wire is a fire danger.

Last summer while a housewife was hanging the wash on a piece of telegraph wire, which she had taken from a corporation and put to use as a clothes line, lightning came along the wire and passed through her to the ground killing her. The part of the wire beyond her was uninjured but the part along which the electricity passed had disappeared. This incident is recited to show that a deadly charge may be guided by a wire too small to carry it.

The danger to life from telegraph wires usually comes through a storm which blows them down crossed by power wires, the rain accompanying the storm furnishing the moisture to break down any insulation which in dry weather might possibly protect one from part of the force of the shock.

WARN YOUR CHILD

In cities, so great is the danger from wires hanging or lying about, that children should be taught that to touch a wire is to invite a serious burn or sudden death. Especially, should boys, "tom boys" too, be warned against climbing any pole which carries wires. The ground wire and the iron tube which covers the lower part of it may carry to him a deadly current. A guy wire used to steady a pole may be charged with a dose of electricity five times greater than that necessary to