

ON OVERLAND LIMITED

centration involved in running a Limited. The Limited train on which every successful business man must ride — the figurative Limited that picks him up when he sits down at his desk — is even more apt to run into a snow-drift than is the train on which we are traveling to-night."

Now this new philosopher did not know Barnes or Hopkins, or he never would have expressed a doubt on this score. Both these men well knew the taut task of keeping a business surging ahead through storm and darkness. So, too, did Greenleaf.

It was Barnes who answered — Barnes, the merchant. "Perhaps," he said, "we have not made ourselves clear. You speak truly. Getting on the main track, either in business or in a more personal endeavor, is only the beginning. The hardest part of it is to stay on the main track and to keep going. The most difficult thing in business is not to establish a policy and a method, but to live up to them six days a week, three hundred days a year. I know plenty of men who have a beautiful policy, but they wear it only occasionally."