

# Grit.

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## HEALTH.

### A REVIEW BY 52 INSURANCE COMPANIES.

### A GREAT SAVING IN HUMAN LIFE.

By JACK CREAGH.

In spite of bootleggers, holdup men, fast motors, shootings, hangings and the electric chair the death rate has been brought lower, in fact is a low record for the great nation that flies the Stars and Stripes. The "wets" write to say the nation is going to the dogs; that might be so, but the 118,000,003 people are not going to the graveyard so often.

The Association of Life Insurance Presidents have just had a report put before them that gives some wonderful facts.

Fifty-two insurance companies belong to the Association; their business is good if the people don't die; so it was with a chuckle that Mr. George T. Wight produced his facts. He is the manager of the Association, and when you put a report before the president of one insurance company it has to be accurate, so when Mr. Wight put his report before the fifty-two presidents, sure he had to be very accurate.

#### AMERICA'S HEALTHIEST YEAR.

That sums up the situation in three words, but you want the facts now to prove it, so let us look at the facts.

The report, based on the records of fifty-two leading companies which did the major part of the life insurance business of the country, shows that there was a decrease in the death rate of policy holders from 878.1 per 100,000 in 1926 to 823.5 in 1927. In other words, 54.6 persons fewer among each 100,000 died last year than in the preceding year. The ratio for 1927 was computed on the basis of the companies' mortality records during the first ten months of the year, adjusted to a yearly basis. Mr. Wight draws the conclusion, by applying the death rate to the entire population, that 1927 probably set a new high mark in public health for all time.

#### BASIS OF COMPARISON.

Mr. Wight explains it is better not to use 1926 as a basis of comparison, because the death rate in that year was well above the trend of recent years. To appreciate the real significance of the improvement, he says, one should compare the rate for 1927 with years further back. The insurance death rate in 1927 per 100,000 persons, he shows, was 12.2 lives lower than in 1925 and 4.5 lives lower than in 1921, which, according to the Federal census reports, was the healthiest year prior to last year.

The above statement is just wonderful, and I want those who read the above not to skim over it. Look well into just what it means and you will find some food for thought.

#### FOR YOUR BENEFIT.

In case you are too busy or not good at figures let me point out the following: The Yanks are good at figures, and these show that the death toll amongst the insured people of the 52 companies was about

55 deaths less in each 100,000 persons. As the decrease is pretty general through the nation, this decrease means that last year, 1927, 65,000 lives were saved. Surely an enormous economic gain!

38,000,000 policy-holders, 1926.

40,000,000 policy-holders, 1927.

(First ten months each year.)

Death rate per 100,000, 1926, 875.1.

Death rate per 100,000, 1927, 823.5.

Now that's a great saving, but the best side of the saving is this fact:

The death decrease is much larger among industrial policy-holders than among ordinary policy-holders. It is a fact all over the world that the death rate is higher amongst the industrial class, and it still is in U.S.A., that is why the citizens here attach much importance to the much larger decrease amongst the working class.

Let us look at this decrease in cold hard figures.

Industrial policy-holders—death rates per 100,000:

1926 ..... 984.1

1927 ..... 914.7

Ordinary policy-holders—death rate per 100,000:

1926 ..... 706.0

1927 ..... 680.5

So the reduction in deaths per 100,000:

1927, ordinary policy ..... 25.5

1927, industrial policy ..... 69.4

The common statement of those I come in contact with is, "Things are much better." I hear this in broken English from the lips of people from many countries.

Occasionally I get a sniff of the violet, lavender or other scent of the rich classes, but my lot is mostly where I smell tar, gas, paint or goat variety of scent, so it is pleasing to know that the hardest worker is having a better time. Prohibition and other conditions have made the worker's lot much better.

#### PRINCIPAL CAUSES OF DEATHS.

Returning to insured lives, the following table classifies the principal causes of death,

showing decreased rates as well as those showing increased rates, among ordinary and industrial policy-holders combined:

		Death Rate Per 100,000 Persons.	
Causes of Death.		1926	1927
Showing Decreases.	1926.	1927.	Chges.
Pneumonia .....	89.9	70.3	—19.6
Influenza .....	25.6	13.6	—12.0
Tuberculosis .....	83.8	77.9	—5.9
Bright's Disease .....	67.8	63.1	—4.7
Diarrhoea and Enteritis .....	20.4	15.8	—4.6
Measles .....	6.6	2.3	—4.3
Whooping Cough ..	5.9	3.8	—2.1
Cerebral Hemorrhage	56.2	54.3	—1.9
Organic Diseases of Heart .....	128.3	126.9	—1.4
Scarlet Fever .....	2.0	1.8	— .2
Puerperal State ....	10.4	10.2	— .2
Homicides .....	6.3	6.2	— .1
Typhoid Fever .....	4.1	4.1	..
Causes not specified	211.0	206.1	—4.9
Total .....	718.3	656.4	—61.9
Causes of Death Showing Increases.			
Automobile Accidents .....	16.5	18.1	+ 1.6
External Causes not Specified .....	40.8	42.2	+ 1.4
Cancer .....	71.1	72.3	+ 1.2
Suicides .....	12.3	13.4	+ 1.1
Meningitis .....	2.9	3.8	+ .9
Diphtheria .....	5.1	5.9	+ .8
Respiratory Diseases not Specified ....	1.11	11.4	+ .3
Grand Total ..	878.1	823.5	+54.6
Grand Total ...	878.1	823.5	—54.6

You will note that the decreases in the above tables far outweigh the increases, particularly in percentage.

#### CONCLUSION.

The "wets" say many troubles have come through Prohibition. Any farmer will tell you that you can expect trouble when you go into the paddock where a mad bull is kept, but the "wets" have a big job on hand to hurdle the health facts above.

With bigger pay envelopes, better food and clothing, also better homes, the people of the United States are marching to progress, and side by side with them, if they will only line up, there is plenty of room for the rest of the world.

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## THE PARABLE OF THE ORANGE.

Christianity is as scientific as chemistry or any experimental science. You must fulfil the conditions if you wish for results.

A hall full of men, virile, hard-boiled men, such men as one does not associate with church-going.

You have seen them in the road-repairing, gangs, on the wharves, and can easily imagine them at the Stadium.

Men upon whose faces the hardships of life have left an indelible mark. Many of them have done more than peep at life through the bottom of a tumbler. Men who have lost in a day the hard-earned wages of three months, and into whose soul the iron hardness of the way of the transgressor has entered.

Men whose contact with woman has most generally been unfortunate, since they have paid not only in coin but in physical hurt for her favors. Men, most of whom left home early, and having wandered far, demonstrate that the rolling stone gathers no moss.

What is responsible for such a gathering?

It is solely and simply a religious meeting. The gathering has persisted through many years, and has slowly but surely grown in numbers, and now touches in its membership many distant parts of the world.

It has never featured notable speakers, gifted singers or topical subjects.

It is simple, positive, experimental Christianity. The meeting demonstrates that so long as men have memory and conscience, so long will the message of Christ be attractive, welcome and satisfying.

### GETTING READY.

The leader reminds them that the man with a pick spits on his hands, the man with a rifle takes a sighter, the man with the bat asks for centre, and that in all our undertakings there is invariably a preliminary action.

He points out that they might naturally expect a preliminary action of some kind before they attempt to get anything from a religious meeting.

If you go to the movies you need only your eyes and your intelligence to get all that they offer there.

If you look at the heavens you will need a telescope, and if you seek microbes you will need a microscope.

If you come to a religious meeting the equipment so satisfactory at the movies or in nature study is utterly inadequate. In a religious meeting it is only "the pure in heart who see God," those whose darkened mind is illuminated by the spirit of God, who have understanding.

The "pure heart," the "enlightened mind" are in the religious meeting the equivalent of the telescope and the microscope, and, like them, not merely an advantage, but also absolutely indispensable. Asserting that these two indispensable qualities come only by the medium of prayer, the leader invites the men to join him in prayer, and this they do with surprising reverence and keenness.

### THE ORANGE.

The meeting is now keyed to interest, and without further preliminaries the leader begins to toy with an orange, which he informs them he has just purchased for a penny from a chap who sells them ten to the dozen. He asserts that the orange is:

1. Full of juice.
2. Full of sweetness.
3. Full of little orange trees.

Naturally, he informs the men they will want him to prove his assertions. It is full of juice, but there is no evidence of this when he shakes it, nor when he gently squeezes it, nor does it leak in any way. Experience, he informs them, tells him the juice is in the heart of it, and that is where you must go for it.

It is sweet, but he tentatively nibbles the skin and finds it bitter. This is a disappointment, and may lead to argument; but again the question can only be settled by going to the heart of it and personally getting your tongue round a good mouthful.

Now let us test this assertion that it is full of little orange trees. On exploring we find only twelve or fifteen pips. They do not look like orange trees, and on appearances the preacher's statement finds no support.

It would take a few years to prove these pips were really orange trees, but it is a simple matter to convince the average person that "perhaps they are."

### WHAT TO DO WITH ORANGES.

You can eat an orange every once in a while and thoroughly appreciate it. You can go through life speaking very confidently of the niceness of an orange in hot weather, and your belief that the juice is a very healthy beverage. You can, if you are well advised, eat a couple of oranges a day all the year round and talk most convincingly

(Continued on page 10.)

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PASS "GRIT" ON.





By  
The Clown.



Many have transferred their interest from the love that passeth understanding to the car that passeth all others—in other words, the Church takes the dust.

The motor car is the most costly and dangerous invention of all time. The people who are too poor to have medical attention at home, and are charitably provided for in the Coast Hospital, are visited by friends and relatives who drive out in their own cars.

A thousand cars each night in and near Sydney are used for immoral purposes. The children who spend Sunday in the car will not only have bodies that suffer from the want of exercise, but also will have shrivelled souls.

The policeman is tagging along behind the crook in the vain endeavor to stultify the motor's criminal usefulness.

\* \* \*

#### IN SIX WEEKS 4042 BEFORE THE COURT.

According to official records at the Water Police Court, the number of motorists who are daily breaking the rules of the traffic regulations is greatly on the increase.

Since January 1 of this year no less than 4042 persons have appeared before Mr. Blix, S.M., at that court.

This is an exceptional number, and an official pointed out that the work entailed in keeping the record, etc., was increasing beyond all proportions.

It is not unusual for as many as 200 to be dealt with in one day, and on a number of occasions the 300 mark has been reached. The record for one day stands at 325.

\* \* \*

#### PUNISHING ROAD HOGS.

Three people are killed and 20 injured daily, on an average in Australia, as the result of motor accidents.

The "Evening News" says: "A review of the fines imposed by N.S.W. magistrates throws a glaring light upon the lenient attitude often adopted towards drunken and reckless motorists. After admonishing offenders in the most severe terms, magistrates frequently prove that their bark is worse than their bite, by imposing small penalties."

\* \* \*

#### SYDNEY'S RED ROLL.

206 Killed; 5644 Hurt.

Accidents, reported by the police of Sydney, which occurred in public streets within the metropolitan traffic district, for the year ended December 31, 1927, totalled 13,064.

During the year, 206 people were killed, and 5644 others were injured, while in 7214 cases no person was hurt.

Of children under 14 years, 60 were killed and 943 injured; of people between 14 and 60 years, 110 were killed and 3795 were injured;

of persons over 60 years, 31 were killed and 450 injured. Ages were not stated in cases of five killed and 456 injured.

#### Grim Motor Figures.

Trams were responsible for 17 people being killed and 339 injured, motor buses for eight killed and 197 injured, motor vans and lorries (including a fire engine) for 36 killed and 675 injured, taxis for seven killed and 232 injured, motor cars for 75 killed and 2509 injured, motor cycles for 31 killed and 830 injured, bicycles for seven killed and 247 injured, horse-drawn vehicles for five killed and 154 injured, horses, ridden or loose, for one killed and 27 injured, and improper riding upon and getting on or off vehicles in motion resulted in 19 being killed and 434 injured.

Outside of the metropolitan traffic district during 1927, 112 people were killed and 1117 injured.

\* \* \*

WET ROADS CAUSE MANY MOTOR CRASHES—ALSO "WET" GOODS.

\* \* \*

#### OUR IDIOCY.

A motorist, who was fined £10 for having driven his car while drunk, and £5 for having driven without a license, is said to have told the police, with perfect candor, that he had had a drink at every hotel between Goulburn and Granville.

There are about 40 hotels on the run.

A motorist, in a country town, was thundering along at about 60 miles an hour, according to the police, when he was informed that he was endangering life. He was fined £10. He was attempting to break a record.

At the Central Police Court a drunken drive was fined £20, and his license was suspended for six months. Two months previously the same man's license had been suspended.

A woman was thrown to the roadway in a country town when a drunken driver, on the wrong side of the road, collided with another car. He was fined £5 and his license was suspended for a short period.

\* \* \*

Other States are ahead of N.S.W.

The South Australian Act provides for a fine of from £20 to £50 for the first offence, and for a fine of from £50 to £100 for any subsequent offence, or imprisonment not exceeding six months. The West Australian Act provides for a penalty of £50, or imprisonment for three months.

\* \* \*

#### THE LAW'S FAULT.

In imposing a fine of £15, or six weeks' hard labor, on George Polson Blake, aged 22,

traveller, who had been convicted at the Central Police Court for driving a car while under the influence of liquor, Mr. McMahon, S.M., referred to disparaging remarks that had been made about magistrates for not dealing more severely with drunken motorists. He referred especially to statements made by a member of the Anti-Road Hog League, who had contrasted the punishment of a woman convicted of theft and sentenced to three months' imprisonment with that of a drunken motorist who had been fined £10.

Mr. McMahon said the matter of more severe punishment was one for the Legislature, which at present provided a maximum of three years for theft and only a fine of £20 for a drunken motorist who became a menace to life.

Blake, whose license was suspended for its unexpired term, said that prior to the accident he had had his first drink of champagne, but it would be his last.

\* \* \*

#### JAIL.

Mr. J. C. Watson, chairman of the Traffic Advisory Committee, says: "The drunken driver of any motor vehicle endangers the lives of countless people, and if it be proved that he was in a drunken state he should be put in jail in addition to having his license cancelled."

\* \* \*

#### ACTING AS THOUGH WE WERE DRINK OBSESSED.

Liquor money is the most sinister influence in politics to-day.

Liquor sellers have more consideration in our Courts than any other type of criminal.

New liquor licenses are constantly being granted in spite of overwhelming local opposition.

Parliament lately broke all records, defied all precedents, and flouted the overwhelming vote of the people, and extended the selling hours for favored hotels. Most remarkable of all the Council of the Teachers' Federation of N.S.W. is to consider a notice of motion that these teachers of our children, the big percentage of which are women, apply for a liquor license.

Insanity could go no further. Liquor not only makes individuals intoxicated, it intoxicates the community—and the State is now acting like an intoxicated person.

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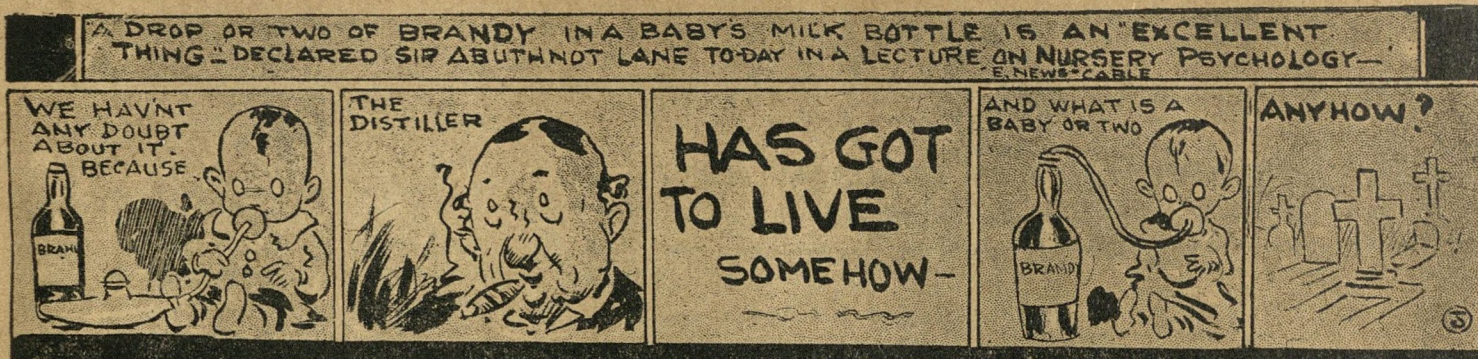
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## LIQUOR ACTIVITIES.

These samples of the doings of alcohol should act as a spur. How can one be indifferent to this menace? How can one tolerate its continuance? How can one vote for a liquor-protecting politician?

When a husband applied to Bendigo Court for an order prohibiting publicans from serving his wife with intoxicating liquor he said that she was drunk for 265 days in the year. He added that he had stood it for 25 years.

The wife denied the allegation. She said she had always taken the pledge each year, and kept it. But last New Year's Eve she had omitted to carry out her usual custom.

The Bench made the order.

### COLLIDED WITH PILLAR-BOX. DRUNKEN DRIVER FINED.

"After colliding with a pillar-box in Loftus-street at 6.35 p.m., Pennington backed his car away, turned across the street, and stopped within three inches of a verandah post at the Paragon Hotel," said Constable Collison, at the Central Police Court, giving evidence against Richard Pennington, 38, builder, who was charged with having driven a motor car along Loftus-street while under the influence of liquor.

"He was very unsteady on his feet when I got him out of the car. He told me he had had nine beers since 3 p.m.," added the constable.

Mr. Gates, C.S.M., fined Pennington £15, and suspended his license until its expiration.

### STOLE FROM COMPANION.

Eric John Ballard, 19, laborer, was charged with stealing a gold watch and 30/- in silver from Arthur Watson, at Parramatta Court.

Constable Sly said that defendant had made a statement to him that he had been drinking with Watson, and had gone to his residence. When Watson had gone to sleep, he had stolen the goods from under his pillow.

Defendant pleaded guilty, and was fined £3 or 21 days.

### DRINK CRAVING. DROVE MAN TO MURDER.

The Stroud District Coroner (Mr. Hitchens) held an inquiry into the deaths of Joseph Worth and his wife at Wootton.

It was stated in evidence that Worth and his wife had for years differed strongly upon the former's drinking habits, so strongly that his wife refused to live with him on several occasions. The last time she returned on the condition that he became a total abstainer. This proved a satisfactory arrangement for two or three years, but during the past couple of weeks Worth's old craving returned.

During the last fortnight of his life Worth indulged so strongly that he consumed 30 bottles of wine, in addition to smaller amounts of rum and whisky. His wife's efforts to restrain him being in vain, she collected all the money in the house and carried it on her person.

His supply of liquor exhausted, and no money available to secure more, Worth took the rifle out in the yard to demand money from his wife, who was hanging out clothes to dry. Threats failing to secure the money, Worth fired. The shot passed through her left shoulder and on through the neck.

The unfortunate woman, it is believed, tried to reach a neighbor's house, but collapsed about 100 yards from the scene of the shooting. He then, apparently, turned the rifle on himself.

A will drawn up on February 18, 1928, was found near Worth's bed. In it he bequeathed shares in his property to all his family, excepting his youngest son, whom he had previously threatened to shoot.

The Coroner returned a verdict of murder and suicide.

### DRUNKEN MANLY MOTORISTS.

Norman Hamilton Elliott, 22, assistant chemist, was fined £20, in default three months' hard labor, and had his license suspended for ten months at Manly Court for driving a motor car while drunk. Constable Phillips said that he saw Elliott zig-zag all over the Corso. When asked to get out of the car and produce his license Elliott could

not find it and staggered about the road.

John W. Wright was fined £10, in default two months, for reckless driving on December 27, on Sydney-road, Balgowlah.

Constable Hamer said that Wright drove past and across a tram at a speed of 35 miles an hour, and the driver of the tram had to use his emergency brakes to prevent a smash. Wright was also fined £2, in default 21 days' hard labor, for driving without a license, while for reckless driving he was disqualified from obtaining a license in N.S.W. for a period of four months.

### HIS RESOLVE. TO DRINK NO MORE. CUT OFF LITTLE FINGER.

Alexander Stewart Jolly, a real estate agent, of Chatswood, formerly an architect, was further examined in the Bankruptcy Court before the Registrar (Mr. Norman C. Lockhart).

In answer to Mr. W. H. Palmer, official assignee, Jolly admitted that he had been drinking over a certain period, and that his wife, in consequence, was greatly worried.

In June last he resolved that he would drink no more, and to support his determination, cut off his little finger. He thought if he had such a mark before him that it would be an effective deterrent, and he wanted to prove to his wife that he was quite sincere in his resolve.

"When I cut my little finger off," added Jolly, "my wife insisted upon me seeing a surgeon. Since cutting off my little finger I have kept absolutely off drink."

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## SUCCESS OR FAILURE.

### ECONOMIC AND INDUSTRIAL EFFECTS OF PROHIBITION IN AMERICA.

#### THE "MONITOR"-FELDMAN IMPARTIAL SURVEY.

##### ARTICLE No. IX.—SALESMANSHIP AND DRINK.

So far these articles have been concerned with the effect of Prohibition in the United States upon industry and the industrial worker. We turn now, for a moment, from industry to commerce—from the manufacture to the sale of goods. There is no more widely accepted idea than the notion that "a friendly glass" helps to facilitate business. Lots of commercial travellers—salesmen, as they are often called to-day—will tell you quite seriously that they have to drink to get business; that if they do not they will lose sales. They thoroughly believe this, as did their brothers in America before the days of Prohibition. What, then, is the truth of the matter? What is the attitude of commerce to-day, what that of the customer, towards the drinking salesman, whose aim it is to ingratiate himself and secure orders by offering drink to his prospects? Is it necessary for the travelling salesman to carry a bottle with him in America to-day?

A good many salesmen in America to-day still, of course, carry a bottle around with them. In doing so, they are breaking the law, and, according to Professor Feldman, "violation of the law when transacting business is still all too frequent."

This is scarcely a matter for surprise. The present generation of buyers and salesmen is accustomed to traditional methods of approach in the transaction of business together. The value of social relationships in establishing a friendly atmosphere conducive to the aim in view is recognised, and custom for countless centuries ordained that the best passport to friendliness and the spirit of "give-and-take" was the friendly glass.

But, after all, we are not here concerned so much with the question whether this practice, in defiance of the Prohibition law, still survives—it would be little short of miraculous if it did not—as with the more important and interesting one as to whether it is disappearing under the influence of modern business ideas and Prohibition. The answer to this question is not in doubt. The inquiries made by Professor Herman Feldman amongst sales executives throughout the United States show that the attitude of business itself towards the drinking salesman has been changing for several years past, and that it had already begun to do so before Prohibition was enacted.

#### THE FRUIT OF EXPERIENCE.

"The type of relationship formerly existing in the conduct of selling became so demoralising," says Professor Feldman, "that it began to be questioned."

"It may interest you to know," wrote the sales manager of a high-speed steel, "that of all the salesmen we found it necessary to drop from our organisation during these early days, nine out of ten were discharged because they became incompetent and unreliable through drinking."

The buyer, too, more impressed, under the influence of increasing competition, with quality, price and terms, began to look askance at the salesman who tried to influence him through the social glass, and

"even before Prohibition this type of selling was gradually coming into the discard."

"The old type of salesman," Professor Feldman declares, "who wore his hat cocked on the opposite side of his head from that in which he chewed his cigar, and who 'set up' his customers and got them half drunk as a preliminary to getting an order, is a picturesque type in industry that is as antiquated as the two-gun man popularised in Western melodrama. Concerns to-day, when selecting representatives, have little eye for the man of seafaring habits. They choose with care clean-cut, efficient men, whose personality and character will dignify the house."

#### CONSENSUS OF OPINION OF SALES EXECUTIVES.

The consensus of opinion of the large number of sales executives consulted by Professor Feldman throughout the United States leaves no room to doubt that, as a factor in business relationship, the use of liquor was already declining before Prohibition.

"Two-thirds of them state that Prohibition has been an aid in reducing the evils and the expense of treating with liquor when selling; a few state that they never did business on that basis, and therefore were not affected by Prohibition one way or the other; and over a fourth call attention to one aspect or another which they find unfavorable to Prohibition or characterise conditions as worse. Practically all agree, however, that the internal problem of handling their salesmen has been greatly simplified in the past few years, so that it is practically no problem at all any longer."

The larger and more progressive business concerns of the United States to-day base their appeal on quality, price and service.

#### MENDING BROKEN MEN.

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Story.**

and would not tolerate the practices of a bygone era.

The comment of one sales manager is particularly worth quoting:

"Regardless of where Prohibition may be leading us," he says, "it is a fact that in selling even those buyers who imbibe forbidden juices look with distrust upon the salesman who appears in their presence with the odor of alcohol in his breath, and I might add here that tobacco is rapidly falling into line. Our salesmen are instructed not to have the odor of tobacco in their breath unless they are absolutely sure that the buyer uses tobacco in his own office. I have seen more than one sale lost on tobacco."

#### COSTS AND EFFICIENCY.

In the old saloon days the "expenses" accounts of salesmen were often very heavy as a result of the necessity of treating. One big firm informed Professor Feldman that their costs in this respect were formerly not less than ten dollars per week per man, whereas trade on this basis to-day does not cost the firm more than 25 cents per week per man.

Furthermore, under the influence of drink some travellers, in a fit of expansive generosity, were sometimes inclined to make promises to customers in excess of established trade custom, and in some cases customers were disposed to take advantage of a salesman's condition to exact from him promises which in his more sober and

(Continued on page 12.)

## "King of Kings"—Filmed

### 3.—Judas! Man=About=Town?

BY REV. SYDNEY HERBERT COX.

DE MILLE is right. There must have been something fascinating about Judas Iscariot? Church historians have concentrated with one gruesome gaze. He was the only pure Judean. He had brains. He was selected as treasurer of the Apostles. He was young and vigorous. Perhaps he was an admirer of Magdalen. What does it matter? He was ambitious—else why did he agree to follow Jesus' new movement? The best brains of the world have tried to solve the Judas problem. Be kind to De Mille—he merely seeks to picture certain phases. There is no solution in philosophy for Judas' problem—but there is a preventative from such an awful end as his.

The De Mille film prints it indelibly on your vision—"A Man of Sorrows and Acquainted with Grief" (Isaiah) is ever present to heal and to help, if allowed!

Melbourne, Sydney, Auckland, Australia, New Zealand, the Empire?—what rouses mightier admiration and inspiration than self-sacrifice?—especially when quietly done!

Judas' crime was greater than treachery—it was sheer selfishness—the world's worst vice. It made him blind to the purity of Jesus. Does De Mille picture Judas as gay, handsome, debonair—later to be displayed as tragic, sinister, disastrous?

Very well—men and women too often have condoned evil because it was brilliant and attractive, and—they have discovered its true effect only when it was too late to escape the damage!

A few critics complain that De Mille indulges a love for "horror" in depicting the (apparently) prolonged earthquake (at the Crucifixion) during which Judas commits suicide amid awful remorse!

But—who can measure the height and depth of man's awful plunge, when he has defied conscience and battled foolishly against eternal principles?

The fact is—we know the "horror" exists, and we want to close the door on the scene! But the door will vanish!



# GRAINS OF GOLD WORTH PICKING UP!

Keeping your nose to the grindstone won't sharpen your wits.

Good luck is the willing handmaid of upright, energetic character and conscientious pursuance of duty.

A bone to the dog is not charity. Charity is the bone shared with the dog when you are just as hungry as the dog.

One is much better occupied breaking bad habits than promises.

Because you have occasional spells of despondency don't despair. The sun has a sinking spell every night, but it rises again all right in the morning.

If you see good in everybody, nearly everybody will see good in you.

Praising yourself to the skies won't get you anywhere.

Cheerfulness means a contented spirit, a pure heart, a kind and loving disposition; it means humility and charity, a generous appreciation of others and a modest opinion of self.

All healthy things are sweet tempered. Are you?

A sharp tongue severs many a good friendship.

Begin each morning by resolving to find something in the day to enjoy.

Pain is neither intolerable nor everlasting, if you bear in mind that it has its limits and if you add nothing to it in imagination.

Nothing discourages the pessimist like the refusal of things to go wrong.

We are not what we think we are, but what we think, we are.

Leaving footprints on the sand of time does not mean spending most of your day on the beaches.

Lending a helping hand will make it harder for you to borrow trouble.

## Is Your Wireless Receiving Right Messages?

In the central place of your heart there is a wireless station; so long as it receives messages of beauty, hope, cheer, grandeur, courage and power from the earth, from men and from the Infinite, so long are you young. When the wires are all down and the central place of your heart is covered with the snows of pessimism and the ice of cynicism, then are you grown old indeed, and may God have mercy on your soul.

Happy is the man who believes in his fellow, for it is more blessed to be deceived in some things than to be suspicious in all things.

## HOW TO TAKE LIFE.

TAKE it just as though it was—as it is—an earnest, vital and important affair.

TAKE it as though you were born to the task of performing a merry part in it—as though the world awaited your coming.

TAKE it as though it was a grand opportunity to do and achieve, to carry forward great and good schemes, to help and cheer a suffering, weary and maybe a heart-broken brother.

NOW and then a man stands aside from the crowd, labors earnestly, steadfastly, confidently, and straightway becomes famous for wisdom, intellect, skill and greatness.

THE world wonders, admires, idolises, and it only illustrates what others may do if they take hold of life with a purpose.

THE miracle of the power that elevates the few is to be found in their industry, application, and perseverance under the promptings of a brave, determined spirit.

—“Trotty Veck Messenger.”

## You Find Strength In Your Inner Self.

Worry is a disease. It leaves lines in your face which time will never eradicate. Do not yield to worry, but learn to face outward things as they come. These you cannot control; but your attitude towards them you can always control. In your inner self you will find strength. This you can utilise if you will. Knowledge of this hidden inner force and proper use of it is what will give you poise and happiness.

Face your deficiencies and acknowledge them, but do not let them master you.

Grateful acknowledgments are given to “Forbes,” “The Silent Partner,” “Unity,” “Christian Business” and “Science of Thought Review.”

The most dangerous weapon to a fool is his own tongue.

Pleasures may be imported, but happiness must be home-grown.

Nothing would be more unhappy than a man that had not known affliction.

Little minds are tamed and subdued by misfortune, but great minds rise above them.

People with too much imagination pile up mountains and then have to climb over them.

Good temper, like a sunny day, sheds a brightness over everything; it is the sweetener of toil and the soother of disquietude.

The best temperatures for all the year are a warm heart and a cool head.

They conquer who believe they can. He has not learned the lesson of life who does not each day surmount a fear.

If you think you're too small to do big things, do small things in a big way.

The Kingdom of God is within you.

He who would climb a tree must grasp the branches—not the blossoms.

The love you liberate in your work is the only love you keep.

It is as easy to learn to be happy as it is to be grouchy. There's a lot more fun in it too.

## Reflections from the Infinite Bring Great Thoughts and Actions.

Happy is the man who carries God within him, an ideal of beauty and obeys it, an ideal of art, an ideal of science, an ideal of country, an ideal of the virtues of the Gospel. These are the living sources of great thoughts and great actions. Everything grows clear in the reflections from the Infinite.

The Editor will be glad to hear from readers as to what they think of this page, and will also be glad to publish “Grains of Gold” sent in from time to time.



# A Personal Chat with my readers

I am fortunate in my friends—while I have not won some of the friendships I have coveted, yet those I have are loyal, generous and big in kindness. Every day there are tokens of remembrance that encourage, and they are a very essential part of a strenuous life. Few letters I have received have been more gracious and nice than the following from the Bishop Coadjutor, the Right Reverend D'Arcy Irvine:

"After I had seen you on Saturday morning, I read the article in the 'Herald,' and I thought it a valuable and most helpful contribution towards enabling the authorities to deal with a difficult subject.

"I have since received the copy of 'Grit,' and I have been most interested in what I have read therein concerning 'Hammond's Hotel.'

"You may well suppose that I have many demands upon my power to give, but if you will indulge me by accepting this little cheque for your beautiful work I shall be grateful."

\* \* \*

Someone—I know not,  
who—sent me a little poem by Lola Gornall. It is one of those poems with a precious thought buried in it, and I delight to pass it on to those who read this page:

I love their shavings of smooth wood,  
That look so clean and smell so good;  
I love the sheen where planes have passed,  
Leaving a gleam of satin cast,  
On dappled boards that, yesterday,  
Perhaps were trees on some highway;  
I love the song the fret-saws sing,  
So busy with their fashioning.

I love the benches, wide and low,  
Littered with tools I do not know—  
Two thousand years ago God placed  
His Son at one—(they still seem graced),  
For here are made man's tables, spread  
With wine and creamy crusts of bread.  
Where, when Contentment reigns benign,  
I think Christ sits again to dine.

\* \* \*

It is Scripture that says,  
"Every way of man is right in his own eyes,"  
and it was Will Carlton who wrote:

When one sly reason fills the heart,  
'Tis wonderful how many good ones  
Come and take its part.

I do not know who is responsible for the following series of questions, but it is a wholesome thing to honestly answer them:

Why should we give money to save heathen abroad when there are heathen in our own country to save?

Why should I give money to save those in other parts of this country when there are needy ones in my own Province?

Why should I give for those in other parts of the Province when there are needy in my own town?

Why should I give for the poor in the town when my own Church needs money?

Why should I give to the Church when my own family wants it?

Why should I waste on my family what I want myself?

\* \* \*

An insurance company of New York announces from its accumulation of data and figures that fat men are more honest than their "lean and hungry" brothers. Which corroborates Shakespeare's opinion expressed long ago when he made his Caesar say: "Let me have men about me that are fat."

The fat man is noted for his ready and hearty laugh, and that may explain, in a way, some of his honesty. It is hard to picture a good-humored, open-faced, jolly man is anything but fair and square and straight. Of course, "a man may smile and smile and be a villain," but that sort of mirth is a pinch-faced, half-strangled kind. A smile is often associated with wickedness, but a free, belly-shaking laugh betokens a guileless genius.

We are glad to hear a good word for the fat man. There has been much sympathy and "ragging" wasted on them—especially on fat boys. They have long suffered under the old heartless saying that "nobody loves a fat man." It is not the truth but the prevalence of the saying that has worked them injury—particularly with the opposite and wilful sex. All rules have exceptions. Let the heavy fellows remember that the saying, "nobody loves a fat man," is no truer than the one that all fat men are honest.

\* \* \*

I have seen folk bristle with indignation because of a supposed insult, but an outsider would have utterly failed to perceive the insult. When you insult some people they respond by shooting, others by punching, and some who smile and say, "I am sorry for your ignorance."

Insults are like bad coins: we cannot help their being offered to us, but we need not take them.

A man last week spat on a Christian lady. The police took action. She refused to press a charge, and the man donated 21/- to the poor. Perhaps she recalled that the King of Kings had once been spat on.

Even if we have not enough of the spirit of Christ to take an insult smiling, we may yet have a sufficient sense of humor to laugh

## GRIT

A JOURNAL OF  
NATIONAL EFFICIENCY  
AND PROHIBITION.

"Grit, clear Grit."—A pure Americanism, standing for Pluck, or Energy, or Industry, or all three. Reference probably had to the sandstones used for grindstones—the more grit they contain the better they wear.

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SYDNEY, THURSDAY, MARCH 8, 1928.

at the fact that I am insultable. Arthur Guiterman must have smiled when he wrote: "The foolish mob ignore me now," he mourned;

"Applauding mediocrities and schemers, They scorn me, as the world has ever scorned, While yet they lived, its prophets, poets, dreamers; But on these walls wherein, by all forgot, I toil in want and sorrow, men hereafter Shall place memorial tablets!" "Yes, why not?"

I owned, and turned away in silent laughter, Remembering a little boy who said, "Just wait! You'll all be sorry when I'm dead!"

## The Editor

### LET ME DO IT!

WHY? Because I am trained to do it; it is my business.

I can save your time and increase your business.

### TYPING, DUPLICATING, MULTIGRAPHING.

## Lou Southwell

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160 CASTLEREAGH ST., SYDNEY.  
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## PRIZE FIGHTING AND BOXING.

### BRUTALITY GOES; CLEVERNESS REMAINS.

(By JOE LONGTON, Special Representative in America to the Sydney "Sportsman.")  
for "Grit."

Every family tree has a lot of crooked branches. Don't worry about the index finger of your neighbors. Their hats ain't on straight.

You, me, or anybody, are the sum of everything that has happened to the human race—good or bad.

You had two parents, four grandparents, eight great grandparents. Go back 20 generations, and if you had the reputation of being an "easy family mark," you'd find you had 1,048,576 ancestors to borrow money off you. Go back 30 generations, and you'd add insult to injury by having 1,474,571,824 to "put the bee on you," or, to be more precise, "sting you." You are the sum total of all these people.

"Like begets like" is a biblical quotation that I find to be correct in detail. That is why we assume, at least, one of our ancestor's traits. I have a "hop-and-go-fetchit" brother-in-law who has a "hop-and-go-fetchit" father. I know (so do you) drunkards that inherit an ancestral thirst and the craving for alcohol. I know of an insane asylum that has three generations of Napoleons playing "mumbley peg" and wearing tobacco tin lids for military medals. I know of a prison where father and son make little rocks out of big ones for the same offence: i.e., "taking a liking to things that belonged to somebody else."

I know a man that has a dog. I know a man that has a cow. I can see a resemblance between these men and their animals that, although I can discern that resemblance, I cannot describe it. Speaking of likeness, the late "Bill" Forester had a splendidly-bred colt, by Gozo, that he handed over to a man with a limp to exercise by leading it. After a few months the colt began to limp. "Bill" attributed it to "sympathy." Speaking of sympathy, why does a tooth ache after being extracted? Why do other teeth ache in sympathy? Why do men complain of amputated legs and arms—buried in the village graveyard years previously—aching?

Why will a salmon spawned in stream "one," and hatched in a hatchery 100 miles away from stream "one," and "tagged" and liberated in stream "two," over 300 miles away from stream "one," on its return from the unknown ocean depths, in which it matures to the spawning age, return to stream "one" to spawn?

Why does an elephant trumpet and rave when it observes a mouse, and is perfectly at ease while a Bengal tiger is climbing up its hide to attack a hunter in the houdah? Was it because, away back millions of years ago, a mouse reached the brain of one of the elephant's ancestors via its trunk, and the result became inherent?

At El Monte, California, Mr. Gay has a lion farm. He began it with a couple of

man-eaters that left Africa with the reputation of being fastidious in their meaty selection, preferring Bantu beef in preference to any other. They had previous to their capture lived off the Kaffirs of the district. These lions produced some nice cubs, who, in turn, produced more. The lion farm has several hundred splendid beasts, and Mr. Gay supplies the cinema studios and zoos with perfectly docile lions. The two beasts with which he started the farm were removed immediately the first cubs were born. These cubs and the cubs they produced were fed entirely upon vegetables, milk, and good, pure water. They are very tame, and a child is safe in their midst. Recently a moving picture concern bought one. It was fed with raw meat. The first time the attendant went near the beast it killed and devoured him. Previous to that it was the tamest beast on the lion farm.

The right hand of man is the hand in which our ancestors carried their weapons. Upon meeting another man, man put out his empty weapon-hand to show the other that he carried no weapons. The other man did the same. Eventually they grew more friendly towards the touch of the hand that seals the feeling of kinship. They advanced closer and closer until we got what is now the handshake.

In animals, as well as humanity, blood tells. In mankind we get the genius and the moron; but we rarely ever get illustrious sons to emulate illustrious fathers. In animals we do. Lincoln, Edison, Morse, Roosevelt, Baldwin, Ford, Taft, Chamberlain, Murillo, Velasquez, Aristotle, Socrates, Michael Angelo, Beethoven and thousands of other great men were the procreators of male children that wouldn't be known were it not for the fact that they had a parental reputation to boost them into a kind of prominence that reaches a certain tolerance because of—will we call it—sympathy.

Take the thorough-bred horse Musket. He sired the horse Carbine whom we of four decades ago averred was the greatest noble animal ever foaled, and the champion that made the record that would stand for all time. His sons and their sons made the old man take a back seat in "Horsetralia"; but Carbine, even though his record was defeated, is equally as amazing as the records of his son Spearmint and his son Valais. Then, again, we can take another lineage—that of Ormonde and his progeny, St. Simon, Rock Sand and Tracery—who took keen delight in showing their daddies up every time these noble animals showed off before the noble women and noble men, in noble array, who stood on the dignified lawns of dignified racecourses, such as which to-day, I am proud to say, Australia has the most dignified. (I was glad to read re-

cently where our good, clean turfmen of Australia aided in crushing the life out of that gambling machine—"the tin god" or "tin hare." Some day in the near future the turfmen of Australia will become interested in removing that running sore or bar from the racecourses, and some day the "wowers" will pay more attention to the eradication of that said bar than they do the eradication of the pari mutuel and the bookmaker. Then the fools that gamble their money away will have their senses intact and, as it has happened here in America since Prohibition, gambling on horses in Australia will be curtailed to less than 50 per cent; while at the same time the race tracks in Australia will, like America, be better patronised. Fifty per cent. of the horseracing and seventy-five per cent. of the boxing fans never gamble. They patronise those sports because they like those sports. The prize fighters Fitzsimmons, McGovern and Mitchell are about the only fighters whose names I can recall that had sons who attempted to emulate their parents, who were endowed with sufficient animal instinct to slug their way through a mire of gore to the adulation of the more or less moronic nature of prize fight followers. They proved to be "flops."

The reason why the sons of fighters above the average fighter's intelligence do not try to gather bigger busted noses and broader cauliflower ears than their parents did is because the old man "tipped them off" to the fact that out of the world's population we can only get one heavyweight champion at

(Continued on page 10).

## "King of Kings"—Filmed

### 4.—The Screening of the Cross

By REV. SYDNEY HERBERT COX.

So far we have dealt with Magdalene and Judas—Ignorance and Greed—the twin-devils that have betrayed the human race from the beginning.

Their phases are a thousand-fold, but their influence is unchanging. Mary of Magdala wanted Life—but was ignorant of the way to get it. Prostitution will be killed by education.

Judas wanted power—his way of power. Self-will is the mother of all destructive vice. Greed will be killed by sacrifice!

De Mille interprets the Gospel narratives—the immoral ignorance of Magdalene, and the self-righteous ambition of Judas, are the twin-forces that brought Jesus to the Cross of Calvary!

Then why not screen Calvary and complete a realistic picture?

There are films and books that make a travesty of marriage and of motherhood—and yet the critics have made no great fuss over these.

But they hold up their hands in horror at the filming of Calvary! They say they "have too much reverence for God!"

Now let us remember. Every year there are (and have been for centuries) thousands of Bethlehem plays and tableaux, no to mention the world-famous Passion Play at Oberammergau! Think of the hundreds of artists and models—of all sorts of moral character—who have produced paintings of the Madonna, the Holy Child, the Christ, the Dying Lord!

It has been objected that the "King of Kings" Film is a "commercial venture!" Has no one heard of the monetary rewards in the days of medieval artists?—or of the huge modern traffic in the commercial disposal of classical treasures?

The European artisans who fondly handle their manufactured images of Christ—have made them to sell!

The bombastic Papini wrote his "Life of Christ" as a source of income, as well as a cry of orthodoxy. Let us get rid of pious pretence!



## The Parable of the Orange—

(Continued from page 3.)

of the effect on your health. You can find every support for this belief in the backing of scientific and medical authorities.

If you make a wise selection and set out to raise oranges and are not afraid of work, waiting and fluctuating markets, and really make orange-growing your business, you will find it profitable.

### ORANGES ARE LIKE CHRISTIANITY.

Little explanation was necessary. The men had followed the speaker with keenness and were seized with the necessity of treating religion as an experimental science and perusing it as a personal experience. It was evident why many professed Christians never got beyond "the niceness" of religion in the time of calamity.

Very quietly the speaker held the orange up and said, "Would any man like this orange?" One man held up his hands, and like a shot the orange sped on its way to him. With a wide grin he caught and placed it in his pocket.

"In like manner," declared the speaker, "men are offered salvation, and those who will ask and take will know it in a way beyond all argument."

Very reverently the great meeting bows its head and very tenderly they are all commended to God. Very many raise their hands for special prayer, a moment of intense quiet prevails while they are urged to pray silently, and with a concluding prayer for the brotherhood of men now scattered all over the world this meeting, lasting less than an hour, concludes.

A dozen or more ask for New Testaments and profess to accept Christ. Men melt into the darkness, and passing a barrowman are reminded that while they have not the price of an orange they can yet obtain the religion that, while like an orange, is so much more than tongue can tell.

## WHEN YOUR BIG TOE IS PEEPING

and you come to the conclusion that  
your Stockings are

## NOT WORTH A DARN

If they are wool, ribbed cotton, or mixture,  
any color but black, they can be used for  
garments for

## THE VERY POOR

Silk, art. silk, and thin cotton not usable.

Send them, marked for

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## A WONDERFUL EFFORT.

"I would like to see a great moral appeal to American citizens to respect the liquor law," said the British Labor leader, Mr. Ramsay MacDonald, just before sailing for home.

"Do you think it is a good law?" he was asked.

"Well," he replied, "I say it is a great effort—a great and praiseworthy effort—to keep people decent, and I resent my countrymen coming here and sneering at it."

\* \* \*

### DR. MITCHELL, BISHOP OF THE METHODIST EPISCOPAL CHURCH IN U.S.A., SAYS:

"This is a great success. The laws are enforced as effectively as any other criminal law. It is a matter of great satisfaction to us that we have no breweries, no distilleries. You see no drunkenness—no drinking in hotels—the nation is sober. The prosperity of U.S.A. is due more to Prohibition than to any other agency. The workmen are sober, and labor is efficient. Almost all mechanics own their own automobiles. There are enormous moneys of the workers in the savings banks.

"Five dollars is the lowest wage. Stonemasons, bricklayers, carpenters, electricians, and other skilled workers earn as much as from £2/10/- to £3 a day."—"The Methodist," May 28, 1927.

\* \* \*

### THE ADMISSION OF A "WET."

Mr. Joseph Euchline, formerly head of the Schlitz Brewery, Milwaukee, is not one of those who favor repeal of the Prohibition law. Not long ago he said:

"I do not want beer back. I wouldn't go into brewing again, anyway. I am selling all our saloon properties as fast as I can, and have already sold 500 at enormous profits. Every one of our sixteen hundred saloons is being transferred into other kinds of business places, and it is better for everybody that it is so. Saloons are no help to a community."—"Everybody's Monthly," April, 1927.

## WHAT LIFE MEANS.

Life means battle,  
Armor bearing,  
For confronting,  
Getting hurt,  
Struggling ever,  
Fainting often,  
Falling sometimes,  
In the dirt.

Life means winning,  
Much as ever,  
By a hair-breadth  
It may be;  
Courage, comrade,  
Don't surrender,  
In the end comes  
Victory.

Henry Ford thinks that we must put wives on a wage basis. Would he also give them a five-day week?—"New York Evening World."

## ENCOURAGE.

The world cannot bear another grain of your censure but is always ready for your encouragement.

Give liberally of your virtues. Be brave with your gifts. Though many may be scornful, your offerings will be valued. Sometimes deep gratitude seals the lips. Patience! The fruits of virtue ripen slowly, but the harvest is sure.

### SPEAK KIND WORDS.

Speech is the trumpet of the soul which declares to the world the inspirations of the mind, and the desires of the spirit.

Sing your sweet songs, and enrich the world with your joyousness.

Destiny crowns valiant love with a braver diadem than silent virtue earns.

L. J. KLINE.

## Prize Fighting and Boxing—

(Continued from page 9.)

a time, while in other more civilised and cultured occupations there is no limit to the standing room space at the top, and no limit to the number of people that can reach the pinnacle of fame.

The reason why great fighters like Griffo, Dixon, Gans, Slavin, Jackson, Goddard, Hall, Herrera, Rivers, Wolgast, Ruhlin, Walcott, Broad, et al, left nothing to perpetuate their memory was because prize fighting did not comply with any of the decrees of civilised humanity. Prize fighting was abnormal; it belonged to the barbaric age. Its place was where its "boozem pal," the public house, deposits its human refuse, i.e., the gutter. That is where it got its sustenance. That is where its fans congregated in their spare time. That is where it deposited its cullings. That is where it was born. That was its hatchery—the gutter. The last-named fighters left nothing behind to perpetuate their memory, either in blood or moral ties.

Bad habits, man's mortal enemy, must be slain or they will slay you.

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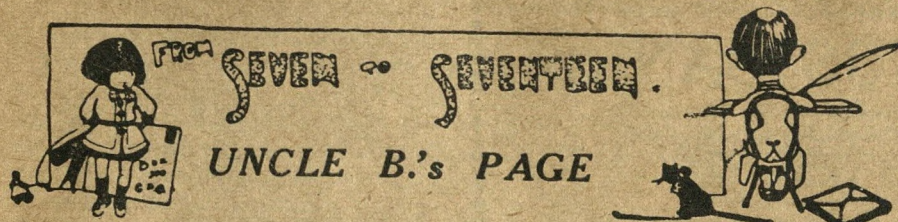
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All boys and girls between the age of seven and seventeen are invited to join the family of Uncle B. Write only on one side of the paper. Send the date of your birthday. There is no fee to pay. If you do not write for three months you are a "scallywag."

Address all letters to Uncle B, Box 390F G.P.O., Sydney.

### WHICH WILL YOU BE?

You may be a doctor or gardener, a nurse or a housemaid, a brain worker or a hand worker; it will still remain to be decided whether you are a stumbling block or a stepping stone.

A big policeman asked me the other day if I thought a certain man was sincere. I turned the tables on him and said, "Are you sincere?" He replied, "No, I am not, but I don't pretend to be."

I wondered what was the real difference between a supposed hypocrite and a confessedly insincere man.

They are, it seems to me, equally undesirable, unreliable as friends, and without value in any good cause.

Which will you be?

Isn't it strange that princes and kings,  
And clowns that caper in sawdust rings,  
And common folks like you and me,  
Are builders of eternity?

To each is given a bag of tools,  
A shapeless mass and a book of rules;  
And each must make, ere life is flown,  
A stumbling block or a stepping stone.

UNCLE B.

### OUR LETTER BAG.

Elve Woodman, Forge Creek, via Bairnsdale, writes: We have five more little children coming to school. I am reading out of the school paper. Amy Woodman brought a praying mantis to school; we put it on a hush and it made an egg case. I am eight now, Arthur is five, and Jack is three.

(Dear Elve,—I hope you are in third grade now, and this will be a very happy year for you. I am sure you will help to make it nice for the new children at your school.—Uncle B.)

Ruby Counor, Richmond Main, via Pelaw Main, writes: I have had a fortnight's holiday from work and have had a reasonable time, although I have been sick and under the doctor. I am well again now. The school up here is closed now, and they don't think it will reopen again. I hope to have a lovely time on Anniversary Day, as I am going all round the lake to Spier's Point, Belmont, Wangi, Sunshine, etc., with the Lodge members. I will write and tell you what a time we have.

(Dear Ruby,—We will all look forward to your account of Anniversary Day. I hope you are quite well again. I hope also that the school has opened again; it would be a great loss if it did not do so.—Uncle B.)

### OUR CHAMPION QUESTIONER.

Cedric S. Bond, "Stanford," Duke-street, Kensington, writes: I waited for a long time to see my questions come out in "Grit" and was very glad to see two printed in January 19 issue and six next issue. I had a very happy Christmas holiday; I went to Menangle with the Y.M.C.A. boys, and we camped near the Nepean on Col. Macarthur's estate for ten days. We played cricket and golf and went swimming several times a day.

(Dear Cedric,—I think you asked more questions than anyone else. I have been so dreadfully crowded with the extra work of looking after the unemployed that I find it almost impossible to get my work for "Grit" done, so be a little patient.—Uncle B.)

### A GOOD IDEA.

Fred. Rochester, Irondale, via Piper's Flat, writes: My last letter was such a long time coming out that I thought someone must have had too much Christmas dinner. You always forgive us when keeping you so long, so we must forgive you. It was a very dull Christmas for some men, Uncle, through works and mines being closed down. If as many hotels were closed down as works people might be better off. I saw a big black snake this morning, Uncle. Dad would be very pleased to get that wonderful article on onions if you can find it. Dear Uncle, it is a pity we could not get the publicans to eat a few of these onions a day, as they say an onion a day keeps everyone away. Mr. Hughes still carries on the meetings at Piper's Flat.

(Dear Fred,—That is a good idea of yours. If 1000 pubs were closed thousands could go to work, if only people were sane enough to see it. I can't find that article, but if I do I won't forget to send it on to Dad.—Uncle B.)

### AFTER A LONG TIME.

Elsie May Robb, Short-street, Hay, writes: It is about 12 months since I last wrote and I want you to cross my name off that ugly black list, please. Mother's favorite pages are the Editor's page, page 11, and Uncle Joe's letters. I don't seem to have done much since school broke up, yet I'm always at something. My brother, Victor, received his stamps about 12 months ago, but I don't think he has written to you since then. I was in 1B last year. I came top of our class for French, with 90 marks out of 100. When the results are sent out the 1A and 1B marks

are put together, so I really only came third in French. I came sixth in shorthand and 13th in algebra. My favorite subjects are French and algebra. Typewriting is not compulsory. Enclosed please find 1/- postal note to go towards expenses.

(Dear Elsie,—What a long, long time since you last wrote! I am glad you have not quite forgotten. Tell Keith all Hon. Ne's and N's write once a year and remain good on my books. I think I had better send Victor some more stamps. I wonder how many he has.—Uncle B.)

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## Success or Failure—

(Continued from page 6.)

cautious moments he would not make. This sort of thing eventually led, of course, to friction between the firm and its customers, but it is stated that much less difficulty on this score now arises than in pre-Prohibition days.

Then, again in the olden days many salesmen used to consider it their privilege to "lay off" for a week occasionally, but this practice is fast disappearing. A large chemical company informed Professor Feldman that "in one line of our business we still have one who does that every four to six months, but we are trying to replace him."

"The salesman who drank," states the executive of a metallic bed company, "was more than a problem—he was in the main unreliable and inconsistent. His work was very uneven, and could never be measured with any forethought." Another concern states categorically that "the effect of Prohibition on the earning capacity of the salesman is undoubtedly good," and the sales executive of this concern adds: "I personally know of a number of men who before Prohibition were unable to hold a steady job, and who are to-day industrious, self-respecting men earning good incomes."

One of Professor Feldman's informants declares that the average of calls made by his salesmen has increased 40 per cent. since Prohibition, whilst another comments incidentally upon the almost total disappearance of the riotous, boozed salesmen from the carriages of railway trains.

## A PERIOD OF TRANSITION.

The upshot of the whole matter is that the standards and practices of salesmanship are undergoing a transition the trend of which appears to be definitely away from booze."

It may be that some firms which refuse to transact business on a "treating" basis occasionally feel the effects of the unfair competition of those who still do that sort of thing, and consideration of this possibility may have retarded the "swing over." Some months ago General Lincoln C. Andrews, who

had recently been an Under-Secretary in the United States Treasury, addressed a letter to big business heads throughout the country urging them to halt the practice of some salesmen treating their customers with liquor.

"Business," says Professor Feldman, "has been going through a development closely akin to that already achieved on the production side. Just as the newer pace in the factory has made sobriety essential to efficient production, the sales side of business has been sped up to an unprecedented degree by the intense competition of recent years, and forced temperate habits. Factory operation has evolved from the common practice existing less than 100 years ago when employers themselves passed out grog to their workmen, to a time when employers and workmen alike became so hostile to drink when at work as to make it taboo. In the same way, higher standards have evolved in sales departments, and the competition in most lines is making it as difficult for the immoderate salesman to maintain the pace as it is for the over-indulgent worker in the factory. Prohibition, by abolishing the ubiquitous saloon, has been an aid to business in removing the temptation to talk over

things at a bar; but coming as it did while the transition in the sales field was not yet complete, and with some buyers and salesmen remaining who like their liquor and still mix it with business, the Eighteenth Amendment has not entirely eliminated the serving of liquor as an inducement in a sale. In spite of the difficulties of securing observance for a new law among a generation of buyers and salesmen accustomed to the old practices, the liquor evil in selling seems gradually to be passing."

It is often alleged by the opponents of Prohibition that the liquor evil, in so far as it existed at all, was declining before the enactment of the "dry" law, and that it would have disappeared of itself without the intervention of drastic repressive legislation. This suggestion was examined by Professor Feldman in the course of his survey, and the result of his inquiry will appear in the next article, which offers an answer to the question, "Was Liquor Consumption Declining Before Prohibition?"

(To be continued.)

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A grammar-school teacher writes to the "Outlook." "It is really surprising how many new and startling things I learn from my pupils. Last week, for instance, I found from the examination papers of a class of twenty-five that:

"The plural of spouse is spice.

"The subjects have a right to partition the king.

"A mosquito is a child of black and white parents.

"The population of New Zealand is too dry for farming.

"A vacuum is a large empty space where the pope lives."

#### THE LEAK.

"Can you keep a secret, Peggy?"

"Sure thing, but it's always my luck to tell it to some girl who can't."

#### BUSINESS BOOM.

Before Doc Joos went into pictures he really was a doctor and there came a time when his practice was pretty dull. It was at this juncture that a friend burst into his office crying:

"Doc, the kids are stealing your green apples; better get busy and stop them!"

Doc thought it over for a minute and then said, "No."

#### GOLDEN OPPORTUNITY.

The immigration official was examining an Englishman on his arrival in New York.

"And what do you propose to do now that you're in the United States?" he inquired.

"Oh, I don't care," replied the Englishman hopefully. "I'm going to do anything to earn an honest living."

"Well, come along in then," invited the official. "I guess there isn't much competition in your line of business."

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#### HE FELL SHORT.

Billy "Do you think I'm a perfect idiot, then?"

Barbara: "No; nobody is perfect."

#### NOT A HERO.

During a recent railroad strike in England a volunteer engineer on the London-Liverpool express performed the remarkable feat of bringing the train into Liverpool twenty-five minutes ahead of time. The passengers went forward in a body to thank him. A pale face emerged from the cab.

"Don't thank me," it gasped, "thank God. I only found out how to stop this thing about ten minutes ago."

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#### TACTLESS.

Artist: "Dobbins, the art critic, has slated my pictures unmercifully."

Friend: "Oh, don't take any notice of that fellow. He has no mind of his own; he only repeats like a parrot what everybody else is saying."

#### NOT A CHANCE.

Pe'e Mele, Paris: A traveller in the tropics came to a charming little creek and, wanting a swim, asked a native: "Is it safe here? Are there any sharks?"

"None, I assure you."

The tourist undressed and went into the water. Suddenly he became afraid and asked the stranger: "You're sure there are no sharks?"

The other shook his head impatiently: "No, there are no sharks. The crocodiles have driven them all away."

#### GRIT SUBSCRIPTIONS.

"Grit" subscriptions received to 3/3/28, and where not mentioned the amount is 11/-: Mrs. H. F. Brown, 28/2/29; J. J. Bradbury, 28/2/29; Mrs. Coulter, 28/2/29; Mrs. T. Harrington, 22/-, 30/12/29; Mrs. A. Henninger, 28/2/29; Mrs. Edwin Jones, 28/2/29; J. R. Leach, 8/-, 28/2/29; per Miss G. Jones, 12/6, 28/2/29; per Dr. E. N. Derrick, 28/2/29; Master N. Cameron, 28/2/29; Miss Hutchings, 29/2/29; Miss Richardson, 26/2/29; H. E. Pacey, 25/-, 30/12/29; G. Savage, 22/2/29; Mrs. E. King, 28/2/29; James Carter, 30/6/28; J. Paul, 6/-, 30/6/28; J. T. Dryland, 1/6.

The following are paid to 30/12/28: W. Cripps, Jr., 16/6; Mrs. Denner, A. Johnston, 22/-; Miss M. McKenzie, C. C. Marshall, 22/-; A. Stinton, J. E. A. Thomas, 20/-; J. W. Uphill, Mrs. J. Woodhouse, 13/-; John Jones, 12/6; J. Trounson, 12/6; Mrs. Chard, H. A. Lightfoot, 10/-; Rev. W. Peaty, Mrs. Seddon, R. B. Thomson, per Mrs. Swain, 36/4; J. Bradman, Miss F. M. Donaldson, E. Stan Suters, Mrs. E. S. Kitch, Mrs. R. B. Trindall.

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## DAILY INSPIRATION.

By FAIRELIE THORNTON, Author of "Sunset Gleams," etc.

## SUNDAY.

"He is faithful that promised."—Heb., 10, 23.

Those who are most ready to promise are usually most unready to perform. Promises, they say, are like piecrust—made to be broken. Have you never met with the man who said, "I shall be so ready to help you all I can," before the help was needed, and when it was required, and would have been of service, has conveniently forgotten all about his promise, or make some excuse for its non-performance? God never breaks His promises. "True and Faithful" is His name. "He is not a man to lie, nor the son of man to repent." What He promises, He is both able and willing to perform. Man may repent of his promise of assistance, or find it not convenient or to his own interest, to fulfil it, or may have an elastic conscience, which does not see that not keeping one's word is a sin and a lie, by whatever name he chooses to call it. "He that is faithful in that which is least, is faithful in much." The saints of old lived and died in faith, because they "judged Him faithful who had promised." One soon loses one's faith in a man who does not keep his word. He may be admirable in other respects, but he is not trustworthy. The Israelites of old could say, "There hath not failed one word of all His good promise," and every Christian can say the same. The marvel is that we do not avail ourselves more of His precious promises whereby we may be made partakers of the divine nature, for they are all Yea and Amen in Christ Jesus. Just as far as we receive them will they be fulfilled in our experience. Not one word shall fail.

## MONDAY.

"God is able to make all grace abound toward you that ye always having all sufficiency in all things may abound to every good work."—2 Cor., 8, 8.

Sufficient for each conflict, sufficient for each cross,

This grace will compensate thee for every earthly loss.

No task which lies before you, no duty you may face,

But you will find the Master provides sufficient grace.

"Sufficiency in all things" He promises His own;

Whatever path you travel you need not go alone.

For this is God's own promise in every time and place,

In all life's circumstances an all-sufficient grace.

What if all friends should leave you, what if all things conspire

To multiply against you and frustrate your desire,

What if some thorn beset you from which you fain were free,

God's strength in weakness perfect, sufficient grace will be.

No need to fear the future, nor what may wait you there,

God never gives a burden, but grace with it to bear.

For this is His own promise, for every time and place,

In all life's circumstances an all-sufficient grace.

No flame can kindle on thee, no waters ever drown;

With Him the strong and mighty you trample all foes down.

Fresh grace each day is given as each day's needs arise,

For every gift you call for, He waits with His supplies.

And when your strength is failing, and life is ebbing fast,

He surely will not fail you, or leave you at the last;

Since this is His own promise for every time and place,

In all life's circumstances an all-sufficient grace.

## TUESDAY.

"Abstain from all appearance of evil."—1 Thess., 5, 22.

"It is just as important to drive liquor out of our popular songs and popular reading as it is to drive it off our street corners," says the Melbourne "Southern Cross." But this seems an impossible task when one thinks of how all the poets and novelists have glorified the worship of Bacchus. How some of the heroes of these writers were too much given to this weakness! Even some of the Christian writers of old-time gloated over the wassail bowl at Christmas time, in the days when this disgusting liquor was taken at every meal. Many a man suffers to-day in his flesh for the indulgence of his forefathers. "Surely the fathers have eaten sour grapes, and the children's teeth are set on edge." How thankful should those of us be who have no such taint in our blood! Let us strive all we can, if we cannot banish these rinking songs, to discourage them as much as possible. As to the drinking literature, we must leave it to a man's own sense to take it for what it is worth. This pandering to the then public taste mars much of Dickens' work. Some think his last days were spoilt by this vice. The finer the organisation, the more fatal the effects of this destroying habit. Let us avoid the very appearance of evil, even if our animal nature is so much stronger than our mental for it to have little effect upon us.

## WEDNESDAY.

"Go not in the way of evil men. Avoid it, pass not by it, turn from it, and pass away."—Prov., 4, 14.

Enter not that path wherein  
Lies the demon lurking sin.  
Turn from it and pass away,  
Nor a moment's space delay.  
Many a man has found too late  
There he met an awful fate.  
Scarcely one who enters there  
Ever has escaped the snare  
Laid for his unwary feet.  
None can easily retreat.  
One step on the downward way,  
And the soul is led astray  
Should he yet escape the net.  
He his lameness will regret.

## THURSDAY.

"Josiah encouraged them to the service of the Lord."—2 Chron., 35, 2.

Some Christians are very chary of giving a fellow worker any encouragement in their

service for the Lord, unless it happen to help them in their particular calling, and bring some money into their funds. But should he labor in another sphere, or attain some measure of success to which he himself aspires, that is another matter. A man at the top can afford to help another up, but one who is still struggling is not so ready to assist another on the road. Any excuse he will make to himself for refusing that encouragement, although it would cost him nothing. "He already thinks enough of himself," he thinks in his heart, "to need a word from me." Yet possibly that one dislikes publicity more than anything, and only has to bear that cross, which is a very real one to him, for the sake of his Master's work. One is apt to judge another by himself. There are certainly some who love the chief seats and to receive honor one of another; but there are others who would prefer a back seat, and it is such who need to encourage themselves and to have all the encouragement they can get. Let us remember if we are not encouragers, we are discouragers. A little word may have infinite possibilities for good to some solitary worker. "And, desolater, who shall say of what thy rashness may have 'reft mankind' by withholding that word? Let us do in this matter of encouragement as we would like others to do to us. So shall we forward the kingdom of God.

## FRIDAY.

"A word spoken in due season, how good is it!"—Prov., 15, 23.

None know save God the sad hearts bruised and broken,

The spirits which have erred,  
Waiting for that which still remained unspoken—

A cheery, kindly word.

And who shall say what blossoms have been blighted,

How many hopes deferred,  
What lamps extinguished which this world had lighted,

For lack of one kind word?

Kind words!—they fall like sunshine on earth dreary,

Making the desert bloom;  
Comforting sad ones, strengthening the weary,

Dispersing clouds and gloom.

By them how oft discouraged ones and lonely  
Afresh to work are stirred

How many spurred to fresh endeavor only  
By just a helpful word!

Continued on page 16.

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## "CO-WORKERS WITH GOD."

By HELEN GRAHAM.

Verily, the most miraculous of the things eye hath seen, and ear heard, and heart conceived, and pen inscribed are experienced at this absorbingly interesting prayer meeting, where it is so easy, so natural, for souls to become responsive to the Divine Touch. Here real men and women, pulsating with life and personality, and with problems puzzling and soul-travailing, are brought into direct contact with the sympathising, understanding, wondrously forgiving Healer, and find virtue is in the very hem of His Garment.

When C. N. Lack laid the devotion of his life at the Master's feet on October 23, 1891, he heard the clarion call to proclaim the tocsin notes of the glorious gospel to those sitting in a heathen darkness, and with unquestioning allegiance and unfaltering obedience he has spent thirty years in China, the land of opium odor.

It was indeed a privilege to listen to his message on "Co-workers with God," based on 2 Corinthians, 6th chapter, verse 1, where Paul writes: "We then as workers together with Him beseech you also that ye receive not the grace of God in vain."

Among the points emphasised were the facts that God is ever working. He made all things, He sustains all things. Christ said: "My Father worketh hitherto, and I work, the Son of Man came not to be ministered unto but to minister." He also said He had come to seek and to save the lost. Men and women are saved to serve. God has no room for idlers, for unemployed in His Kingdom. Paul warns about the danger of receiving God's grace in vain. He desires all to join the army of workers. He urges to "beseech" men to be reconciled to Christ. There is a peculiar work for each individual. Power follows the practice of prayer. Christ prays constantly. He ever liveth to make intercession for us. He co-operates with His workers, and such a campaign of soul-saving is the greatest, the most glorious one on which one can ever embark.

Paul urged Timothy to stir up the gift of God that was in him. All possess gifts—money, personality, leisure, sympathy, love—and these can be grandly used by the Great Worker—used in the home, street, business, foreign field, anywhere.

A commercial traveller was once asked to tell in three ways how to succeed in his business. His reply was: "Firstly, the power to arrest attention; secondly, the power to win confidence; thirdly, the power to deliver the goods, which should ever follow on after the other two."

The co-worker with God should so exercise himself as to show by his walk and conversation he is in the world but not of it. He should be able to inspire confidence in the Master he serves. He should be able to win souls for his Lord.

By the constant exercise of prayer—the prayer that is an attitude of the soul to God,

and not only a vocal expression—the co-worker can indeed become what God ever meant him to be, even a soul winner.

The petitions and praise notes handed in to-day at the meeting were as numerous as ever, and eloquent with cauterised grief and jubilant testimony. Here are a few pulsating with triumphant accent:

"Thank God for many blessings bestowed on me this week and pray He will undertake for my son of 21 years, who suffers with fits and has been out of work for six months and is dependent on his pensioned mother."

"A fortnight ago I sent in a request for prayer that God would guide us in the matter of letting our home. He sent along a most satisfactory tenant, and we desire to thank Him for His help in this matter."

"A few weeks ago prayer was offered at this meeting for my grandson suffering with T.B. The doctors said his cure would be a matter of many months. At the end of three months he is healed. I desire to thank the great Prayer-Hearer."

"Prayer is asked for all my family that they may grow in grace and be given a hunger for God's Word."

"Thank God that my lad who was out of work is now in employment."

"Three years ago I went to the Town Hall prayer meeting for a rest. I found also rest for my soul."

"Last week prayer was offered on behalf of a young woman in the country who was to have been operated on. At the last moment it was found an operation was unnecessary, and she has left the hospital. She wishes to thank God."

"Since my son was prayed for two months ago he has gained 14lbs. To God be the glory! Enclosed please find a thank-offering of a pound."

"A relative returns thanks for the recovery of a man temporarily insane, also for a little boy who underwent an operation. These cases were both prayed for at the meetings."

"I am convinced that prayer is the greatest force in the world, so am asking that prayers may be offered for my brother who is living unhappily with his wife and is on the downward track. But God is greater than all the powers of evil and He can save to the uttermost."

"Praise God for the conversion of a young man prayed for. He listened-in as you spoke on the wireless, and it was God's message to him. Continue to pray for my sister and her husband, also that I may not hinder through unbelief."

"Some weeks ago I read the booklet handed out by one of your workers, 'Time Alone With God,' by Dr. Mott, since when I have adopted his advice, and now wish to publicly thank God for the blessings received by spending the first half-hour of each day in praying and in reading God's Word. I can recommend it to everyone. I desire prayer on be-

half of my Bible class of young men, that the Holy Spirit may help me in the responsible and happy privilege of teaching them the way of life so that all may be brought to a saving knowledge of the truth as it is in Jesus."

"Thank God for answered prayer. I have been led to offer as a candidate for the ministry."

"It is with great joy I ask you to return thanks publicly for answered prayer. My niece has been returned to me, also my nephew. Pray I may have the grace to train these children for the Lord, and that I may be given strength to supply their needs."

"The writer requested prayer a number of times last year for work. The Lord saw fit to withhold the answer for some time, but in due course found permanent employment for me. Please thank God and pray I may walk worthy of His goodness. Enclosed please find postal note for 10/-."

If there is anything in this list which strikes a responsive chord in your heart, anything that stirs the sympathetic in your nature, anything that affects the germ of the spiritual within you and begets a desire to plead on behalf of a loved one, a friend, a neighbor, one who is unfriendly, and if you cannot attend these meetings, a letter to myself, care of the Editor, will be faithfully dealt with. Meanwhile pray in season and out of season, for such an outgoing of loving desires creates a confidence in God and is as a barricade environing your loved ones, perchance, just when succor is sorely needed.

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**Daily Inspiration—**

(Continued from page 14.)

**SATURDAY.**

"What things were gain to me those I counted loss for Christ."

Many a thing you will have to forego which would be for your earthly gain, if you are a true follower of Christ. What this world most prizes must be your last consideration if you put first things first. Yes, and you must be content sometimes to be counted a fool for Christ's sake for so doing. Mr. Worldly Wiseman will point the finger of scorn at you. Balaam was called to be a prophet of the Lord, but his heart was divided. He coveted riches and gifts and would fain take the road that led to these things. But God stopped him and thwarted his desire. Many a prophet of the Lord has since that day coveted worldly gain, instead of being willing to follow the lowly Nazarene. If all the money spent on the superfluities of life by those who call themselves Christ's servants were really devoted to His work, there would be no churches in debt, and no poverty-stricken in the land. Many a man goes away sorrowful when Christ bids him follow Him, by giving up his earthly treasures, and living as He lived in this world.

**"SUNSET GLEAMS."**

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MIGHT WE EXPECT YOU TO POP IN AND JUST HAVE A LOOK.

OUR PRICES ARE VERY RIGHT.

**BONMARCHÉ LTD.**

CORNER GEORGE ST. WEST & HARRIS STREET  
SYDNEY.

*Mistress—*

*Mary, your kitchen  
is a picture!*

*However do you  
get everything so  
spotlessly clean  
& bright?*



*Yes, me'am, it do  
look nice but it's  
very little trouble  
when you use  
PEARSON'S  
SAND SOAP!*