

## Sentence Sayings of Great Men

Here are ten expressions from the works of well known men that are surely worthy to challenge the attention. Some you may recognize readily; if the others are unfamiliar, they are none the less impressive.

He draweth out the thread of his verbosity finer than the staple of his argument.—Shakespeare.

Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.—Johnson.

He that wrestles with us strengthens our nerves and sharpens our skill; our antagonist is our helper.—Burke.

Truth is as impossible to be soiled by any outward touch as the sunbeam.—Milton.

In the lexicon of youth, which fate reserves for a bright manhood, there is no such word as fail.—Lytton.

Always, from the least to the greatest, as the made thing is good or bad, so is the maker of it.—Ruskin.

The man who can hold uninteresting ideas before his mind until they gather interest, is the man who is going to succeed.—Hallock.

Everything that is great in life is the product of slow growth.—Jordan.

The question for each man to settle is not what he would do if he had the means, time, influence and educational advantages; the question is what he will do with the things he has.—Mabie.

A man that is young in years may be old in hours if he have lost no time. But that happeneth rarely.—Bacon.

## Working for the Government

A few weeks ago, I met a man who had just secured a position with a private organization. Previously he had occupied a government post, a minor one, and he volunteered the information that he was not sorry to make the change, giving as his reason that in the government service he had observed that many were indifferent in their work because they were "working for the government."

There is indifference enough in many branches of life and it would not be right to suggest, when one can think of many faithful and efficient public servants, that there is more than the ordinary indifference in government branches. But, surely, it is time to emphasize the fact the hour has struck and that men need to face their tasks with a new resolve and a high purpose. All of us may realize profitably that we are working "with the government for ourselves."

## Keeping the Desk Clear

Among the busy officials of one of the great Canadian railway companies was one, who, notwithstanding the fact that thousands of details were cleared through his office, kept his desk almost bare of papers. There was never a document visible on his desk except at such times as he was actually engaged in work on one. His secretary, too, was under instructions to follow similar procedure.

The contrast, after coming from some offices where the desks were literally swamped with correspondence and office data, was almost startling, but it carried a strong suggestion of efficiency, and was a method which might be followed with some profit in other branches of work.

Of course, we are not all possessed of desks to keep clear, but there are farmyards that would look none the worse if the debris were cleared away, and there are a few country stores, too, where a similar plan might work to some profit.

## Trade Commandments

Just now there is in circulation a readable little folder which is entitled "Ten Commandments for Canadian Trade." They are as follows:

1. Buy Canadian products.
2. Import only necessities.
3. Produce to the limit in field and factory.
4. Co-operate, conserve, specialize, standardize.
5. Develop export markets.
6. Utilize Canadian services.
7. Manufacture raw materials to final stages in Canada.
8. Use science for the determination and development of natural resources.
9. Make quality the hall-mark of Canadian products.
10. Be fair to capital.

There does not seem to be much that is wrong in this, and there are several suggestions of which a personal application might be made. Search them out. Possibly we might encounter some difficulties in the practice of number five, if other countries should observe number one on their own account. But that is a matter for the economists.

## The Young Man and His Problem

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## Co-operation in Industry

Something has appeared before in these pages about interdependence, and in these days of attempted class strife, we welcome the thoughts of reasonable men on a subject such as is indicated by our heading. Read a portion of what Dr. Nicholas Murray Butler has to say herein:

"If we abandon our fondness for abstractions and look at any industrial process just as it is, we quickly discover that it is an enterprise in human co-operation, and that in it there may be and usually are three different kinds or sorts of co-operating human beings, those who work with their brains and those who work with their hands and those who work with their savings. These are all alike essential to productive industry, and production is the joint enterprise in which all are engaged in common."

## What Manitoba is Doing

If you want to know officially what your own province is doing in agriculture, in education, in development of natural resources, in public welfare plans, and in a score of other measures that are making our province a good place to live in, get your name on the mailing list of the Manitoba Public Service Bulletin. It is published for you at the legislative buildings Winnipeg, and will be sent on application to the Publicity Commissioner.

## Study Paragraph

This is one of our regular series of suggestive paragraphs for those of our readers who wish for material containing definite educational suggestions.

1. Define the word industry. When is a business called an industry.
2. Name several raw materials. Name some industries whose business it is to produce raw materials.
3. Name some companies or industries whose business it is, or whose principal function it is, to manufacture from raw materials.
4. Name some companies or groups of companies that make articles more useful by transporting them to places where they are needed.
5. Name some companies which in manufacturing one product, make a secondary or by-product.
6. Trace the labor that is necessary to put a loaf of bread on the table.
7. Trace the changes that the mineral undergoes to be suitable for the making of edged tools.
8. Name a number of by-products and what they are by-products of.
9. Name some companies that manufacture more than one article, but all of the same class.
10. How would you classify methods of transportation?

## Suggestions for Debates

In many sections of the country where community work has a place, the debating society plays an important and interesting part. Perhaps the most important thing about a debate is the subject that is chosen. Many subjects are debated which really should not lend themselves to argument as, for instance, a debate which was announced recently to the effect that reading was more beneficial than travelling. For those whose task it may be shortly to arrange the details of a debate, the following list is submitted.

1. That the average young man has a better chance to succeed in agriculture than in business.
2. That the profit-sharing plan produces greater efficiency in the working force.
3. That manufacturing industries would suffer if immigration were restricted.
4. That moving picture shows do more harm than good.
5. That every town should have a public park in the business district.
6. That the results of Arctic explorations have not justified the cost.
7. That man is not the architect of his own fortune.
8. That all government should be conducted on the civil service plan.
9. That the business of a city should not be centralized.
10. That corporations reduce the cost of commodities.

## The Value of History

A young business man asked me recently if the study of history was of any monetary value. Such a question of course, belongs to the class of questions that probably should not be asked and, better still, left unanswered. An historian would have no trouble in proving that the reading of history is of very great moral and educational value. We cannot get rid of the past, and the past, much more than we realize, exercises a great influence upon our present and contemplated actions.

Actually, however, if one cared to study the subject from the very narrow viewpoint raised by our interrogator, he would find that the study of history has also a monetary value. The reading of history, as is the case with other recognized educational subjects, certainly tends to raise the general standard of intelligence, and when the standard of intelligence is raised, the business man has much less trouble in working through the intricacies of modern commercial transactions. And whenever the barriers of ignorance are pierced in business, there is a financial saving.

## An Invitation

Is there a subject in which you have an especial interest and which you would like to receive an extra share of space on this page? Perhaps, indeed, there are several matters that you would like to receive publicity and discussion. Send in your list, arranging the topics in the order of their importance or interest to you. In so far as they may be of general interest, we will endeavor to respond.

## A Message

After many years of careful study of the philosophy of business, and of thoughts and principles which lead to success in business and in life, one thought stands out to me conspicuous as a great truth for all time.

Life is what we make it.

My heart's message is this:

Make the most of your life. Love work because, it is useful to mankind, and because the best in you must find expression of some kind or it will never really be yours, nor can it be of value to others. Life is activity. Write in large letters across your sky the words, Purpose, Truth, Expression. Love life, if not for what it is, then for what it can be. Live for the common good. Have high standards in every direction. Strive continually to equip yourself for higher work. Work faithfully at what you can do well. Know men for the best, there is in them, and yourself likewise. Love all knowledge that is useful and in proportion to its usefulness. Keep alive your feeling, your sympathy, respect and love for others. "Out of the heart are the issues of life."—W. P. Warren.

## Thoughts of a Veteran

These are the ideas not of a military, but of an agricultural, veteran. Some years ago, when in attendance at an irrigation convention in British Columbia, a farmer of over seventy years was asked to address the audience. He responded, in a voice that was still resonant and pleasantly toned. He spoke at length and without tiring, either himself or his listeners, and among the many excellent things he said, were these:

Never put into any one crop, be it potatoes, pigs or wheat, more than you can afford to lose in it.

I have travelled over practically every agricultural area of North America, and in all of those areas that had a reputation for being barren and unproductive, I have always found at least one man who was making a good living on the land.

## Words from an Old Friend

Several years ago, the Rev. Dr. J. L. Gordon was the deservedly popular editor of this page, and those of our present readers who used to follow his writings then, will be interested, along with our new subscribers, in the following rousing sentences from some of his recorded work:

What a man says is a true indication of what a man is.

When Energy resides with Stability, success and happiness are the result.

A failure never injures an honest man.

When God would move men, he moves one man.

Whatever you possess in common with most men attests your humanity.

The breath of life includes the breadth of life.

The aristocracy of character is the aristocracy of heaven.

Perspiration is the secret of inspiration.

Every adverse circumstance has an advantage.

Young men, there are only two things with which you need concern yourselves—method and motive.