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" "	"Universal"	75c.	25c.	10c.
" "	"American Seedlings"	60c.	20c.	10c.
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WINNIPEG, MAN.

"Busy" Business Man Bar to Progress.

Written for the Western Home Monthly by a Business Man.

Among the young men of to-day who are looking for opportunities for launching into successful careers it may be said that the great majority have before their eyes as an example for emulation the typical business man. In this statement I want to make a marked distinction between the business man and the business man who is chronically of the busy type. For in my opinion there is no type in existence who in all his relations with the world is so absolutely a bar to progress of the human race.

Not infrequently this busy business man is not busy. He is emotional, excitable, and is borrowing troubles and tangles. He thinks he is most strenuous, when as a matter of fact he has lost merely his self-control. Personally he may rush madly by train and to his office, dash to the elevator, bounce into his office, and after an hour recovering from his excitement. But this man in his estimation is one of the busiest of men and the busy feeling grows

upon him until it becomes a condition of fixed mental aberration in a passive state, or until it as violently breaks out into a certain business hydrophobia.

Manifestly neither the business man nor the busy business man is able, willing, or called upon to receive every person who asks him for a portion of his time. But in my experience of this busy business man, he squanders more time in busying himself, mentally and physically, than he would need to give every person a hearing who might call upon him in the routine day.

This man who is mentally aberrated with the ingrowing idea of his busy condition, and who is yet more or less passive under the spell, is one of the most irritating of the types. He has the demeanor of gentleness, perhaps. He can smile, sometimes, vaguely in a far off manner. But business abstraction is buried into his eyes until you may feel that in using them with hypnotic intent he might induce you to become a packing box or a block of blank stock certificates.

His most maddening aspect is shown when you have approached him with

something which is not business, thank God, but which is so much worthier that he is compelled to reiterate almost incoherently that he "would be delighted to take the matter up with you—only—you know I am so—so frightfully busy, always, that I—I—" and you have no impression of the conversation ever getting any further than that stammering personal pronoun. His whole bearing, so far as it is sane, is that he is regarding his busy business as he regards an incurable disease from which he is doomed always to suffer—as perhaps he must.

This same caller appearing before that other type of violently busy man logically may expect almost any kind of explosive negative, and at the best having it tempered with the querulous reiteration of his busy condition amounting to more than an obsession.

This monomaniacal representative of business in its busiest garb is the one man in business who has given to the term "business" much of its hard, uncalculating immobility and narrowness. His outlook on life is abnormal to the fast to the grim specter. Time, and he goes protestingly toward any object in life which would halt his partner.

Viewed from any side, this over-busied business man wears the standing and indelible confession of his inefficiency. The man feeling the pressure of his business day after day is

unfitted for the exactions of his work. He is a quart cup in the gauger's plant where only the gallon measure is of economical use. He needs make too many trips from the cask to the barrel in rendering his service. He is in use in many places, however, and in the process he is inimical to good business in a great measure and wholly so to all else in life.

Yet this is the type of business man which with so many observers of the business world naturally attracts the attentions. We have become too much the blind apostles of strenuousness. It no longer interests us that a man with calm exterior and an inward confidence in himself moves with even certainty to a legitimate end. The limelight and the grand stand are the properties necessary to attract in his accomplishments. Without this portable background for attainment, the world does not care to look, to say nothing of learning.

"I have been putting in a month of hard work, but I'll be able to look over the top of it soon," is an expression creditable to a man who has upon his shoulders the success of a business. "I am so busy I don't know which way to turn," is a much commoner and excited expression, however, and when you hear it put it down that it comes from a weak nature confessing its inefficiency.