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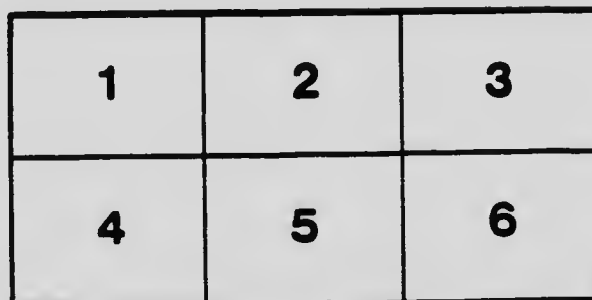
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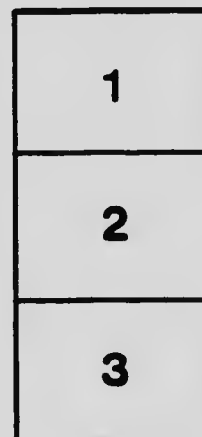
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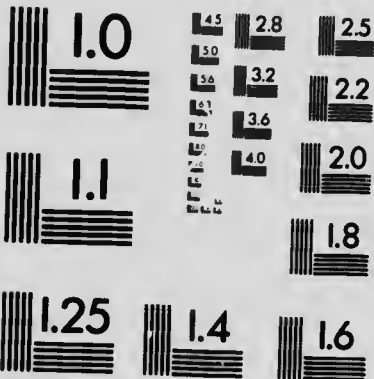
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Estate of the late
Sir Edward Beatty.

A TALK TO BOYS

By

E. W. BEATTY,
President, Canadian Pacific Railway.

BEATTY, SIR EDWARD WENTWORTH, 1877-1943
A talk to boys. —

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A TALK TO BOYS

AN

ADDRESS

delivered by

E. W. BEATTY

President, Canadian Pacific Railway
at the Y.M.C.A. Educational Classes,
Montreal.

January, 1919.



"A MAN, from his shoulders down, is worth \$2.50 a day, but from his shoulders up, there is no limit to his earning capacity," said Mr. E. W. Beatty, president of the Canadian Pacific Railway, in a talk to the employed boys of the evening educational classes of the Y.M.C.A.

"When I was coming down in the train from Ottawa this afternoon, I thought of you boys and the work you are doing, and it brought back my own school days. I first started college in Toronto, my family having moved there when I was 11 or 12. I was a day pupil at the college. I did not believe in work, however, and I did very little studying. My nickname was 'Banty.' I indulged in numerous scraps, and spent most of my time after school hours doing the thing I should have done when school was in. At the end of the year a report was sent to my parents, and I think, without boasting, that was the worst report ever written about any boy. At the end of the report was a note, to the effect that if I did not return to the college at the beginning of the next term, the principal could get along without me. I think perhaps he was right. I was humiliated and ashamed of myself, and I believed everybody knew I was of no particular use.

"I was sent to another school, where my record was not known for which I was thankful. I there fell into the hands of a tutor who, though a good teacher, had a very violent temper. He encouraged us when he was not abusing us. If a fellow showed

inattention he was likely to be hit on the head with a ruler; but the first words of encouragement I ever received came from that man. He told me I might amount to something, which was news to me—I had never heard it before; in any event he gave me an inspiration to study, so I worked, and the more I worked, the more I realized how valuable it was, which fact I continued to appreciate as I grew older.

CAPABLE MEN REQUIRED

"I never saw a boy or a man who got anywhere if he did not work," went on Mr. Beatty. "I know you boys have given up a great deal to take on these extra studies, but none of you will ever regret it. As you grow older you will find the competition between men very keen, and he who is fairly well educated has a distinct advantage over the man who is not. Every boy has some kind of a vague idea he would like to be something or other when he grows up, he does not know just what. You will, however, find there are three or four simple things that tend to a man's success. The first is good health. It is impossible for a boy or man to work against that handicap. The next thing is honesty. No man in this, or any other country, who was not honest, attained success; he may appear to do so for a time, but when his dishonesty is discovered, which it will be sooner or later, his success is at an end and his failure begins. The third essential is education; without education it is impossible to climb to any important position; and the fourth essential

is work. Nothing was ever accomplished without work, and if any man tells you differently, it is not the truth. During the coming years many capable men will be required to fill important positions, and he who has the essentials to which I have referred is the one who will get the preference."

With regard to the attributes of a man, Mr. Beatty said: "The things we admire most in other men are the qualities we should develop in ourselves. The first is honesty, the second courage, and the third modesty. Without courage one cannot go very far in this world. If a man is content to step aside for others, he is bound to lose. Without modesty no one can secure the respect of his fellow-beings. Every man's hand is against the man who shows he believes himself better than others. When I was a youngster, my father, who was a very wise man, used to say: 'Never think you are better than anybody else, but always think you are just as good.' Modesty is a quality I suppose I should apologize for mentioning, for it has become very unpopular and is now almost obsolete; nevertheless, it is one of the finest qualities a boy or man could have.

FORTY MINUTES' HANDBALL

"I understand that with your studies you mingle a little play, which is a good thing. Every boy should play every game he is adapted for; he usually works well who plays well. I am not yet very old, and every night between September and May, when

I am in Montreal, if I do not have a hard forty minutes' handball, I feel I am depriving myself of something I need. A man should have a sound body as well as a sound mind, and the two go hand in hand."

In conclusion, the speaker said: "In the work you have taken up at the Y.M.C.A. you are not now aware of the advantages you are laying up for yourselves, but these will develop as the years proceed, and I assure you that I wish you all the greatest possible success."

—From the *Montreal Gazette*,
January 10, 1919.



