

# EDITORIALY

## WANTED: MEN WITH IDEAS

The world is always willing to pay well for a good idea. Ideas are a product of constructive thinking and no one will ever corner the idea market.

Practical, useful ideas are often developed as a result of careful observation, intensive reading, and from listening.

The smart idea that seems to suddenly flash into thought is perhaps the cumulative effect of months or years of preparation for its reception.

If you have what you believe is a good idea—don't withhold it. You may be holding back a brilliant future.

Emerson said that constructive thoughts lift man out of servitude into freedom.

If you are not satisfied with your present progress—reach out for an idea!

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## A GOOD JOB PAYS OFF

A good many years ago, a young engineer used to drop in regularly at a barber shop in New York City. Because he had a tough beard and was very hard to shave, most of the barbers in the shop didn't like to serve him.

But one of them did. He took the extra time to do a good job and went out of his way to be pleasant and accommodating.

After the barber had been shaving the engineer for some time, he asked the barber how he would like to have his own shop. The engineer said that if the barber gave the same kind of thoughtful, careful service to everybody as he had given to him, the shop would be a success.

The engineer was Williams Gibbs McAdoo. He had just completed his work on the tunnels which run from New York to New Jersey under the Hudson River. In appreciation of the good service, McAdoo made it possible for the barber to open a shop in the Terminal.

Today, that barber, Jacob Scheusser, is head of the Terminal barber shops, located in such big cities as New York, Chicago, Pittsburgh, and St. Louis.

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## YOUR COUNTRY

Your country is all that surrounds you, all that has reared and nurtured you, everything that you have loved. That land you see, those houses and trees, those smiling folk that pass—that is your country. The laws that protect you, the bread which rewards your toil, the words you exchange, and all the pleasant things amid which you live—that is your country. You see it, and you breathe it everywhere! Your rights and your duties, your affections and your needs, your recollections and your gratitude, all united under one name, and that name is—your country!

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## TREAT 'EM LIKE YOUR OWN

"Don't you know that cost money?"

Have you ever felt like saying that to a boy who leaves his new bike out in the rain? Especially if it was your money that bought the bike!

Of course, one bike ruined may not "break the bank." But you can't afford to let that kind of waste go on.

A company has the same problem. Repairs and replacements cost a lot. Too many of them can hurt a business badly.

In taking care of machinery, tools, and equipment on the job, a good rule is, "Treat 'em like your own."