

The Way of Life

BRUCE BARTON

DIRECTNESS
Years ago it became necessary to discharge a man from a certain company with which I happened to be associated. His short-comings did not reflect upon his character or ability; he was just temperamentally out of place.

Everybody liked him. Nobody wanted to hurt his feelings. Hence many conferences were held.

It was suggested that we might get some other company to offer him a position. Or he might be given a year's leave of absence, in the hope that he would not come back. Or we might persuade some one to speak to some one else who could suggest to him in a round-about way that he ought to resign.

Meanwhile, time drifted on. Finally it occurred to us that in scheming around to find a way to be kind to this man we were actually being very cruel. We were allowing him to waste precious days in a position where he could have no future. Whereupon we sent for him, drew a long breath, and spoke as follows:

"Joe, it is necessary to tell you that you are through. . . . Now that's over, and we don't need to talk about it any more. Let us, therefore, sit down to a serious discussion about your future plans, because every man in the company wants to see you happy and successful."

We helped him find the proper environment; he is today prosperous and contented, and I believe that he counts us all as among his very good friends.

The incident was recalled the other day by a conference in aid of an important charity. The question was how to obtain a large donation from a certain rich man. All the usual expedients were suggested. We might "approach" him through his bankers. Perhaps some one could induce some one to speak to his wife. It might be possible to have a good friend of his in Los Angeles put us in touch with a friend of his in Chicago.

Finally a large and restless member of the committee rose. "This makes me tired," he exclaimed. "I know this fellow. He gets to his office every morning at eight o'clock. I'll go in tomorrow morning and tell him I have come to ask for a million dollars. And I think he'll like it."

Said Wat Whitman, speaking of Sheridan, "Genius is ninety per cent directness, and Phil Sheridan was a genius."

If one could gather up all the time that is wasted annually in scheming how to do the clever or

polite thing, he would have hours enough to relieve all the farmers, kill each fruit fly individually, and dig the canal from the ocean to the lakes.

Millions of dollars would be saved if every business conference opened with the blunt inquiry, "What is the simplest most direct way by which this thing can be done?"

WIVES

One could draw many interesting lessons from the recent biography of the great English barrister, Sir Edward Marshall Hall.

For instance, it furnishes a striking commentary on the difference between our method and the English method of administering justice. Sir Edward appeared in most of the celebrated trials of his time. The longest of them lasted only eleven days in England. A majority were wound up in less than a week.

We are ahead of the English in most departments of modern business. We are even with them in medicine, in science, and perhaps, in literature. In the law we are foolishly, shamefully and inexcusably behind.

He had just been elected to Parliament and had prepared a speech with which he hoped to dazzle the House and make his reputation. Again and again during the long night session he tried to catch the Speaker's eye, but each time he was overlooked in favor of some older member. So he went home with the speech still undelivered, its ringing sentences still ringing in his head.

There in bed lay his little wife, who had been asleep for hours. But Sir Edward, so much disappointed and so on fire with his own oratory, could not let her sleep. Forthwith he woke her up and insisted that she listen to the whole long speech.

Is there any wife in the world to whom something of the same sort has not happened?

I knew personally one of the leading men of the last generation. For years he had gone home every evening and—detail by detail—told his wife the whole story of the day's proceedings: what he did, what he said, and what other men had done and said to him. When she died at a ripe old age, the husband seemed organically sound and good for another ten years at least. Yet he followed her to the grave within a few months. Life had no more zest for him. He had lost his audience.

Go into a restaurant and watch the couples at their meal. See the man expanding under the encouraging smile of a girl, talking along, showing what a great fellow he is. And she, asking questions which are much dumber than they need to be, deliberately concealing her own wisdom in order to make him appear the wiser.

They are a great invention, these women, and particularly those of them who do us the honor to become our wives. Whenever any one tells me that, with the increasing wealth of the country, the wives are growing more idle, I contend that they still earn their living handsomely.

And would continue to earn it even if they had to do nothing but listen to us talk.

Surry Farm Notes

(By V. C. Taylor, County Agent)
Much thought and effort has been given to put across what is called the "Live-at-Home Program" and it seems to me that anyone who is farming should make enough food and feed crops for his own use and perhaps some to sell.

This fall, due to the drought, and the consequent shortage of feed crops, also the present prices of tobacco and the poor quality of tobacco it seems very desirable to sow extra acreage in wheat and feed crops, such as oats and rye. In sowing these crops the land should be well prepared, and good seed of varieties adapted to soil should be used.

I would not advocate deep breaking of land at this time for small grain, but a good firm seed bed with the surface well prepared. This may be done either with a plow or disc harrow whichever will best prepare the soil, but the main point is to get a well prepared seed bed.

The seed should be treated for smut before sowing, as it is highly important to get the best yield possible per acre and it costs very little to treat grain. In treating the grain I would use Copper Carbonate, 2 oz. per bushel, for wheat. For oats use Ceresan 3 oz. per bushel. The best method of applying the dust to the grain is by using a revolving barrel or box. Where these are not available the dust may be applied by mixing in a box. However, using these materials it should be kept in mind that they are poisonous and great care should be used to avoid inhaling the dust. Tie a moist cloth over the nose and mouth while mixing. If you do not have an ounce measure, one heaping tablespoonful may be used to equal an ounce.

A number of farmers have asked me if I deem it necessary to use fertilizer this fall with the amount of unused fertilizer in the soil on account of the dry weather this summer. Yes, I would use at least 200 pounds of good high grade fertiliz-

er, either an 8-3-3 or a 10-4-4. This is to get a good growth of the crop before cold weather in order to keep winter killing to a minimum. The unused fertilizer left from this summer's crop would likely be of little use to the grain crop this fall.

A number of merchants have been ordering feed and hay under the Emergency Relief Tariff. These should be available for any farmer who needs to purchase feeds and hay at this time, and is entitled to these rates. In order that a farmer may know whether or not he comes within the term of a "needy farmer," I am giving below the ruling of Traffic Coordinator, Drought Relief Committee U. S. Dept. of Agriculture:

"A needy farmer" is a farmer consumer dependent in the main upon his farm for his livelihood, whose

income has been materially reduced and whose ability to pay has been lessened thereby account of the drought. Farmers whose ability to pay is not reduced by the drought, such as race horse owners and breeders, farm hotels for horses, state and county institutions, colleges and universities, mining companies and manufacturers or other industries do not come within the term "needy farmer."

It has also been ruled by the Traffic Coordinator that the mill worker and laborer if dependent on what they raise for feedstuffs for their cattle, would be entitled to the reduced rates. Of course his feed being cut short on account of the drought.

Florida last year appropriated \$280,000 for use in public health work.

Mother "I don't like to shout at you Harold."

Little Harold: "And I can't say that I like it either, mummy."

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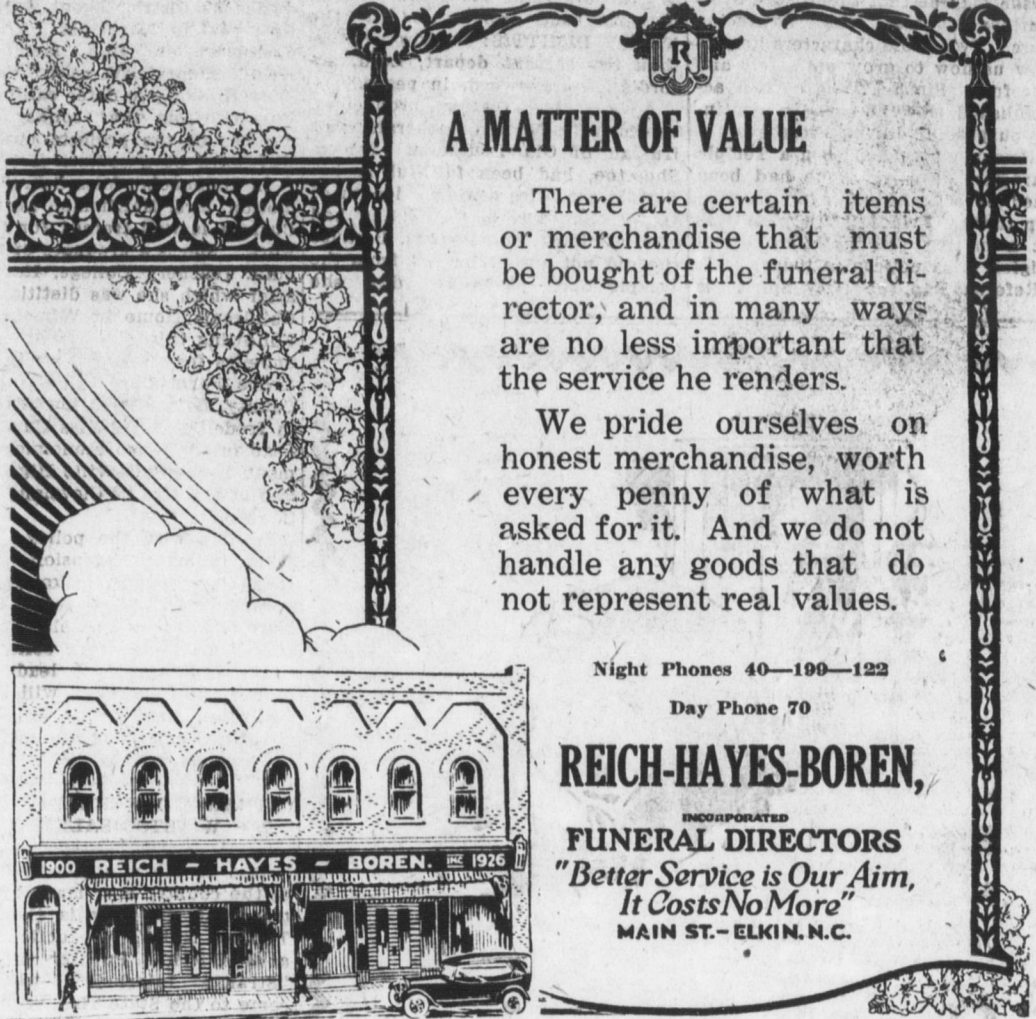
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