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## A Wise Man

DEAR TEAVY LOAD
Some of the Trials of Present-
Day Executives.
Man Whe Complained That Thero Were
No Effelent People In the World No Effictent Peoplo In the World
Had Some Exeuse for His Bitter-ness-Trouble ts Moral.

Several years ago, when 1 had Jusi
been promoted to my frst reat job been promoted to wy first real Job,
calted on a business friend of miue. H Is a wise and experienced handler o
men, I asked him what suggestions ho could make about executive respons:
billty, writes Bruce Barton, in the Red Book.
"You are about to make a great dis covery", he sald. "Wibtia a week. or
two you will know why lt is that ex two you will know why It is that ex-
ecutive grow gray and die before
their time. You will have learned thy blter truth that there are no efliclen
people tn the world." people in the worid. far from admitting
I am still very fat,
that he was right, but I know well enough what he meant, Every mai knows, who has ever been responsible
for a plece of work or had to meet a pay roll.
Recenty another friend of inthe bullt a house. The money to build
represented a difticult period of saving on the part of himself and his wife:
it menat overtme work and self-detal, and overtre effort to behalf or long-cherished dream.
One day when the work was we along he visited it, and saw a work
wan climbing a ladder to the roof with man climbing a ladaer to the roof witt
a llttle bunch of shingles in his houds
"I "Look here," the foreman crled, cant yo
hingles?
The wo
The workman regarded him sullenly. I I wanted to bull the job." By "bull the job"
At 10 o'clock one morning I met still
nother man in his offlee in New York. He was munching a sandwlch ani
gulping a cup of coffee which his see gulping a cup of coffce which
retary had brought to to him. "I had to work late last night," he
sald, "and meet a very early appolntment thls morning. My wife aske
our mald to have breakfast a half hou early so that I mighit have a bite an "When I came doown to breakfast
"We till in bed." She thes in hts home and eats an
is clothed by means of mones whit interest In hiss success. no care what
ever except to do the minimum

$\qquad$ they are paid.
He is a generous man. On almig any sort of question his sympathtes are
itkery 10 be with tahor. and so ar.
ther er hours than they. used to nond in
certath, instances I think the hours
should he even shorter. I an हlad they are puid higher wages, and hope the
may earn still more.
But there are times when my sympathy goes out to those tn whose be half no voice is ever
executives of the world, whose hours
qre linited only by the timit of thelr physical and mental endurance; who
carry not merely the lond of thetr carry not merely the toreaklng load of
work, but the heartrem
carelessness and stolid indiference in carelessness and stolid indifference in
so many of the folks whom they employ. tive in history was that centurion of
the Bible. "For I am a man of aithority, hav.
Ing soldiers under me," he sald. And
I say to thst man go, and he goeth; and To another, come, and he cometh; and
to Marvelous man!
The modern executive also say,
"Co" and too often the man wh "Go. and hould have gone will appear a day or
shor
tivo later and explain, "I didn't understand what you meant." He says "Come." and at the appointed time
his telephone rings and a voite speak:saying. "I overslept and will be there
sin
in ahout three-guarters of

Sugar Hog Punlahed
Sugar Hog Puniahed.
Althe driz.
zhan came out of the din into a Cincinnati Junch
zing rain into a Cincinnati luncl
rom late at night and ordered $\begin{aligned} & \text { atu } \\ & \text { of coffee and two rolls, complanine }\end{aligned}$ that the bill of fare sald that confe
was 6 cents and rolss 4 cents. Th nroprietor explained that there wa
a charge of four cents, because the
man. gireetening his coffee. was to
$\qquad$

## Planting Trees on Prairies. In oriler to demostrate to farme the Malns the advisabilty and fea

 ibility of planting trees on thepratries of the West, the Canadian
Forestry nssoclation ts sending a demonstration car on a tour of the three
western provinces. A rallway emach is elng fited op with a moving pleture
outfit. lecture hall. and a miniature nursery. The car with travelo over the

Czecho-slovakia. The ueverepuhtico of Czecho-shovakia,
hass $\approx 7$ aren of between 50,000 and eo,
oon sumare inlles aod a population of

## ARE REDOY FOR 4TH ROLL CLLL

Galry Keen Among Southern Towns To Get Quota ot Red Cross Membera Firat. Auanta, Ga. Nôv.-More than tour
undred chapters of the American Red cross and about three hundred chaper branches are organized ta the southern division for the Fourth Red
Oross Roil Call, Noveniber 11.25 .

- By Coss Roil Call, November th-26.
Hy organization is meant that these
hapters and losanches have chatrmen. chapters and heatches have chairmen,
committees and the enthusiasm to
nake the Fourth Roll Call a sure suc ess in their. communties," sald J.
McMulin, southern division manger of the Red Cross, today.
"We have reports from every one he date to begin the campaign. First he workers themselves will renew
heir. memberships in the Red Cross. Then every old member will be called
apon to reenliat under the Rod Cross pon to reenhiat under the kod crow
anner. After that, evory effort will hapter as nearly a one hundred per cent membership
it is possible 10 sel."
The southern diviston includes the The southern orgia, North Carolina,
ive states of Georer
outh Carollint, Tennessee and Flor South Caroflat, tennessee and for the divison, for tis
ida. Last year
population, mado as fine a rocord as opulation, made as fine a record aing
ny, part of the country in enrolling
led Cross members. 'This year it is oo put the southern division on to
gain. A friendly but keen rivalry exists
among the various chapters to be the irst to report that their quotas are
secured. A different system has been
sed this year in assigntug hed various chapters. Instead of deCormining the quota for the division
trst and then dividing this out among he various chapters, each chapt carefully estimated the amount ts plans during the coming year. The
chapter's quota was then based on this amount, and the quota for the entire Chapter quotas.
Thus, the Roll Call this year is more than ever a local proposition in each
community. When local people subscribe to the Red Crose, they are sub-
serbibing to meet local needs, and for
every dollar paid for membershíp in the red cross. chapter to finance ita
by the local chat for next year. The other fifty
plans for o mamtan the national work of the "We challenge every other chapter
in the southern division to beat our
Roll Call record," wrote one Roll Call chatrman in North Caroltna. "We In.
tend to be the first over the top; full quota of members ea morning of November 11.
This spirit is typical the vast majority of chapters are
awaiting the Fourth Roll Call. It is rare exceptlon where chapters are
not thoroughly organized and plans worked out to secure the Hundreds of newspapers throughout with the local Red Cross chapters to make the Roll Call a success. Speaking of the vilew with which most Amer-
icans regard the Fourth Roll Call, one Atlanta paper already has called upon Alantans to join the Red Cross
the following editorial language: "The Red Cross Roll Calls are no
drives', not attempts to raise larga sumb of money for untried causes, but
they are institution in the nation's hife, the one the the of in the year when
the timerican people, old and young are asked to renew their memberships in the organization bat is so expres.
sive of the national spirit and so great benefit to the matiot ua a whole.
"The American Red Cross is differ ont in this respect from the Red Cross is maintained by large contributions rom the wealthy. The American Red Cross is essentially democratic. It 1
was founded by the American people, They maintained it for nearly forty
eears. In the war, thousands of them ound in it the opportunity to serve fiey so ardently sough
$\qquad$ the chance they all want in then
hearts to do some good in the worla.
Singly, their dollars for membershipg night amount to little, but matched ry part of the country, they become
mikhty factor in cartng for our solnterests of the wounded and matmed A service man mand his the discharg.
me sotng
mame thing for thousands of uncortunate civilians: bringing public
henlth nursing and good health to humreds of communities: qraining our
oys and girls tin the way they should o: dcting many other things
er intu the peace:time progra Red Cross which,
ince the signlag of

"That is what Red Cross member-
hilp dollars can do. It would seem
hat



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