



## Psychology

"It isn't what you say but how you say it." If you want something done there must be a peculiarity about your speech before you can hope to find interested listeners.

You are sitting at one of those long tables so familiar to the migratory worker . . . The dearest desire of your heart is to have some one "pass the condensed milk," but you don't know how to go about it.

"Pass the 16 to 1" you venture, and no one has heard you; "pass the milk," you plead in broken tones, and life still flows on in the even tenor or tenure of its way. Finally in desperation you yell, "Pass the cream"! Instantaneously gnarled hands reach out to aid a brother in distress—passing the pitcher of blue diluted condensed milk, made from skim, or split, milk.

When you demanded sixteen to one, the subconscious thought in each mind was "it isn't worth passing." When you said pass the milk very "common placeness" of the word defeated your purpose. But the word "Cream." Ah! the very "ridiculousness" of serving cream to slaves caused "all the collective mischievousness" in the outfit to burst forth in a flood of helpfulness—you were provided with a pitcher of re-divided condensed milk. Each man in his inner-consciousness felt sorry he wasn't the lucky one to serve you.

Cream! The I. W. W., the cream of the working class, takes the position that cream is not thick enough; that it is only a waste of gargling to fritter away your time drinking narrow gauge milk when you might organize the workers into a real union and take the whole smear case—it belongs to us.

T-BONE SLIM.