

T-BONE SLIM DISCUSSES

CONST. THINKING & WAGES

"Retailers must really think."—Robert B. Schreffler, president of the Schreffler Efficiency Company of Chicago, says so.

—This is going to be hard for Penny-in-the-slot machines. Think, or get off the job.—"Retailers," he continued, "haven't learned to think constructively for the best interests of their business."—I quite agree with you Robert B. Indeed, it is astounding how backward our retailers are. I went into one of their dens to get a ten-cent tablet—I had bought several tablets there before—and thinking to make conversation, (so's to help him learn to think), I asked him: "What is the value of this beautiful volume of paper?" (I had been buying it right along for 10c.)—"Fifteen cents, sir," says the merchant prince, not suspecting I had any brains. Yessir, he thought I'm as dumb as I look—but if he had done any constructive thinking, as Robert B. says, he wouldn't have tried to pull a stunt like that on an idiot even, to say nothing about trying it on a man that is only a little foolish after sundown—I'm alright in the daytime. Mark that down editor. Have you got it?

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Mr. Robert B. Schreffler says, "retailers haven't learned to think constructively" and retailers must really think"—yes, on the authority of both Robert B. and myself, editor. It's getting so that a slot-in-the-head machine outclasses our profound merchants.—I would be derelict indeed if I failed to give them this "warning" that comes to me so "natural" without any effort on my part.

Babe Ruth will be paid at the rate of \$52,000 per year, for three years and for the time he puts in—many workingmen get less than that for 50 years of labor.—I saw several of these "athletes" perform last year and I will say if Ruth is worth \$52,000 Col. Bob. Shawkey is worth \$5,200,000.—I wonder where all the money goes—bosses, when they want to raise our wages, say they've got nothing to do it with!!!! They have got—No! Hell no! I'm not arguing that \$52,000 is too much, I'm arguing that \$1,500 is not enough for common labor

I'm arguing that a "system" that can't guess a man's worth any better than that is no good: \$1,500—\$52,000!

Might as well put the numbers in a hat and shake the hat for inspiration. 30