WHILE away from his office Richard Henry Dana, the great editor, dispatched a telegram to his manager. It read, “Fire all indispensable men.” With equal logic in periods of depression, when discharging workmen is a daily procedure, this parallel is suggested: “Fire all executives.”

“IF I were an executive just now,” said my sidekick—expansively thrusting his thumbs in his waistcoat in the approved manner of big business—“I should fire the entire research staff.”

Such a pronouncement from a research man demanded explanation.

“Many research men,” he went on, “are too far removed from plant problems. Contrary to statements all the time dinned into us, much research is so far ahead of and so far removed from practice that loads of it are just going to waste. One thing that is needed—and, mind you, I’m not adding my panacea to the cures for the depression—is a chance for actual production to catch up with research.”

Here is a point of view refreshingly different, and worth thinking over.

About firing, however, there may be disagreement. A better suggestion would be, put the research men to work in the plants, giving them the chance to incorporate their discoveries in some actual output. Too much firing has been done already.

A GREAT worry of many college students just now, particularly seniors, is “Am I going to be able to get a job when I graduate?” For a worse worry, however, this is suggested: “Am I going to be able to get and keep a job if I don’t go to school?”

A strange thing about the feeling of insecurity that keeps nearly every person docilely at his tasks is that unemployment is apparently feared much more keenly by educated persons. Exactly the reverse should be true. College is no guarantee of a position and there is no security in life, but education is something that cannot be taken away from its possessor, and, even without employment, a trained man is certainly better off than an untrained man.

“Wisdom,” said Socrates, “adorns riches and softens poverty.”

There is about mere living a joyousness and curiosity that may find even a period of enforced idleness an adventure and, perhaps, an opportunity. It gives a chance to work for one’s self. A set task and a fixed income may be much more comfortable and satisfactory in a monotonous sort of way, but hanging on to a position that is only a meal ticket is self-enforced slavery.

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It pays to look over the wall

The industry that succeeds today is the one that looks outside its own "back-yard" for ways to make itself more valuable.

For many years, Bell System men have been working out ideas to increase the use and usefulness of the telephone. For example, they prepared plans for selling by telephone which helped an insurance man to increase his annual business from $1,000,000 to $5,500,000—a wholesale grocer to enlarge his volume 25% at a big saving in overhead—a soap salesman to sell $6000 worth of goods in one afternoon at a selling cost of less than 1%!

This spirit of cooperation is one reason why the Bell System enjoys so important a place in American business.

BELL SYSTEM

A NATION-WIDE SYSTEM OF INTER-CONNECTING TELEPHONES
Attendance at school, if one likes it, is always a wise investment, and one that may be bought at bargain prices this year when costs are lower. It is a matter of regret, of course, if the graduate’s services are not in demand, but a sorrier case is presented by the man who has gone to work instead of to college and who finds himself out of employment. His is a double loss. He has missed the experience, that chance for directed study and association and the indefinable feeling that makes up college life, and he is, besides, a victim of the economic system.

After all, positions and successes are largely personal qualities. The graduate may become a hobo or a president, and so may the person who couldn’t or wouldn’t go to school. But, hobo or president, the graduate will nearly always be glad that he went to college and the other never cease to regret that he didn’t.