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INDUSTRIAL WEEKLY REVIEW KINGSTON

BACK TO NORMAL

the Slogan Heard All Over the Country.

All over the North American continent the trade papers and journals and periodicals representing business activities are sounding an optimistic note in regard to present conditions and the outlook for the future. Of course, it cannot be denied that the return to normal, which, in spite of the predictions of many, is becoming more evident every day, will tend to pinch some of those merchants who have neglected to make allowance for it and are loaded up with large stocks at wartime prices. In the main, however, the merchant has been expecting this and has been prepared and it is safe to say that most dealers welcome the return of old stable conditions. Most conscientious manufacturers and dealers have been ashamed to ask prices which circumstances compelled them to demand and there have been instances where men have gone out of business rather than manufacture at prices which they thought ridiculous and out of all proportion to the value of the article turned out.

The last two years have been extremely unsettled and at times the outlook has been very uncertain. It has been evident that some change must take place and that there would be suffering from the change. Only lately have we realized that the uncertainty and trouble was merely part of the change which is gradually reaching its destination and has done so in some lines of trade. Other lines are rapidly getting back to normal status and more and more it is being driven home that the sooner they do this the better for themselves and the better for the public.

How these new conditions are going to effect that part of the industrial world known would be rather hard to say at the present time. It is a foregone conclusion that in cases where wages have been increased right to the par with selling prices that there will necessarily have to be either a drop in wages or a total cessation of production. This seems to spell trouble but so far, where the case has come up, affairs have run surprisingly smoothly. In the states of New York and New Jersey there have been several cases of this description and the producers, laying all their cards on the table, put the case to the workers and appealed to their intelligence. The workers at once saw the fairness of the argument and met them half way. Of course, the reduction will have to be very gradual to accustom the people to the difference. It is one of the most ticklish problems of the times

and will be even more ticklish. For the man who uses it to exploit the workers or to swell his own profits unfairly there is no name low enough.

On the whole the outlook is far better than the most optimistic had hoped for at the immediate termination of the war. As the Retailer's World, of New York, puts it: "Now is the time to advertise fair prices, high quality merchandise and better service. When the consumers are satisfied with prices, and when the public confidence in merchants fully returns, as it is already beginning to do, then business can be conducted on a firm foundation and merchants will find that the public still has man wants that must be filled."

ORIGIN AND GROWTH

Of the International Correspondence Schools Canadian, Limited. The International Correspondence Schools introduced, in 1891, the I. C. S. method of teaching the trades and professions by mail with special direction and a correction of students' work. Many years of successful teaching show that this system supplies the greater educational need of the world; it carries a practical knowledge to the thousands who cannot leave home nor give up work to seek an education.

The work of a correspondence school, a good one, is three-fold; it teaches employed persons the science of their trades or professions; preparing misplaced and dissatisfied people for congenial or better paying work; giving young, unemployed persons the training necessary to enable them to start at good salaries in chosen vocations.

Over 400 American and Canadian industrial companies, including some of the largest in the world, have entered into arrangement with the International Schools for the instruction of their employees. This is one of the greatest distinctions ever conferred on any educational institution, and the continuance of these arrangements is conclusive evidence of the practical results produced.

During the war the I. C. S. was a potent factor both on this continent and overseas. In February, 1920, the I. C. S. was granted a Dominion Charter, a very fitting tribute to the work of these schools in Canada since the enrolment of the first student over 25 years ago, so that they are now known in Canada as International Correspondence Schools Canadian, Limited.

Experts, instructors and assistants are occupied in writing and revising the I. C. S. textbooks and in examining and correcting the work of students. At present over 4,000 persons are employed in the various departments. All publications are protected by several thousand copyrights. This gives one some idea of the

vast growth of these schools. Like the aeroplane, the submarine and other institutions of modern days, they passed through the time when the world doubted them, but they have proven their value and have become a decided factor in the business and industrial life of this continent.

Who Is the Hardest Worker?

Mr. Brain-worker, you who wear white shirts and collars and presentable clothes every day in the week but Sunday, you who work six and seven hours a day in a bright, well-heated, well-ventilated office and then go home clean, remember, when you are tired and inclined to abuse your job, that the fellow in overalls usually has a much tougher proposition to buck for six days a week than you have. When you are far in the depths of warm and luxurious slumber, he is already out in the cold dawn, working or on his way to work. When you have reached home and the fireside, he is still at work. He works in gas, wet and dirt, his clothes become grimy, his hands roughened and twisted—but still he works on.

Manual laborer, you must not get the idea that you are the most abused person in the world. You may have quite long hours, but when your stretch is up your time is your own. Your friend who works with his brain carries his work with him all the time, home and at work, always wondering and worrying. His muscles become soft and he is an easy victim for all those little ailments which you throw off like drops of water. When the whole blows for five o'clock he may quit, as you do—but not unless his work is done. Sometimes on a holiday, when you are free, if you will glance into the office you will find him there.—But still he works on.

Both of you, brain worker and manual laborer, must hand the hard work prize to someone else. To someone who is the boss and the worker, the brain worker and the manual laborer, the brains and the brawn, and mistress of many trades which she uses in her little plant, her home. The leader is the little woman who works while you are away and awaits you at home. She ought to have a little raise now and then, for she never strikes, she's always willing and still she works on.

There is an automobile for every ten or eleven people in town. That's a good sign. It means that there is money in the town. Money in idleness is like sugar not stirred. It sweetens nothing. STIR UP KINGSTON'S SUGAR.

Never mind Kingston's past. It is the future that is important to us. The Historical Society will look after the past in its spare time.

If you cannot build anything, cannot put money into anything to boost Kingston, then talk Kingston anyway. Everything helps.

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