

... about pulling rabbits out of hats

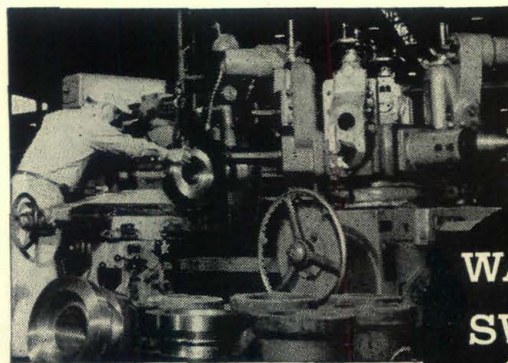
IT'S fun to see, but even a child knows you have to *put* the rabbit *into* the hat before anything can happen.

Yet there are grown-up workers who seem to think they can take more wages *out* of a job than the production they put *into* it.

A man's wage is simply what that man produces, less the costs of what he needs to produce it.

Out of that production must come taxes, and cost of materials and tools as well as wages. So, the more a man produces, the more his wages can be. "To get a bigger piece of pie, bake a bigger pie."

The phony act is the man who tells you he can get you more wages without more production to pay it. He's just talking *through* his hat. Nothing in it.



4-A Turret Lathe machining large steel forgings.

**WARNER
&
SWASEY**

Cleveland

PRECISION
MACHINERY
SINCE 1880

YOU CAN PRODUCE IT BETTER, FASTER, FOR LESS WITH WARNER & SWASEY MACHINE TOOLS, TEXTILE MACHINERY, CONSTRUCTION MACHINERY