

The more papers your newsboy  
delivers, the more he is paid

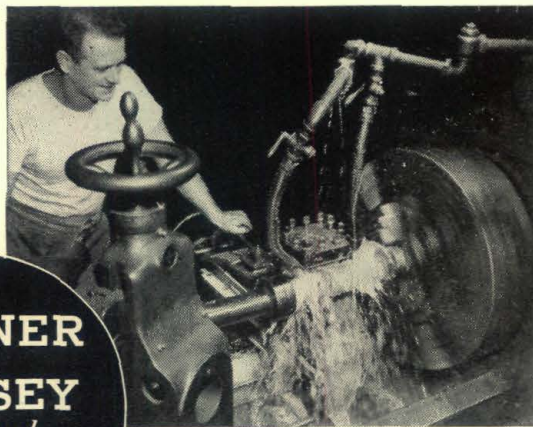
(... Does that make you an  
“exploiter of labor”?)

**B**ECAUSE to make more money (to save, or  
enjoy more movies, or to buy a better bike)  
the newsboy has to travel a longer route and so  
work harder.

But, you say, “That’s the only way he can make  
more money, to pay for the movies and the bike.”

If all workmen would only understand and act

on that simple fact, we would so improve effi-  
ciency that prices would come down while  
values, total wages and workers’ security would  
go up and stay there. Where is the leader great  
enough to sell that principle to America — the  
*only* principle that can ever truly give the work-  
men the security everyone talks about.



*3-A Turret Lathe  
producing locomotive part*

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