



THE
SWP
JULY
1904

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THE S. W. P.

Published monthly by THE SWEENEY-WILLIAMS Co. in the interests of their Agents. Edited and printed in the Department of Publicity at 104 Canal St., Cleveland, where all communications to the Editor should be sent.

VOL. VI.

JULY, 1904.

No. 7

LEADERSHIP.

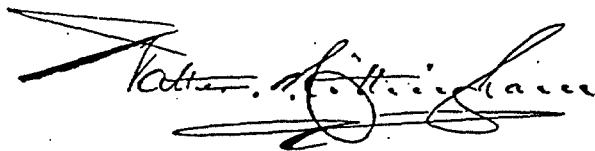
EVERY man likes to win—at something. Is it not so?

The love of victory is in every man's heart, and the greatest game in all the world is the game of success. Men's ideas of success may differ, but I believe every man desires it, and aims at it in some form or other. Winning success is a serious matter. It cannot be accomplished in an easy or offhand manner. Make up your mind to that at the start. It's strictly and painfully true—there's no royal road to the goal. It's a hard pull up hill, over a rocky if straight road all the way. You can't make it without climbing, nor without bruises. When you reach the top you may ride in your carriage or automobile, but you'll have no time or use for these on the way up. In the heat of the battle and in the stress of the struggle you must go unaided and alone. It's the only way and the best way. Success would possess no charm apart from the struggle. It's in winning out, in overcoming, in conquering, that the victor finds his joy.

Leadership is sought because it means success. Success is striven for because it means development and growth.

Every man should strive to be a leader in his line. He *ought* to be a leader sooner or later in something. He *will* be if he makes the most of himself. Every man has it in him, but alas, only a few get it out. What's the reason? They quit too easily. They are unwilling to make the sacrifice of ease and comfort and pleasure. The cost is too great. They weaken at the price, and are content to take something easier and cheaper. And thus do they follow with the crowd in the rear, instead of marching at the front where the leaders point the way.

This concern of ours and the S.W.P. agents connected with it are leaders; and we are such because we have striven with all our might for the place. We can keep it only by deserving it. If we weaken for a moment we shall slip back. Let us remember this, and let it be the steadfast aim of each man in our separate organizations, to be a leader in his line.



Vice Pres. and Gen'l Mgr.

DANGERS OF WHITE LEAD.

From Consular Reports.

GERMAN papers state that the French Government is at present considering the question of the use of white lead and other lead mixtures for painting houses. A committee of the Chamber of Deputies has been appointed to investigate the matter, and Mr. Breton, one of the experts, has been authorized to publish the results of this investigation in pamphlet form.

He condemns the addition of white

lead to paints and all colors containing it, declaring them to be poisonous in a large degree, both for the workmen and for the inhabitants of a house painted with lead colors. He recommends the use of zinc white instead, which, for surfaces exposed to the sea air, is also much more practical. He expresses the opinion that the absolute disuse of white lead has become an imperative necessity.—*Richard Guenther, Consul-General, Frankfort, Germany, February 24, 1904.*

WASTE IN BUSINESS.

ATACTFUL business man exercises discreet economy in the conduct of his commercial affairs. It matters not how large or extensive his interests, or how liberal or even extravagant his tendencies at home or in social life, he does not permit willful waste of anything in his store, manufactory, or counting room, no matter how insignificant that waste may be.

If he be a thorough disciplinarian, he borders on what may be termed by some as small or unreasonably mean. Such a man is not usually illiberal in providing all requirements for a proper conduct of his affairs, nor is he disposed to underpay his help. What he wants and rightfully demands, is that those who are paid to advance and protect his interests shall not be too extravagant in the use of what belongs to him and not to them. Because of this economic characteristic, and for the reason that for every dollar he expends he wishes full value, not only in direct returns but in the use thereof, he is generally successful.

Too often we find a clerk or employee who recklessly uses expensive office stationery for memoranda; who never regards cord or twine once used as useful a second time; who feels that no matter how short the distance, car fare amounts to naught; who throws pins, paper fasteners and rubber bands into the waste basket with discarded papers, and who, in short, does not realize that a "penny saved is two-pence earned." These acts of indifference, each in itself, are of no moment, but in the aggregate they figure up a tangible sum, if not a large amount. It is not so much the money involved that should be considered, as the reckless disregard of the employer's welfare.

The man or woman who would criticise an employer for exacting economy on the line's set forth would be as much justified in regarding as proper or prudent the reckless throwing away—not expending—of nickles or dimes by our prominent capitalists, contending that the small currency is too insignificant to carry about the person.—*Wall Street Summary.*