

# INTERNATIONAL HARVESTER COMPANY

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GENERAL OFFICES, CHICAGO, U.S.A.

FARM MACHINES  
FARM TRACTORS  
DAIRY EQUIPMENT  
OIL ENGINES  
FARM WAGONS  
BINDER TWINE

McCORMICK - DEERING FARM OPERATING EQUIPMENT  
INTERNATIONAL MOTOR TRUCKS AND INDUSTRIAL POWER

MOTOR TRUCKS  
INDUSTRIAL TRACTORS  
CRAWLER TRACTORS  
GOLF COURSE TRACTORS  
DIESEL ENGINES  
POWER UNITS

From Allen's speech about people. 19

ADDRESS REPLY TO ME AT \_\_\_\_\_

FOR MR.  
YOUR LETTER  
SUBJECT

The honors which you of Beta Gamma Sigma have seen fit to confer upon me tonight is accepted with the deepest sense of appreciation and humility. I am grateful to be so thought of and long remembered by you.

I hope that I may do more in the future to warrant this recognition than has been done in the past which brought it.

I know that I am far from being satisfied with what I am producing today and doing for my fellow man and that I will be striving to improve - to do more.

In accepting membership in Beta Gamma Sigma I must acknowledge to you my debt of gratitude to Dr. Towne, the Commerce School, the University, and this state for the splendid training and background of my years in college here, my education and experience here primarily under the leadership of Dr. Towne long years ago, have contributed in great measure to the bit I've been able to accomplish thus far.

Possibly the problem of people, and its solution is indicated by the following poem

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"If all good people were clever,  
And all clever people were good,  
The world would be nicer than ever  
We thought that it possibly could.  
But somehow, 'tis seldom or never  
The two hit it off as they should;  
The good are so harsh to the clever,  
The clever so rude to the good."

It seems to me that the crux of the problem of people is in getting them - and that means all of us - to apply right ideas. Certainly there is an adequate supply of right ideas for us in every problem relating to people. The Bible alone is a store house of ideas about people. These ideas need only to be used and practiced. Able men through out history have given us answers to the problems of people too. There is no shortage of good ideas.

I should like to throw out a few scattered thoughts on the problem of handling people. Incidentally, I understand this problem to include the handling of ourselves as well as others. Patience seems to be a virtue which works



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wonders in dealing with people. It pays a big dividend in working with people. Appreciation of others and what they do is a worthy trait to exercise. Gratitude is a lubricant that makes the wheels of cooperation work noiselessly and wonderfully well. There is an old saying, "Give a man a plume and he will march himself to death."

"The wise man does not spend much time trying to figure out how he can get things from people. Instead, he tries to find out how he can successfully get things to people."

Will Rogers once said, "I never met a man I didn't like." His own attitude toward people and life undoubtedly made that statement possible. It indicates the liking must start within each one of us. Cervantes (Sér-ván-tés) who said in his book Don Quixote "Make it thy business to know thy self," which is the most difficult lesson in the world." When we know ourselves better we will know people better. That will be a big step forward in solving the problem of business - and the world.