

Ernest L. Cannon
Personal Note Book

Begun Sept. 30, 1919.

Index.

7
A.

America

Production in the U.S. Mar 12, 1921

The U.S. produces the following percentages of the world's total output of basic commodities:

Wheat	24%	Copper	60%
Corn	75%	Gold	20%
Cotton	60%	Silver	14%
Cattle	27%	Coal	52%
Dairy products	25%	Oil	56%
Iron & Steel	40%	Antar	85%

U.S. contributes $\frac{1}{4}$ of the world's agricultural products, $\frac{1}{3}$ of the manufactured goods, and more than $\frac{1}{3}$ of the mineral products. Though the U.S. has only 6% of the world's population and only 7% of the land, the bank deposits and resources of this country exceed the combined bank deposits & resources of the whole world.

Churches:

Exclusiveness: An old darker wanted to join a very exclusive church and went to the minister about it. The minister put him off repeatedly, and finally said to him - "Rastus, you go and ask the Lord about it." In a few days the minister met him and asked - "Well, Rastus, did you pray to the Lord?" To which the colored man replied - "Yes sah, Ah prayed to de Lord, in Ah pray." "Musth Rastus down you try to join dat church, Ah ben trying fo 28 years to git in dere, in Ah ben't get in yet."

Criticism:

Continual criticism is a poor method of obtaining good results from employees.

Children Training of

Well Raised

A negro mammy had a family of boys so well behaved that one day her mistress asked:

"Sally, how did you raise your boys so well?"

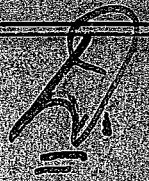
"Ah'll tell you, missus," answered Sally. "Ah raise 'dem boys with a bar-
rel stave, and Ah raise 'em frequent."
—Everybody's.

Coal Consumption: 1920. U.S.

Mfg., Electric power plants	35.0%
Railway locomotives	25.0%
Refrs and Power for Ships	6.0%
Power for Coal Mines	3.5%
Cokes for Blast Furnaces	13.0%
Gas works	1.0%
Domestic use (heating & cooking)	16.5%
	<hr/> 100.0%

U.S. Bureau of Mines estimates that from every ton of coal ^{produced} _{lost} is developed equivalent only to that of 76 lb. of coal. These losses amount to 7 1/2 lbs per ton in Mining and Transporting coal, and 11 9/8 lbs per ton in burning the coal.

Discipline



A Ba-a-d Ma-a-a-n
 Colonel (to Rastus): "Don't you know enough to salute your superior officer?"
 Rastus: "Don't be offended, kum-nel. When ah'm peevish this way, ah don' even speak to mah own mothah."

Efficiency:

8911

Energy
 Energy is the gasoline that
 makes your business run go

Health Hints.

J.H.

(Dr. Hadley, P. & C., Sept. 17, '19)

Waste seldom causes fatigue.

Fatigue causes resistance to disease.

Arcanum comes from dark, unventilated rooms, infectious disease, poor food, lack of bowel movements, bacteria in the mouth and in the tonsils.

It shows back down the blood vein and then it returns to the surface. That helps, and soon you get rid of fatigue and the waste goes out through the kidney.

Other waste produces fatigue. In fermentation, particularly of protein food, you develop certain poisons in the bowels.

These poisons are known as indol, skatol, mercaptan, and certain phenols. Most common poison is indol. That is absorbed and forms a sulphate in the system, that is known as indican. Remedy: Regular and prompt evacuation of the bowels.

Teeth should be brushed 7 times a day.

Bacteria in the mouth cause fermentation of food producing poisons.

Tonsils and teeth make up 90% of infection ^{diseases}

Bacteria get into mouth by dirty hands.

"Typhoid man" gave typhoid to 28 different families because she had typhoid germs on her

Health Hints (continued):

The man who does not sweat does not live as long as the worker.

Work does not hurt anybody.

The thyroid gland in the neck and the adrenal glands over the top of the kidneys are important. Like the gonads in an embryo they control our circulation. Anger, worry, etc. cause them to throw out poison. But joy, love, laughter cause them to act to build up the system.

Brotherhood of man, or love for neighbor translated, means that: The man that loves his neighbor won't spit on the sidewalk; he won't sell his neighbor bad food; he won't let smoke come out of his chimney; he won't let his child with contagious disease roam around and spread it.

Hope - (See Optimism)

Habits - Prof. Wm James, noted psychologist, Harvard University, says:
Few men change their habits of thought and action to any marked extent after about 25 years of age.

Labor and Laboring Men:

Gillette, Eng. & Cor. Dec. 17, 19. says:

Labor leaders argue that, while American workers receive higher wages than Europeans it is the labor unions that have forced these high wages from the capitalists. If this is so, why haven't the trade unions of England forced similar high wages from British capitalists? They are much better organized, as well shown by their ability to restrict membership through the apprentice system and to restrict output.

It is well known that during the war the British unions grudgingly permitted the Government to set as their rules restricting output, but only for the period of the war!

It is also well known that women workers entered British factories, turned out two to three times as many units of product as the unorganized men had been able to turn out. Strikes have not been the principal cause of soaring wage increases. The law of supply & demand has played only a

major part in America. Cap-
italists have usually been
intelligent enough, even though
to see that liberal wages lead to
larger profits.

Memorizing (see Thinking)

M.

Reasoning, (See Thinking)

R.

Rules - "A good executive is quick to modify or change a rule that hampers economic performance." Gillette

Skill

A Matter of Relative Skillfulness

The poor cripple thumped his crutch on the ground and said to his lawyer: "Merciful heavens, man, your bill is outrageous! You are taking four-fifths of my damages! I never heard of such extortion!"

"I furnished," said the lawyer, coldly, "the skill, the eloquence and the legal training for your case."

"Yes, but I," said the client, ruefully, glancing at his injuries, "I furnished the case itself."

"Bosh!" sneered the lawyer. "Anybody can fall down a coal hole."

Study: H. P. Gillette, Eng. & Con.

Oct. 29, 1919, p. 482, says:

"Under the head of study are classified five distinct types of mental action: (1) Memorizing, (2) search, (3) inductive inference, (4) invention, and (5) deductive inference. And this last may be subdivided into (a) quantitative or mathematical deduction, and (b) qualitative or ordinary deduction.

Resimons
Some people are so firm
mistake they are above
every other good luck
to will them.

Success: Trust for useful know-
ledge a prime essential to success

Schwab's Rules for Success:
(Talk to Princeton students)

- 1st: Unimpeachable Integrity. - The very
Foundation.
- 2nd: Loyalty: Give credit where due.
Make your employer believe you are
(with him) always
- 3rd: Liberal Education.
- 4th: Make friends: Enemies don't pay. Laugh
at misfortunes.
- 5th: Concentrate: Reach conclusions after
concentrated thought and effort. Don't
make mistakes twice.
- 6th: Go at your work. Give the best in you.
Change from distasteful work, but don't
quit under difficulties or troubles

Service:
Mr. Giddings: "No man lives honestly
who does not put back into life
more than he takes out of it."

Thinking:

Jno. Grier Stebbins says - "Memory furnishes the raw material for the use of the mind in thinking. It should play the role of a dependable servant."

Qualities of mind particularly required for effective thinking -
"Concentration, Organization, Imagination."

"As a man thinketh in his heart, so is he."

Halbert P. Gillette says - "Reasoning of every kind, whether deductive, inductive or creative, is impossible without memory."

Three great factors in memorizing -
(1) Vividness of Impression, (2) Repetition of Impressions, and (3) Association of Dif. ferent Impressions."

"He that has facts in his head is better than he that has them in his library."

Time: Value of

In one respect you are as rich as Rockefeller or Morgan? You have a great big ample capital of Time. You have all the time there is - 24 hours each day. In that one thing you are as rich as anyone.

Material wealth is measured by money. Time is money. Therefore, if you have all the time there is you have all the money there is.

Invest your time wisely, generously, thriftily. Save it as you would money.

Prime -

A morning picture that is the
chief of time.

If you can get a man to tell
you how he spends his leisure
time you can tell his
future better than any
time-teller.

UTAH'S BRILLIANT RECORD.

THE Washington correspondent of The Deseret News has recently been at some pains to make studies and comparisons of the fourth annual official report on birth statistics just issued by the bureau of the census; and his findings confirm and add to Utah's already high reputation as the arch-foe of the deadly practices which the late Col. Roosevelt stigmatized as race suicide. The report is for the year 1948; and following are a few of the facts

disclosed in the 300 pages of statistical tables and charts:

The birth rate per 1000 of population as ascertained in the total registration area of the United States is 24.4. The state with the largest birth rate is Utah, with 31.9 per 1000 of population!

The death rate per 1000 in the total registration area of the country is 18.2. The states with the lowest death rate are Washington with 10.6, Minnesota with 13.4 and Utah with 13.7. It is to be noted in this connection that Washington, the only state appreciably lower than Utah in death rate, has also the lowest birth rate.

In the same registration area, the excess of births over deaths, per 1000 of population, is 6.2. In Utah, the state with the greatest excess of births over deaths, it is 18.2!

In the matter of the rate of infant mortality—that is, the number of deaths of infants under one year of age per 1000 born alive—the country's registration area gives the average number at 101. The state with the lowest record is Utah, with a rate of 64! It is also to be noted in this instance that Utah was the only state which showed a decrease for 1948 as compared with 1947, this increase being 5 per 1000.

As to illegitimate births per 1000 of population, the country's average in the total registration area is 16.7; in Utah it is 8.5!

These comparisons need no comment. They tell their own story, and are at once interesting, instructive and gratifying.

Vital Statistics:

V.

Utah: July 24, 1920, Du. News, quoting
44th Annual Report of U.S. Gov. on Birth
Statistics:

Birth rate per 1000 in United States is 24.4

" " " " " Utah (highest in nation) " 31.9

Death rate per 1000 in U.S. is 18.2

" " " " " Utah " 13.7

Excess of births over deaths per 1000 in U.S. - 6.2

" " " " " Utah - 18.2 (Growth in U.S.)

Death rate of Infants (under 1 yr.) in U.S. per 1000 born - 101

" " " " " Utah " " " - 64

Illegitimate births per 1000 in U.S. - 16.7

" " " " " Utah - 8.5

Wealth:

Wealth of a nation, as Adam Smith made clear consists of raw materials, land, buildings, "plant" and stock of goods on hand.

Gillette, E. & Co., Dec 3, 1911.

It is an economic mistake suddenly to increase greatly the currency and bank deposits. Doubling the money or the equivalent of money (e.g. bank deposits) doubles the average price of things, but adds nothing to national wealth.

If every citizen were to have his cash, etc. doubled in dollars at the same moment that the supply of money were doubled, no change would result except international trade exchanges.

Remedy: Currency should not be so increased. No government should permit great increases in bank deposits. Hold the total purchasing power at about a constant level. To reach this end, conscript all workers and all industries, dictating to everyone the part that he should play. This plan is followed in savage tribes.

Wealth (continued)

Money, paper, in the principal countries of the world was about \$6,300,000,000 in 1913, it was about \$30,000,000,000 in Dec 1918. This does not include Russia, Austria and Turkey who are arch-inflated.

A General Efficiency Examination.

(For The Deseret News by Dr. Frank Crane.)

There are all sorts of examinations and tests which school teachers and others use in persecuting youth, so here is another on the subject of general efficiency. You will please take pen and paper and answer the following questions. Each one that you can honestly answer by "Yes" counts you ten. You must get 350 out of a possible 450 in order to pass. If you don't pass the goblines will get you if you don't watch out.

1. Are you in good health? ✓
2. Have you been examined within a year by a medical expert, to find out if you are perfectly sound? X
3. Do you stand straight and sit straight? ✓
4. Do you bathe every day? X
5. Do you brush your teeth three times a day? ✓
6. Do your bowels move regularly? ✓
7. Do you chew your food well? ✓
8. Do you take exercise regularly? ✓
9. Do you sleep with the windows of your room open? ✓
10. Do you know approximately what kind of food, and how many calories, is best for you, and do you eat intelligently? ✓
11. Do you abstain from all alcoholic beverages, tobacco, and drugs, except under the advice of a physician? ✓
12. Have you been through high school, or are you going through? (Or some equivalent). ✓
13. Do you speak correct English, and are you trying daily to overcome your mistakes? ✓
14. Do you study hard for at least an hour every day? ✓
15. Are you fond of reading books? ✓
16. Do you write plainly so that you hear no one complain of your illegibility? ✓
17. Do you remember names and faces, or do you practice to improve yourself in this? ✓

18. Have you a good memory? ✓
19. Can you concentrate? ✓
20. Are you careful to speak of the absent only what you would say in their presence? ✓
21. Do you avoid as far as possible hurting any one's feelings? ✓
22. Do you respect other people's opinions, and refuse to get angry with them because they do not agree with you? ✓
23. Do you think twice before you speak? ✓
24. Are you neat in appearance and do you strive to dress so as to be as pleasing as possible to others? ✓
25. Are you punctual? ✓
26. Do you punctiliously keep your word? X
27. Are you scrupulously honest? ✓
28. Do you mind your own business strictly? Do you never read other people's letters, listen to what does not concern you, or give advice when not asked? ✓
29. Are you polite, tactful, and self-controlled? X
30. Do you have a system and follow it? ✓
31. Are you ambitious? ✓
32. Are you contented? ✓
33. Do you try to adjust yourself to circumstances you cannot control? ✓
34. Do you refuse to criticize people, to complain of your diseases or your luck, and to look gloomy? ✓
35. Are you brave enough to say "I don't know" when you don't know, and to refuse your assent to or belief in what you do not understand? ✓
36. Are you kind, and do you avoid loud or ugly words? ✓
37. Can you keep a secret so that none will know you have one? ✓
38. Are you modest? Do you avoid boasting and talking of yourself? ✓
39. Are you engaged in some useful work, and do you save something regularly? ✓
40. Have you a sense of humor? ✓
41. Are you patriotic? ✓
42. Are you optimistic and cheerful? ✓
43. Are you free from superstition? ✓
44. Are you in love? ✓
45. And do you pray? ✓

This article was suggested by a school examination in Public School 37, Bronx, N. Y., by Principal Gabriel R. Mason.

To a Doughboy.

I watched you slog down a dusty pile,
 One of many, so much alike,
 With a spirit keen as a breath of flame,
 Ready to rise and ready to strike
 Whenever the fitting moment came;
 Just a kid with a boyish grin,
 Waiting the order to hustle in
 And lend your soul to the battle thrill,
 Unafraid of the battle din
 Or the guns that crashed from a hidden
 hill.

I watched you leap to the big advance,
 With a smile for fate and its fighting
 chance,
 Sweeping on till the charge was done,
 I saw your grave on a slope of France,
 Where you fell asleep when the fight
 was won,
 Just a kid who had earned his rest
 With a rifle and helmet above his breast,
 Who proved in answer to German jeers,
 That a kid can charge a machine gun
 nest
 Without the training of forty years.

I watched the shadows drifting by
 As gray dusk came from a summer's sky,
 And lost winds came from beyond the
 fight,
 And I seemed to hear them croon and
 sigh,
 "Sleep, little dreamer, sleep tonight;
 Sleep tonight, for I'm bringing you
 A prayer and a dream from the home
 you knew,
 And I'll take them word of the big ad-
 vance,
 And how you fought till the game was
 through
 And you fell asleep in the dust of
 France."—Stars and Stripes, France.

Debt of Mankind to Scientists,

James Watt developed the steam engine. It operated spinning machinery, pulled cars on rails, lifted coal & ore from mines, propelled vessels, drove rock drills - all the countless application of steam power.

Wages ^(buying power) prior to about 1790, for centuries had been almost stationary. After that, the average "real wage" began to increase at an astonishing rate. By 1879, ~~it~~ had increased to about 3 times that of 1790. Due to invention of useful machinery, etc.

National Govt. Expenses
 E. O. C. Jan 7, 22, July 18, 1922

Expense Budget for 1922:

Roads-	millen \$ 105.
Other Public Works	27.
Dept of Agriculture	48.
" " Interior	34.
" " Commerce	20.
Other Depts & Miscal	219.
	<u>\$ 453.</u>
Post office (nearly self-supp'd.)	576.
Total non-mil. Exp.	<u>\$ 1,029</u>

Army -	306.
Navy -	423.
Shipping Bd.	50.
Veterans of World War	386.
" " Other Wars	252.
Interest on Debt -	951.
Sinking Fund on Debt -	284.
Miscellaneous Military	120.
Total Military Expenses -	<u>\$ 2,772</u>
Grand Total -	<u>\$ 3,801.</u>

Progress in Railway Transportation -

(Howard Elliott, S. C. June 21, 22)

Today, with ^{aid of} less than
2, ~~million~~ men there are
being handled more than
400 billion ton-miles
of freight each year.

The physical effort to do
this represents under methods
of about 150 years ago
~~the labor of~~
about 1 1/2 billion men.

The cost to the public
~~has~~ is about 1 1/2¢ per
ton mile as against \$3.-
under the old arrange-
ment.
