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## Philadelphia's Future **Depends Largely on Labor**

R LMEMBER, Philadelphia as a manufacturing city has keen competition.

Textiles and hosiery are being made in enormous quantities in New England

shelf and heavy hardware manufacturing are increasing elsewhere. The cotton manufacturing industry is making tremendous headway in the South

We take pride in Philadelphia as "The World's Great Workshop."

But Philadelphia can not retain that title without effort on our part. We must realize that other industrial centres have their ambitions to develop reputations for unusual production we will have much to do to look to our laurels.

Philad lphia's future is going to depend largely on LABOB - on the relationship that exists between employer and employee.

Your future depends on this your home. Your happiness and the health and happiness of your wife and family are related to the future progress and leadership of Philadelphia as a centre of industry.

It is up to us, workers all for our

common good, to 'understand cach other; to do our work to the best of our ability-to meet any readjustment that is necessary to keep the plants operating and to produce the goods that have made Philadelphia world famous.

SHORT time ago a certain man-A ufacturer employer in Philadelphia, sensing the approaching "slump" in business, felt that he could avert its full force if he could increase production and deliveries of goods then on order.

He called the men together and explained the situation. From that time his weekly output, already large, increased twenty-seven per cent! And without increasing the working hours.

These employees knew that their employer wasn't "stringing" themwasn't trying to get them to work harder for his own gain any more than for their direct benefit-they had every confidence in him.

He had always made it a practice to tell them the whole story-to lay all his cards on the table in any unusual situation.

When the "slump" did hit them and they knew that the business was being operated at a loss these men volun-

tarily voted a ten per cent. reduction in their own wages.

Employer and Employees in this plant know and respect each other. It is a fine big business, making a product that is sold in every country in the world.

THAT is one instance of a practice we must have in Philadelphia if we are to keep the pay envelope coming regularly and if we are to meet competition here and abroad.

"Tell It to the Boss," or "Tell It to the Men." has come to stay.

Once we treat each other as we would have ourselves treated-and this applies to employees as well as employers-we can face unwaveringly any future-any time of stress.

Let Philadelphia show the rest of this country and the world that it can lead the world in a liberal, human. sensible conception of the relations of employer and employee-

With this idea in actual practice. then will a larger, a mightier, and a more productive Philadelphia rear its majestic head above the greatest industrial centres of the earth. Philadelphia will be in fact "the world's greatest workshop" and the best shop for the worker.

THE INDUSTRIAL RELATIONS COMMITTEE PHILADELPHIA CHAMBER OF COMMERCE 1111 South Penn Square