

he would have performed one of the greatest services rendered to mankind since the ministry of Christ. Instead, his theory of 'Insufficient Spending' convinces many that they are producing too much in proportion to their wages and is leading to malingering in industry.

"Lord Keynes speaks of the effects of the 'Multiplier Principle' due to spending the taxpayer's dollar, but fails to consider the effect of the 'Subtraction Principle' on the taxpayer's purchasing-power. The theory is altogether vicious in principle; it defeats the tendency of modern industry to make capital cheap by providing abundance; yet lowers interest rates by the weight of taxation. It also tends to increase the demand for public assistance."

"THE LAND WAS PUT HERE BY THE GREAT SPIRIT"

E. A. CORBETT, M.A., in his book, *Blackfoot Trails*, states in Chapter XI that one of the greatest Chiefs in the history of the Blackfoot Confederacy was Crowfoot, known personally to hundreds of the old-timers of Southern Alberta from the days when the ranchers began to settle in the country till the time of his death in April, 1890. The following is an extract from page 92:

"When the Commissioners first approached Crowfoot they told him that all the tribes to the south and east had signed treaties and were living on reservations and getting on well. They advised Crowfoot and his followers to give up their roaming existence and settle down in the same way.

"This first meeting took place at Milk River in Southern Alberta and the story is told that on that occasion the white men spread a lot of one-dollar bills on the ground and said: 'This is what the white man trades with, this is his buffalo robe. Just as you trade with skins, we trade with these pieces of paper.'

"Then the old chief picked up one of the dollar bills which had on it a picture of a man with a bald head, and looking around at his men, Crowfoot said this: 'Stiki Kinkinasi'—'Bald Head.'

"When the white chief had laid all his money on the ground and shown how much he would give if the Indians would sign a treaty, the red man took a handful of clay and made a ball of it, and put it on the fire and cooked it; it did not crack.

"Then he said to the white man: 'Now put your money on the fire and see if it will last as long as the clay.' Then the white chief said: 'No, my money will burn because it is made of paper.' Then, with an amused gleam in his piercing grey eyes, the old chief said: 'Oho, your money is not as good as our land, is it? The wind will blow it away; fire will burn it; water will rot it. Nothing can destroy our land. You don't make very good trade.'

"Then, with a smile, the dignified chief of the Blackfoot picked up a handful of sand from the bank of the Milk River; this he handed to the white man and said: 'You count the grains of sand in that while I count the money you offer for my land.'

"The white chief poured the sand into the palm of his hand and said: 'I would not live long enough to count this, but you can count that money in a few minutes.'

"'Very well,' said the wise Crowfoot, 'our land is more valuable than your money. It will last for ever. It will not perish as long as the sun shines and the water flows, and through all the years it will give life to men and beasts. We cannot sell the lives of men and animals, and therefore we cannot sell the land. It was put here by the Great Spirit and we cannot sell it because it does not really belong to us. You can count your money and burn it with the nod of a buffalo's head, but only the Great Spirit can count the grains of sand

and the blades of grass on these plains. As a present to you we will give you anything we have that you can take with you, but the land we cannot give.'

FIXING WAGES

"WHAT WE need," said the Chairman, "is a definite wage policy. Not a week goes by without we receive applications for increases in wages from our staff around the branches. Our Staff Manager tells us that in granting increases he considers each case separately. Now this seems to me to be a waste of valuable time and a haphazard way of going on. Besides, our wage bill is too high. Now with all due respect to our Staff Manager's judgment in these matters, we should lay down a definite scale and stick to it. I should like to hear the Management Committee's views as to what in their opinion would be the best way to arrive at a wage scale."

"What is the matter with the J.I.C. rates?" said the Shop's Inspector. "This wage scale laid down by the Joint Industrial Council is ideal. It is the result of a very close study of conditions and is all cut and dried ready for our use."

"The trouble with that scale," said the Secretary, "is that many of our staff members are paid more than these rates. It is only a minimum, you know." More views followed from other parts of the table.

"I think the scale should be fixed on age."

"And I think it should be fixed on the position held, irrespective of age."

"What about length of service? This cannot be ignored."

"The only fair way to do it is to base the scale on sales. An assistant taking £30 a week is worth more to us than one taking only £20, and we could fix it on their average over a few weeks, giving them an increase when their average goes up."

"Not practical," said the Chairman. "What surprises me is that no one as yet has mentioned what we can afford. A good paying branch can stand fairly high wages, but what of the branch that barely covers its expenses? Now let me see, we will just make a note of these points and—"

The telephone bell rang.

"Yes?" said the Chairman. "Who is it?" . . . "You want the Staff Manager? Just a moment, I'll put him on." He handed over the receiver.

"Staff Manager here. What can I do for you? . . . Yes, I have your letter, but I have done nothing yet. As a matter of fact we are at this moment discussing this very matter. She is getting too much already for a first sales. . . . Immediately? . . . Oh, been offered another job, has she? Well, why didn't you advertise right away if you guessed she would, after my refusal last week? . . . Oh, you did. . . . Only two applicants and both wanted four pounds, eh? . . . Yes, I suppose you will be if you haven't found a replacement for your second sales. . . . All right, I suppose we shall have to. Give her four pounds from this week. I'll confirm it to-night." The Staff Manager replaced the receiver.

"And that," he said, "is how wages are fixed."

"Meeting adjourned," said the Chairman.

V.H.B.

38. 6d. PROGRESS AND POVERTY. An Inquiry into the Cause of Industrial Depressions and of Increase of Want with Increase of Wealth. By Henry George.

38. 6d. LAND AND FREEDOM. New and comprehensive treatise on Land Value Taxation. By Fredk. Verinder.

38. 6d. A PERPLEXED PHILOSOPHER. Ethics of the Land Question and examination of Herbert Spencer's recantation of his earlier views. By Henry George.

68. THE SCIENCE OF POLITICAL ECONOMY. By Henry George.