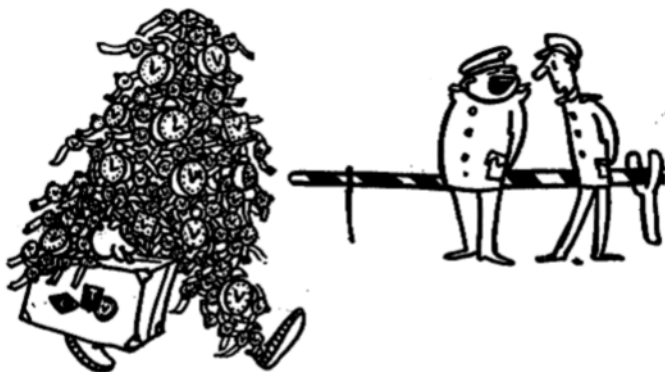


socialism to flourish in any nation, without trying to destroy it by force—hence conquest, to his mind, became necessary.

Because we hesitate to subject our industries to competition, Russia, ready to buy or sell any goods offered in any market, will, as usual, be ahead of us in cultivating nations in need of markets. We cannot forever bribe other nations to restrict their trade with her.

We should, in my opinion follow

the third course, encouraging the maximum amount of contact with the people of Russia and China, and insisting on reciprocal free trade and travel in respective countries. This offer might originally be refused but I believe it would clear the atmosphere. If we could put over the idea of free trade, all fear of war would vanish. The fetish of so-called protection is the most damaging superstition in the world. It makes enemies of nations who have everything in common.



Bulgarian border guard: "What's the matter, haven't you ever seen an athlete coming back from abroad?"

*Vecherni Novini* (Sofia), June 25, 1958

## INCENTIVE BONUS

In December the 1380 employees of Lincoln Electric Company in Cleveland shared their 25th annual incentive pay bonus totaling \$5,147,450. In 1934, when the incentive pay plan was instituted by the president, James F. Lincoln, 398 employees shared \$131,785. This is an annual cash bonus paid to each employee every year, determined by an individual merit rating of his or her job performance. Since 1934, Lincoln employees have earned a total of \$86,481,105 in addition to their regular pay. In accordance with a retirement plan begun in 1936, annuities were purchased this year amounting to \$850,000.

This Lincoln incentive feature has grown into an impressive philosophy widely studied in the industrial world. It has produced an annual company productivity increase which enables them to continue paying wages approximately double the industry average, at the same time holding selling prices close to or below 1934 levels.

The Lincoln Electric Company was founded by John C. Lincoln, president of the Henry George School in 1895. His brother, James F. Lincoln, is now chairman of the board of directors of this famous company.