

sumers and their wants and desires are insatiable. We all want more and more things to consume. There is no mystery about it. If those things are going to exist, they will have to be produced. Somebody is going to have to do the work that makes production possible. Man, by his nature, is a consumer. Educated, mature man is also a producer. We begin life as consumers and we will continue to consume until we die. Production is a learned skill. We don't come into the world prepared to work and to produce and distribute and serve. Children are little, animated appetites and they demand goods and services incessantly.

Look at it this way. An individual will consume during his entire life. But how much of his life will be spent in production? Usually, only the middle portion. When a man is yet a child, he does not produce, as a rule. And when he becomes truly elderly or possibly when he becomes ill or decrepit, he will not be able to produce. So the work span of man is much shorter than his consumption span. What does that mean?

It means that for human life as we know it to continue to exist, and hopefully to be a better life with more opportunities for joy and fulfillment, those of us who are engaged in producing are going to have to produce a great deal. We are going to have to produce enough in

our productive years to bridge the much longer time in which we won't be producing.

The Importance of Saving

Human survival is based upon the ability to create surpluses. If we consumed today everything we produced today, we would begin each day in a situation of unbearable want, deprivation, and starvation. Properly, the parents are productive enough so that while they are raising their children they are producing enough to take care of their own wants and also to invest in the wants of the children. Hopefully, when that is accomplished the parents will continue to produce so they can create sufficient surpluses to tide them over their later years when they will not be able to produce enough, or possibly when they cannot produce at all.

There is still another reason why surpluses are important. Every act of production is preceded by an investment of one kind or another. Investments are only possible where surpluses exist. So the more we can produce, the larger our surpluses can become. The larger our surpluses, the more we can invest. The more we can invest, the higher our standard of living and the more constructive our employment. The more constructive our employment, the greater our degree of security and well-being. In short, the more

and the better we work, the better for us all.

Interestingly, most of us have been conditioned in our earlier life to look forward to our vacations and our time off from work rather than to our work. This is a complete departure from reality. Vacation times are not necessarily happy times. They may be necessary, just as sleep is necessary. But if a person is correctly educated, he will find work that he will enjoy and he will look forward to it because he can do it well and he gets all kinds of rewards for doing it.

The person who is yearning for vacation and for sleep and for time to loll under a tree as his main interest in life is, to a degree, longing for death. He wants to disconnect from the reality of this world, hoping to find surcease from pain and effort, one way or another. If children are properly educated, they will long to work; they will find great fulfillment in work; and they will work very hard and very long in the attainment of their goals.

The happy man is not he who has nothing to do. Examine the records covering men who retire once they reach the age of sixty-five, either because they are compelled to retire or because they choose to do so. Unless they can find hobbies or some other kind of work that will engross them, their life expectancy is reduced rapidly. Living really

means working (i.e., constructively employing one's energies). These are some of the reasons why work is important.

Three Types of Work

Work could be classified in various categories and at several levels. Remember, we are considering only constructive, goal-oriented endeavors. There is *physical work*. This is the employment of our energies, in doing simple tasks where our muscles and bones are employed directly. There is always some measure of skill entailed in any kind of work, even very simple work. A man who digs a ditch, runs a hand lawn-mower, or loads a freight car is using some skills, but the principal demand on him is in the expenditure of his own physical energy.

The next classification would be called *skilled labor*. The skilled worker has learned to deal with machines or mechanisms or power or electronic tools which, in themselves, do most of the work. A typist is a skilled worker. So is a man who drives a tractor, a truck, or a bulldozer, or who operates a linotype machine, a lathe, a drill press, or an electronic calculator. Most of the actual work in such cases is done by the machine. However, very skillful management of those machines is required to keep them doing their best. A skilled worker can work just as hard as a physical worker. But he