

## SATIRE



Sinclair Lewis

(1885-1951)

### Speech of George F. Babbitt to the Zenith Real Estate Board

from *Babbitt* (1922), Chapter 14

In rising to address you, with my impromptu speech carefully tucked into my vest pocket, I am reminded of the story of the two Irishmen, Mike and Pat, who were riding on the Pullman. Both of them, I forgot to say, were sailors in the Navy. It seems Mike had the lower berth and by and by he heard a terrible racket from the upper, and when he yelled up to find out what the trouble was, Pat answered, "Shure an' bedad an' how can I ever get a night's sleep at all, at all? I been trying to get into this darned little hammock ever since eight bells!"

Now, gentlemen, standing up here before you, I feel a good deal like Pat, and maybe after I've spieled along for a while, I may feel so darn small that I'll be able to crawl into a Pullman hammock with no trouble at all, at all!

Gentlemen, it strikes me that each year at this annual occasion when friend and foe get together and lay down the battle-ax and let the waves of good-fellowship waft them up the flowery slopes of amity, it behooves us, standing together eye to eye and shoulder to shoulder as fellow-citizens of the best city in the world, to consider where we are both as regards ourselves and the common weal.

It is true that even with our 361,000 or practically 362,000 population, there are, by the last census, almost a score of larger cities in the United States. But, gentlemen, if by the next census we do not stand at least tenth, then I'll be the first to request any knocker to remove my shirt and to eat the same, with the compliments of G.F. Babbitt, Esquire! It may be true that New York, Chicago, and Philadelphia will continue to keep ahead of us in size. But aside from these three cities, which are notoriously so overgrown that no decent white man, nobody who loves his wife and kiddies and God's good out-o'-doors and likes to shake the hand of his neighbor in greeting, would want to live I them—and let me tell you right here and now, I wouldn't trade a high-class Zenith acreage development for the whole length and breadth of Broadway or State Street!—aside from these three, it's evident to any one with a head for facts that Zenith is the finest example of American life and prosperity to be found anywhere.

I don't mean to say we're perfect. We've got a lot to do in the way of extending the paving of our motor boulevards, for, believe me, it's the fellow with four to ten thousand a year, say, and an automobile and a nice little family in a bungalow on the edge of town, that makes the wheels of progress go round!

That's the type of fellow that's ruling America to-day; in fact, it's the ideal type to which the entire world must tend, if there's to be a decent, well-balanced, Christian, go-ahead future for this little old planet! Once in a while I just naturally sit back and size up this Solid American Citizen, with a whale of a lot of satisfaction.

Our Ideal Citizen—I picture him first and foremost as being busier than a bird-dog, not wasting a lot of good time in day-dreaming or going to sassiety teas or kicking about things that are none of his business, but putting the zip into some store or profession or art. At night he lights up a good cigar, and climbs into that little old 'bus, and maybe cusses the carburetor, and shoots out home. He mows the lawn, or sneaks in some practice putting, and then he's ready for dinner. After dinner he tells the kiddies a story, or takes the family to the movies, or plays a few fists of bridge, or reads the evening paper, and a chapter or two of some good lively Western novel if he has a taste for literature, and maybe the folks next-door drop in and they sit and visit about their friends and the topics of the day. Then he goes happily to the prosperity of the city and to his own bank-account.

In politics and religion this Sane Citizen is the canniest man on earth; and in the arts he invariably has a natural taste which makes him pick out the best, every time. In no country in the world will you find so many reproductions of the Old Masters and of well-known paintings on parlor walls as in these United States. No country has anything like our number of phonographs, with not only dance records and comic but also the best operas, such as Verdi, rendered by the world's highest-paid singers.

In other countries, art and literature are left to a lot of shabby bums living in attics and feeding on booze and spaghetti, but in America the successful writer or picture-painter is indistinguishable from any other decent business man; and I, for one, am only too glad that the man who has the rare skill to season his message with interesting reading matter and who shows both purpose and pep in handling his literary wares has a chance to drag down his fifty thousand bucks a year, to mingle with the biggest executives on terms of perfect equality, and to show as big a house and as swell a car as any Captain of Industry! But, mind you, it's the appreciation of the Regular Guy who I have been depicting which has made this possible, and you got to hand as much credit to him as to the authors themselves.

Finally, but most important, our Standardized Citizen, even if he is a bachelor, is a lover of the Little Ones, a supporter of the hearthstone which is the basic foundation of our civilization, first, last, and all the time, and the thing that most distinguishes us from the decayed nations of Europe.

I have never yet toured Europe—and as a matter of fact, I don't know that I care to such an awful lot, as long as there's our own mighty cities and mountains to be seen—but, the way I figure it out, there must be a good many of our own sort of folks abroad. Indeed, one of the most enthusiastic Rotarians I ever met boosted the tenets of one-hundred-percent pep in a burr that smacked o' bonny Scotland and all ye bonny braes o' Bobby Burns. But same time, one thing that distinguishes us from our good brothers, the hustlers over there, is that they're willing to take a lot off the snobs and journalists and politicians, while the modern American business man knows how to talk right up for himself, knows how to make it good and plenty clear that he intends to run the works. He doesn't have to call in some highbrow hired-man when it's necessary for him to answer the crooked critics of the sane and efficient life. He's not dumb, like the oldfashioned merchant. He's got a vocabulary and a punch.

With all modesty, I want to stand up here as a representative business man and gently whisper, "Here's our kind of folks! Here's the specifications of the Standardized American Citizen! Here's the new generation of Americans: fellows with hair on their chests and smiles in their eyes and adding-machines in their offices. We're not doing any boasting, but we like ourselves first-rate, and if yu don't like us, look out—better get under cover before the cyclone hits town!

So! In my clumsy way I have tried to sketch the Real He-man, the fellow with Zip and Bang. And it's because Zenith has so large a proportion of such men that it's the most stable, the greatest of our cities. New York also has its thousands of Real Folks, but New York is cursed with unnumbered foreigners. So are Chicago and San Francisco. Oh, we have a golden roster of cities—Detroit and Cleveland with their reknowned factoris, Cincinnati with its great machine-tool and soap products. Pittsburg and Birmingham with their steel, Kansas City and Minneapolis and Omaha that open their beautiful gates on the bosom of the ocean-like wheatlands, and countless other magnificent sister-cities, for, by the last census, there were no less than sixty-eight glorious American burgs with a population over one hundred thousand! And all these cities stand together for power and purity, and against foreign ideas and communism—Atlanta with

Hartford, Rochester with Denver, Milwaukee with Indianapolis, Los Angeles with Scranton, Portland, Maine, with Portland, Oregon. A good live wire from Baltimore or Seattle or Duluth is the twin-brother of every like fellow booster from Buffalo or Akron, Fort Worth or Oskaloosa!

But it's here in Zenith, the home for manly men and womanly women and bright kids, that you find the largest proportion of these Regular Guys, and that's what sets it in a class by itself; that's why Zenith will be remembered in history as having set the pace for a civilization that shall endure when the old time-killing ways are gone forever and the day of earnest efficient endeavor shall have dawned all round the world!

Some time I hope folks will quit handing all the credit to a lot of moth-eaten, mildewed, out-of-date, old, European dumps, and give proper credit to the famous Zenith spirit, that clean fighting determination to win Success that has made the little old Zip City celebrated in every land and clime, wherever condensed milk and pasteboard cartons are known! Believe me, the world has fallen too long for these worn-out countries that aren't producing anything but bootblacks and scenery and booze, that haven't got one bathroom per hundred people, and that don't know a loose-leaf ledger from a slip-cover; and it's just about time for some Zenithite to get his back up and holler for a show-down!

I tell you, Zenith and her sister-cities are producing a new type of civilization. There are many resemblances between Zenith and these other burgs, and I'm darn glad of it! The extraordinary, growing, and sane standardization of stores, offices, streets, hotels, clothes, and newspapers throughout the United States shows how strong and enduring a type is ours.

I always like to remember a piece that Chum Frink wrote for the newspapers about his lecture-tours. It is doubtless familiar to many of you, but if you will permit me, I'll take a chance and read it. It's one of the classic poems, like "If" by Kipling, or Ella Wheeler Wilcox's "The Man Worth While"; and I always carry this clipping of it in my notebook: 'When I am out upon the road, a poet with a peddler's load, I mostly sing a hearty song, and take a chew and hike along, a-handing out my samples fine of Cheero Brand of sweet sunshine, and peddling optimistic pokes and stable lines of japes and jokes to Lyceums and other folks, to Rotarys, Kiwanis' Clubs'...

Yes, sir, these other burgs are our true partners in the great game of vital living. But let's not have any mistake about this. I claim that Zenith is the best partner and the fastest-growing partner of the whole caboodle. I trust I may be pardoned if I give a few statistics to back up my claims. If they are old stuff to any of you, yet the tidings of prosperity, like the good news of the Bible, never become tedious to the ears of a real hustler, no matter how oft the sweet story is told! Every intelligent person knows that Zenith manufactures more condensed milk and evaporated cream, more paper boxes, and more lighting-fixtures, than any other city in the United States, if not in the world. But it is not so universally known that we also stand second in the manufacture of package-butter, sixth in the giant realm of motors and automobiles, and somewhere about third in cheese, leather findings, tar roofing, breakfast food, and overalls!

Our greatness, however, lies not alone in punchful prosperity but equally in that public spirit, that forward-looking idealism and brotherhood, which has marked Zenith ever since its foundation by the Fathers. We have a right, indeed we have a duty toward our fair city, to announce broadcast the facts about our high schools, characterized by their complete plants and the finest school-ventilating systems in the country, bar none; our magnificent new hotels and banks and the paintings and carved marble in their lobbies; and the Second National Tower, the second highest business building in any inland city in the entire country. When I add that we have an unparalleled number of miles of paved streets, bathrooms, vacuum cleaners, and all the other signs of civilization; that our library and art museum are well supported and housed in convenient and roomy buildings; that our park-system is more than up to par, with its handsome driveways adorned with grass, shrubs, and statuary, then I give but a hint of the all-round unlimited greatness of Zenith!

I believe, however, in keeping the best to the last. When I remind you that we have one motor car for every five and seven-eighths persons in the city, then I give a rock-ribbed practical indication of the kind of progress and braininess which is synonymous with the name Zenith!

But the way of the righteous is not all roses. Before I close I must call your attention to a problem we have to face, this coming year. The worst menace to sound government is not the avowed socialists but a lot of cowards who work under cover—the long-haired gentry who call themselves 'liberals' and 'radicals' and 'non-partisan' and 'intelligentsia' and God only knows how many other trick names! Irresponsible teachers and professors constitute the worst of this whole gang, and I am ashamed to say that several of them are on the faculty of our great State University! The U. is my Alma Mater, and I am proud to be

known as an alumni, but there are certain instructors there who seem to think we ought to turn the conduct of the nation over to hoboes and roustabouts.

Those profs are the snakes to be scotched—they and all their milk-and-water ilk! The American business man is generous to a fault, but one thing he does demand of all teachers and lecturers and journalists: if we're going to pay them our good money, they've got to help us by selling efficiency and whooping it up for rational prosperity! And when it comes to these blab-mouth, fault-finding, pessimistic, cynical University teachers, let me tell you that during this golden coming year it's just as much our duty to bring influence to have those cusses fired as it is to sell all the real estate and gather in all the good shekels we can.

Not till that is done will our sons and daughters see that the ideal of American manhood and culture isn't a lot of cranks sitting around chewing the rag about their Rights and their Wrongs, but a God-fearing, hustling, successful, tow-fisted Regular Guy, who belongs to some church with pep and piety to it, who belongs to the Boosters or the Rotarians or the Kiwanis, to the Elks or Moose or Red Men or Knights of Columbus or any one of a score of organizations of good, jolly, kidding, laughing, sweating, upstanding, lend-a-handing Royal Good Fellows, who plays hard and works hard, and whose answer to his critics is a square-toed boot that'll teach the grouches and smart alecks to respect the He-men and get out and root for Uncle Samuel, U.S.A.!