

# ISSUE 456

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## MORE! 5% MORE!

Dear Penfabricans,

Remember Oliver from Oliver Twist, the famous novel by Charles Dickens? The pitiful hungry boy who committed the unpardonable cardinal sin of asking for more food. But then, who does not want more? Who does not aspire to get more? More of money, material possessions, more power, more prestige, more of everything.

All of us ask, want, demand for more of every possible thing on earth. However, I wonder how many of us are willing to make sacrifices in exchange for more while in pursuit of greater heights? Henry Wadsworth Longfellow, a famous poet, put yearning for more in proper perspective as below:

**'The heights by great men reached and kept were not attained by sudden flight, but they, while their companions slept, were toiling upward in the night.'** *Henry Wadsworth Longfellow, Poet.*

By now, all of us should know that there is no free lunch in the world. At work, we aspire and expect to receive salary increments with each passing year as if the increments come automatically with age. Every few years, we then believe that we are due for promotion. Such wishful thinking should come to pass as without improvements in our performance in terms of productivity and profitability, we would be like Oliver Twist, always begging for more. As in Oliver Twist, More is never going to come.

All businesses in the world are getting more demanding, more competitive and more severe. Yes, these are the MORE of market

expectations that we are confronting. What shall we do to satiate these expectations for More of us?

The cure, dear Penfabricans, lies in giving away more of ourselves: our time, our attention, our sacrifices to meet these expectations for More. We must resolve to walk the extra mile to complete our tasks at hand. Each one of us **Contribute 5% more** efforts, more time and more of our commitment towards ensuring that we succeed to finish and complete our jobs at hand before we call it a day to return home. In case we could not finish the task at hand for the day, we should stay back at the factory to complete the job. If we fail to do so, we would expect ourselves to either sleep over at the worksite or complete it at home before we turn in for the night. When we succeed to meet these challenges of More expectations from the market, we can then yearn, expect and ask for more increments, bonuses and promotions. After all, money does not grow on trees. We have to earn this money for our company so that in turn, we get to be given a portion of the increased profits.

I hope this puts our expectations of MORE in the proper perspective. From today, we resolve to put in 5% more energy in what we do by walking that extra mile to complete our tasks at hand. Spend extra hours or even sacrifice our sleep to discharge our obligations until fruition. After all, this is expected from Adults.

**Have a great weekend contemplating:**

**Determination is the Thing.**

**Impossible is Nothing.**

**Result is Everything.**

**Additional 5% more Vigour is the game.**

**For Reliability is my name.**

Thank you.

With kind regards, Gdd  
HSTeh.