



Smithsonian

National Museum of American History Kenneth E. Behring Center

Division of Work & Industry Incentive Posters Collection

NMAH.AC.1616

Alison Oswald

2025

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Collection Overview

Repository:	Archives Center, National Museum of American History
Title:	Division of Work & Industry Incentive Posters Collection
Date:	1923-1996
Identifier:	NMAH.AC.1616
Creator:	Mather and Company.
Source:	National Museum of American History (U.S.). Division of Work and Industry (Collector)
Extent:	.25 Cubic feet (10 map folders)
Language:	English .

Administrative Information

Acquisition Information

Collection donated by Motorola, Inc., through Jack Germaine, 1988.

Provenance

Collection transferred to the Archives Center from the Division of Work and Industry in 2024.

Processing Information

Collection processed by Alison Oswald, archivist, 2025.

Restrictions

Collection is open for research.

Conditions Governing Use

Collection items available for reproduction, but the Archives Center makes no guarantees concerning copyright restrictions. Other intellectual property rights may apply. Archives Center cost-recovery and use fees may apply when requesting reproductions.

Accruals

Additional posters were donated by Miscellaneous Man, through George Theofiles (1989 and 1995); David Shayt (1993); Peter Liebhold (1993 and 1995); Saturn Corporation (1995); Eastman Chemical Company (1995); Coletti Gallery (1995); New United Motor Manufacturing Corporation, through Michael J. Damer; (1995); Mosby Great Performance, through Lynnda Sorenson (1996); Delphi Interior and Lighting Systems, through Ron Steele (1996); Tatnuck Bookseller & Sons, through Lawrence Abramoff (1997); and Ford Motor Company, through Chantel E. Lenard (2015).

Content Description

Collection consists of work incentive posters designed by Mather, Eastman Chemical and others. The posters were used by management to motivate the work force and instill the values managers thought appropriate. The posters, like the advertising art on which they were based, conveyed management messages of productivity, loyalty, and hard work.

Arrangement

Collection is arranged into one series.

Series 1: Posters, 1923-1996

Names and Subject Terms

This collection is indexed in the online catalog of the Smithsonian Institution under the following terms:

Subjects:

Employee motivation
Industrial relations

Types of Materials:

Lithographs -- 1920-1930
Posters -- 20th century

Names:

National Museum of American History (U.S.). Division of Work and Industry

Container Listing

Series 1: Posters, 1923-1996

Map-folder 1	Top Secret. He's the only user of his recipes. They'd be worth more if they were used to benefit more people. That's why we make it worth while for you to submit suggestions, 1961 1 Poster (9 in. x 13 in.) Notes: Museum saccession 1997.0140.10.
Map-folder 1	No Limits...A Dream Is A Good Start, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1991.0140.11.
Map-folder 1	Time Saver. This trick isn't easy, but it illustrates an important principle. Performing two operations at once saves time and money. Where can we apply this idea? 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.12
Map-folder 1	The Open Eye...Ideas Start From Problems, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.13.
Map-folder 1	Analysis. Taking a job apart so you can examine each detail separately is a good way to search for possible improvements. You get more ideas when you hunt for them. , 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.14.
Map-folder 1	Mobile...Add A New Idea To Our Picture, 1961 1 Poster Notes: Museum accession 1997.0140.15.
Map-folder 1	Example of a Good Idea, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.16.
Map-folder 1	Good Model...Idea Material Is Everywhere, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.17.
Map-folder 1	What Can You Suggest?, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accesion 1997.0140.18.
Map-folder 1	Tribal Customs, 1961

	1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.19.
Map-folder 1	Basic Training...Have You an Answer for Us?, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.20.
Map-folder 1	Brain Cells Working...Suggest From Your Experience, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.24.
Map-folder 1	No Argument...What Do You See That Can Be Improved, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.21.
Map-folder 1	So What?...Find Ideas in Your Job, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.22.
Map-folder 1	Pay Day. At this time of year when we enjoy Nature's bounty, we should remember that human ideas for improvement have given us more and better food than our ancestors ever had. We ought never to be satisfied with things as they are. What Can We Do Better?, 1961 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.23.
Map-folder 1	There Go Our Jobs. A serious fire could put us out of work in a hurry. Ideas Can help Prevent Loss For Us All., 1968 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.08.
Map-folder 1	Think Thru to Win. Test out a new idea by planning out what will happen from it. Make Your idea Workable, 1968 1 Poster (9 in. x 13 in.) Notes: Museum accession: 1997.0140.09.
Map-folder 1	Is There Some Way We Can "Reduce" Waste? Suggest It!, 1972 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.04.
Map-folder 1	Young America Goes Back. To Prepare for the Future We Need Your Ideas Now!, 1972 1 Poster (9 in. x 13 in.) Notes: Museum accession 1997.0140.05.
Map-folder 1	Happiness Is Submitting Your Ideas and Winning an Award!, 1972 1 Poster (9 in. x 13 in.) Notes: Museum accession: 1997.0140.06.
Map-folder 1	Your Ace in the Hole Will Return a Payoff To You, 1972

1 Poster (9 in. x 13 in.)
Notes: Museum accession 1997. 0140.07.

Map-folder 1 It May Not Be Very Fancy But If It Improves Distribution Suggest It!, 1973
1 Poster (9 in. x 13 in.)
Notes: Museum accession 1997.140.01.

Map-folder 1 Suggestions Save Money! Suggest Ways to Cut Waste, 1973
1 Poster (9 in. x 13 in.)
Notes: Museum accession 1997.0140.02.

Map-folder 1 Tough Sledding? Make Easy Sledding For Yourself...Suggest. Suggestions Snowball, 1973
1 Poster (9 in. x 13 in.)
Notes: Museum accession 1997.0140.03.

Map-folder 2 Quality is Job 1. Ford Motor Company, 1980s-1990s
17 Posters (9 in. x 13 in. and 11 in. x 15.75 in.)
Notes: Museum accession 2015.0185.01-019.

Map-folder 3 There it Goes. A single fire can postpone your next pay day for months. Let's Take No Chances (Mather & Company), 1929
1 Poster (37 in. x 45.5 in.)
Notes: Museum accession 1995.0301.02.

Map-folder 3 Spick and Span. Shipshape working place, Shipshape results, Shipshape record. How's It With You? (Mather & Company), undated
1 Poster (37 in. x 45.5 in.)
Notes: Museum accession 1995.0301.03.

Map-folder 4 How About The New Worker? Teach The New Worker To Catch On Quickly (Mather & Company), 1923
1 Poster (28 in. x 41.5 in.)
Notes: Museum accession 1989.0340.04.

Map-folder 4 Loyalty Always Inspires Confidence...A Loyal Worker Gets the Preference (Mather & Company), 1923
1 Poster (29 in. x 43.5 in.)
Notes: Museum accession 1995.0317.01.

Map-folder 4 Who appreciates neat work...everybody appreciates neat work (Mather & Company), 1923
1 Poster (29 in. x 43.5 in.)
Notes: Museum accession 1995.0317.03.

Map-folder 5 The Teamworker (Mather & Company), undated
1 Poster (36 in. x 43.75 in.)
Notes: Museum accession 1995.0301.01.

Map-folder 6 All Who Work Seriously (Mather & Company), 1923

	1 Poster (28 in. x 41.5 in.) Notes: Museum accession 1989.0340.01.
Map-folder 6	For Sale Junk (Mather & Company), 1923 1 Poster (28 in. x 41.5 in.) Notes: Museum accession 1989.0340.02.
Map-folder 6	Spoiled Work Hurts Everybody (Mather & Company), 1923 1 Poster (28 in. x 41.5 in.) Notes: Museum accession 1989.0340.03.
Map-folder 6	Have You the Best? Better Workers Always Get Better Jobs, circa 1920s 1 Poster (28 in. x 41.5 in.) Notes: Museum accession 1995.0317.02.
Map-folder 7	Despite War Restrictions (Kelly Read & Company), 1943 1 Poster (Matted, 27.5 in. x 34 in.) Notes: Museum accession 1989.0674.
Map-folder 7	How Much Can You Obligate Yourself to Save Electricity Every Week?, circa 1920s 1 Poster (20 in. x 30 in.) Notes: Museum accession 1995.0317.04
Map-folder 8	Develop The Power That Is Within You, circa 1920s 1 Poster (20 in. x 31 in.) Notes: Museum accession 1989.0340.05.
Map-folder 9	Thanks A Million (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.01.
Map-folder 9	Let's Go To Any Height To Serve Our Customers (Saturn), 1990s 1 Poster (28 in. x 38.5 in.) Notes: Museum accession 1995.0292.02.
Map-folder 9	Our Success on the Battlefield (in the marketplace) Depends On Our Ability To Withhold Our Strategies (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.03.
Map-folder 9	Customers Trust Us To Do The Job Right (Saturn), 1990s 1 Poster (25 in. 38 in.) Notes: Museum accession 1995.0292.04.
Map-folder 9	96' Launch Is Here. Are Youy Ready? (Saturn), 1996 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.05.
Map-folder 9	Saturn in the News (Saturn), 1989-12

	1 Poster (20 in. x 30 in.)
Map-folder 9	Saturn in the News (Saturn), 1989-02 1 Poster (20 in. x 30 in.) Notes: Museum accession 1995.0292.07.
Map-folder 9	We Gotta Keep Puttin' These Baby's Out! (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.08.
Map-folder 9	Hope. May peace and happiness fill our heartsand homes during this season of hope (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.09.
Map-folder 9	The Dream Continues. Saturn Salutes Black History Month (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.10.
Map-folder 9	Don-Thanks for the Vision! Team Saturn (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.11.
Map-folder 9	Continung Success (Saturn), 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.12.
Map-folder 9	Saturn Mission, Philosophy, Memorandum of Agreement and Shared Values (Saturn), 1990s 1 Poster (28.5 in. x 44 in.) Notes: Museum accession 1995.0292.13.
Map-folder 9	Whatever Our Differences They Aren't As Powerful As Things We Share, 1990s 1 Poster (25 in. x 38 in.) Notes: Museum accession 1995.0292.14.
Map-folder 10	Dash Silencer Pad/ Rakuraku seat, 1993 1 Poster (12 in. x 23 in.) Notes: Museum accession 1995.0322.03.
Map-folder 10	Quality. Shooting for quality means sticking to your goals, 1992 1 Poster (18 in. x 24 in.) Notes: Museum accession 1996.0064.01
Map-folder 10	Discovery is seeing what everybody else has seen, and thinking what nobody else has thought, 1991 1 Poster (18 in. x 24 in.) Notes: Museum accession 1996.0064.02.
Map-folder 10	Strive: Push forward with determination, 1995

	1 Poster (18 in. x 24 in.) Notes: Museum accession 1996.0064.03.
Map-folder 10	Teamwork. People working together, building, linking, sharing, lifting, pulling, supporting, helping, encouraging, can accomposh anything. By uniting our efforts we can reach a higher goal, undated 1 Poster (18 in. x 24 in.) Notes: Museum accession 1996.0064.04.
Map-folder 10	Don't Wait Automate (Eastern Regio, U.S.P.S.), undated 1 Poster (14 in. x 22 in.) Notes: Museum accession 1993.0186.01.
Map-folder 10	Quality Isn't Just Our Motto...It's Our Business (Motorola), undated 1 Poster (18 in. x 24 in.) Notes: Museum accession 1988.583.7.
Map-folder 10	The Eastman Way (Eastman), 1992 1 Poster (18 in. x 24 in.) Notes: Museum accession 1995.0293.01.
Map-folder 10	Quality Policy (Eastman), 1992 1 Poster (18 in. 24 in.) Notes: Museum accession 1995.0293.02.
Map-folder 10	Teamwork. Is the ability to work together toward a common vision. The ability to direct individual accomplishment toward organizational objectives. It is the fuel that allows common people to attain uncommon results , 1992 1 Poster (24 in. x 30 in.) Notes: Museum accession 1995.0344.01.
Map-folder 10	The Goal, Profitability, The Means, The Tools, undated 1 Poster (21 in. x 28 in.) Notes: Museum accession 1993.011.07.
Map-folder 10	J-1 Quality. Through Gold Winning Performance, undated 1 Poster (20 in. x 26 in.) Notes: Museum accession 1995.0322.02.
Map-folder 10	Mutilation Free. Meet the Challenge Through Team Work (UAW), 1995 1 Poster (20 in. x 26 in.) Notes: Museum accession 1995.0322.01.
Map-folder 10	Our Quality Policy. Quality through People, Teamwork, and Continous Improvement (Delphi Lighting), undated

1 Poster (22 in. x 28 in.)

Notes: Museum accession 1996.0323.01.

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