

## ANDOVER NEWS

PUBLISHED WEEKLY

BY J. HARVEY BACKUS &amp; SON

## OUR KEYNOTE:

"If There is Not a Way, Cut a Way."

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## FRIENDSHIP

THERE are men who go thru life with the idea that they need no friends—that they are better off without anyone in whom to confide.

They are so engrossed with their business that they take no time to cultivate acquaintances. They do not seek friendships. They walk down the street staring straight ahead or with their eyes on the ground, paying no attention to anyone whom they may pass. They succeed in their business, not because of their personality, but in spite of it. They do not attract customers, but rather repel them. Their success is due to their close application to their business and their knack of buying what people want.

But there comes a day in the lives of such men when they realize their folly, when they awaken to the fact that one of the joys of life is the friendships that may be formed and strengthened as time goes on. When it dawns on this type of men that they have made a mistake, they turn to those who should have been their friends, for friendships, and find that it is too late.

After they have passed the meridian and begin to slip backward, when they should have had rich friendships stored up, they discover there is no place for them in friendship's circle.

The mistake of this kind of a life is so apparent that there is no excuse for it. The man who thinks he does not want friends is all out of tune and he deserves what he gets when he arrives at the point where his mistaken viewpoint in life is realized.

Making friends is easy with some men; with others it is difficult, but he who wants friends needs only to be friendly.

Friendly men, like friendly communities, attract friendly men. No place is going to advance very far unless its people have a spirit of friendliness, for without a sympathetic understanding of each other's problems, co-operation and mutual helpfulness is impossible.

## EFFECTS OF HIGH TAXES

THERE is an astonishing demand this winter for around-the-world trips. The establishment of a regular world-belt line by the Dollar Steamship Company is only one phase of the situation. Five trans-Atlantic liners have been withdrawn from service between New York and European ports and placed at the service of American tourists for world voyages. Every ship is booked full immediately, and the demand continues.

Why this sudden craze for emulating Magellan? Americans have long been known as great travelers, but they never before showed such a desire as this for long, expensive trips of all kinds.

It is clear that all at once there is an unusual combination of money and leisure. There is probably no more money than there has been in previous years, but there is more leisure. That may be explained by the retirement from business, lately, of an unprecedented number of American business men.

Their retirement is said to be due mainly to taxation. With such heavy taxes imposed on business success as is represented in the federal surtax rates they say there is no incentive to work for money any more. So they drop business cares and start out to have a good time.

That is fine in some ways; but it doesn't look very good for the business future of the country to have so many able business men turn from creating wealth at home and scattering it abroad.

## RADIO AND SCOFFERS

TO BE ABLE to sit at home on dreary winter days and hear a sermon from across the continent, a musical entertainment a couple of thousand miles away or an important address by the President of the United States, is a pleasure that cannot be measured in terms of ordinary enjoyment.

Radio is truly the marvel of the age and its uses are broadening so that it has come to be an accepted means of communication.

There was a time when the scoffers laughed at the Wright Brothers for trying to fly without wings; when they ridiculed the idea of a buggy running down the street without a horse hitched in front of it; when they scorned the suggestion that anyone should communicate with another many miles away without the use of wires.

The scoffers are still having their inning. They haven't been convinced yet that radio is here to stay, but knowing their propensities to see only the dark side of every effort at progress, those of us who believe that modern inventions are the best ever conceived, will not be dismayed by their predictions of failure.

Radio is a wonderful invention and it will be improved immeasurably. There is no doubt about that. It will be perfected just as automobiles and airplanes have been made more practical year by year.

## EFFICIENCY IN INDUSTRY

THE winter automobile shows are proving the truth of the assertion that automobile manufacturers today are giving the greatest dollar-for-dollar value of all the leading industries.

With prices in general 72 per cent. higher than they were 10 years ago, motor car prices are at least 20 per cent. lower than they were 10 years ago. And the cars, as everyone knows are better. The buyer of any make of car nowadays expects more miles per gallon, longer life, more comfort and less trouble in caring for his car than he did before the war.

It is a remarkable thing that this record for growing cheapness and economy, combined with higher quality, should have been attained in a time of great-

ly increased costs for materials and labor and high taxes. It is a triumph for the scientific efficiency which masters the art of quantity production and makes cheapness possible.

The automobile industry has accomplished its remarkable results, and placed itself at the head of American industries, in progress and prosperity, by a rare combination of brains and enterprise which ought to be an inspiration for industry.

## THE SHENANDOAH'S TRIP

PRESIDENT Coolidge ordered the preparations for the Alaskan flight of the Shenandoah, Giant U. S. Navy Dirigible, terminated very suddenly.

Some saw in his action a gentle hint to Secretary of Navy Denby to resign. The Secretary did resign, but whether that had anything to do with it is doubtful.

The President's reason for instructing the navy department to halt plans for the flight, was that such a sum of money as would be required to finance the trip, should not be expended until Congress had had an opportunity to express its views in the matter.

Whatever may be back of the unexpected turn of events in connection with the dirigible's proposed exploration of certain unknown regions north of Alaska, any pennywise policy in connection with the development of Alaska seems ridiculous.

It is not necessary to go back far to find instances of unexpected returns upon investments that were not unwisely at the time they were made. The purchase of Alaska in 1867 and of the Louisiana territory during the administration of Thomas Jefferson were condemned in the bitterest terms.

Men of small minds and narrow visions, with a tendency to be suspicious of the motives of others, then as now, were unable to see what these territories would mean to future generations in the United States.

Today we are reaping the benefits of the far-seeing policies of some of our national leaders of the past. Alaskan resources are barely touched, as the late president Harding discovered on his ill-fated trip to the land of perpetual night last summer.

In 1920, the value of fish alone harvested in Alaska amounted to \$41,000,000. The greatest food producing section of the United States is now included in the region purchased by President Jefferson.

Today, we may not be able to see any definite results that might come out of an exploration of unknown land in the north. It might develop into a foolish waste of money.

Let us grant that there is little chance of discovering anything of value, yet the possibilities are so unlimited, that it would seem folly for the president not to retract his order and the congress not to take the necessary appropriation. Deposits of coal, or oil or precious metals in unlimited quantity might be discovered.

People who are quick to be critical of everything, very seldom examine all angles of a question. They should always leave a loophole by which they may escape, because they may find themselves in the same position as those, who condemned the purchase of Alaska and the Louisiana territory.

## SUNBURNS IN WINTER

NO MORE trips to Palm Beach for a sunburn in the winter time! No more bad colds to worry the human family!

Sounds good, almost as good as the prediction that the span of life in time will be increased to 165 years.

A physician is reported in a newspaper article to have exposed himself to the rays of a mercury vapor lamp when he felt a cold coming on. Presto change, and the cold disappeared.

A mercury vapor lamp, he says, concentrates all of the beneficial rays of the sunlight and some others besides.

Cortemplant, the possibilities of this thing. The "real color" of a winter resort during the cold months is a summer resort during the warm months, all for the price of a mercury vapor lamp.

For the weaker sex, of course, it has its limitations, tho it might put on a permanent rouge just as the permanent wave is manufactured in every well regulated beauty shop.

First, of course, it is necessary to get your mercury vapor lamp. Until they become as common as automobiles, the common people very likely will not feel free to invest.

But let them be offered on the installment plan, and no home will be complete without one.

The latest models of mercury vapor lamps will sell like wildfire.

## PEACE IN COAL INDUSTRY

IF THE three-year soft coal miners wage scale contract, approved at Jacksonville, Florida, for the central competitive field, really becomes binding, it ought to bring peace in the coal industry as well as peace of mind to the consumer.

During the war and ever since that hectic period we have been in suspense from year to year, never knowing when the coal miners would throw up the sponge and leave us flat.

The old plan in the central competitive field was a one-year contract. The new scheme is to make the contract binding for three years. It ought to give some stability to the coal industry and also have the effect of settling prices.

Other coal mining states will undoubtedly follow the lead of the central states miners and operators in signing three-year contracts.

Why shouldn't coal mining be a peaceful occupation?

## SAVE THE ROADS

THE time of year is here when stone and gravel roads are undergoing the hardest strain and enforcement of the law regarding the use of the roads when the ground is thawing is essential.

But law enforcement will not solve the problem by any means. There must be a desire on the part of users of the roads to do the right thing regardless of the inconvenience that they may be caused.

Some owners of heavy motor trucks communicate with road officials before driving on the roads, when they feel that heavy travel may damage them.

If this spirit were shown by all who use the roads for hauling heavy loads, there would be no problem and taxpayers would be saved thousands of dollars which are spent annually to repair highways that are cut up in the late winter and early spring.

## Clothing

JAMES P. CANNON CO.

## Shoes

## Economy Sale of Shoes

We are taking several lines of shoes that have just been received and are marking them at a very small margin over the cost to us. They are exceptional values at **\$2.95 & \$4.95**

See the new Hollywood patent cutout Sandal Specially priced at **\$4.95**

Ball Band Vac and Hi-Press Rubber Boots, all sizes, knee and sporting models

## PUMPS AND OXFORDS

IN GOOD LOOKING LINES

**\$1.75 and \$2.75**

Women who want inexpensive shoes for every-day wear, substantially made and yet quite smart, will find that what we are now offering at the above prices will more than measure up to their expectations.

## James P. Cannon Company

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MARCH 1924

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## No Cause for Worry.

The late Henry Clews, the famous New York banker, was an economical man despite his great wealth and he had a horror of wastrels.

There is a story about a banker who once said to Mr. Clews:

"My boy Scattergood is a frightful spendthrift. I dread to think that all my money will one day be left in his hands."

"Oh, don't worry," said Mr. Clews grimly. "He won't stay there long."

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## Good Groceries

When you buy groceries from us there are three things of which you may be sure—best quality, lowest prices, prompt attention to your order—whether it be large or small.

## H. H. WILLIAMS

THE STORE OF QUALITY

## The Next Time You Switch-On The Light

Remember that less than a second before, the cheerful light that chases darkness from your home was wild water plunging through a gloomy tunnel.

Remember that instantaneously the power of this falling water was transformed into electricity.

Remember that all in the same second this electricity was forced up to a higher voltage for transmission, was sent many miles over the wires, and then was reduced to a lower voltage for you to use at your switch.

Remember that great turbines and generators revolve day and night, electrical engineers mount guard at power plants and distributing stations, linemen patrol lonely miles along transmission lines, 1200 skilled workers and more than \$100,000,000 worth of property are organized into a great public service—that there may be light when you turn a switch.

The Niagara Falls Power Company sells electricity at the lowest average price received by any generating system on the North American Continent.

THE NIAGARA FALLS POWER COMPANY, Producers  
NIAGARA, LOCKPORT & ONTARIO POWER CO., Transmitters

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