

## ANDOVER NEWS

PUBLISHED WEEKLY  
BY J. HARVEY BACKUS & SONOUR KEYNOTE:  
"If There is Not a Way, Cut a Way."

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## PSYCHOLOGY OF BOOSTING

IT DOES not require a very good memory to recall the time when men shied at the word psychology. Now it rolls off the tongue of the average after-dinner speaker without any apparent effort on the part of the speaker.

Fifteen years ago it was regarded as something that should be discussed by the very learned and as a fit subject for college and university study.

But today the man in the street speaks of psychology fluently and never acts as if he had said or done anything out of the ordinary.

The dictionary says that psychology is the science of mind.

And we hear every day about the psychology of this, that and the other thing.

Most of all, perhaps, in everyday use, psychology is connected with boosting and knocking.

Reduced to its simplest terms, the psychology of knocking is the constant reiteration of the same complaint about any given subject that creates a state of mind among the people which leads them to accept it as "Gospel."

The same holds true with respect to boosting. Incessant and tireless boosting eventually causes optimistic views to prevail.

Most anything within reason is possible thru right thinking and right talking. We can produce the proper mental attitude with optimistic talk.

What has been done elsewhere can be done in Andover.

We have the natural and inherent resources needed to build a thriving and prosperous community.

There is nothing wrong with Andover now, except that psychology that we hear so much about has been applied in the wrong direction.

All that is needed is to turn it around and start it in the other direction.

Every resident of Andover will have to begin telling his neighbors and friends about the splendid attributes of his home community.

Then we will begin to see results.

There may be some who will not want to indulge in this practice; whose minds have been working in the pulling backward groove so long that it will not function in any other direction.

For this reason, the responsibility rests all the more heavily on those who want to go forward.

Constant repetition of the possibilities of Andover will eventually overcome those whose thinking has been in reverse.

If the people of Andover will set their minds and hearts to the job, it can be done.

Never try to tell another man how to run his business or he will suspect that you don't know how to run your own.

## THE DIFFERENCE

THERE is a difference between observing and enforcing it.

The duty of the people is to observe the law and the duty of the legally constituted officers is to enforce the law.

Former Governor McCray of Indiana, as chief executive of the state, was charged with enforcement of the law, but did not observe it.

Evidence at his trial in federal court, resulting in his conviction and sentence of ten years at the Atlanta penitentiary, disclosed that he had forged notes amounting to nearly a million dollars.

Here was a man who took oath to uphold the constitution of the United States and Indiana and the laws of Indiana.

Yet in a few short years, he repeatedly violated the law with impunity. His violations were continuous and he must have had knowledge in his own mind that he was acting contrary to law.

Such an example as the former proud governor of Indiana affords us, is not calculated to help either law enforcement or law observance.

The punishment that he must suffer should ever remind us that this is still a land of government by law and that the high as well as the lowly are measured by the same legal yardstick.

McCray's plight should be a lesson to all those who, once in close quarters financially, think they can escape by committing more crimes.

The deeper the hole is dug, the more difficult it is to climb out.

## OUR PROBLEM, TOO

OSWALD Ryan, a member of a commission headed by Secretary Davis of the president's cabinet which investigated the immigration question in Europe, says that the question of alien peoples is more deadly than the invasion of a hostile army.

How many people had ever viewed the immigration problem from that standpoint?

We of small and peaceful communities have never concerned ourselves about immigration. We always have felt that it was a question far removed from our lives and one which should occupy the attention of the large centers of population.

Recent discussion of the question, since immigration legislation has been before congress, has made us realize that it is a question of grave import and great significance.

Anything that threatens our spiritual as well as our political unity is a matter of concern to every American citizen.

Restrictions on the stream of unassimilable races of southern Europe and Asia, that has been flowing into the United States for the past thirty years, now appears to be imperative.

Courage on the part of our legislators is needed to do that which is best and not that which is most expedient, for the future of the country.

## A GREAT STEP FORWARD

THE fact that the foreign government interested in the reparations question, including Germany have accepted the Daws report as the basis for final settlement is the greatest step toward better world conditions that has been made since the signing of the Armistice.

The United States should be proud that three American business men could evolve this plan in a few short months.

The honor of consummating such a program for the benefit of humanity falls to the lot of but few men.

Ben Franklin believed in the "pay-as-you-go" policy, but he didn't live in a time like this when paying as you go gets you both coming and going.

The records show that the Egyptian World of 5,000 B. C. was ruled by women. And who says that times have changed any.

A bore may be described as a very communicative two-legged individual who has nothing of any consequence to communicate.

Political hot air will not add anything to the comfort of the summer season.

## May Specials

Seasonable Merchandise  
at LOWER PRICES!

Men's heavy blue work shirts	75c
Men's Khaki Pants	\$1.35
Men's best quality work socks	15 and 20c
Heavy blue denim overalls	\$1.45
Heavy cottonade work pants	\$1.89
Men's \$4.00 soft Hats, a little off in style	\$1.50 to \$2.50
A good work hat.	
Men's Athletic nainsook unionsuits	75c
All boys knee pants at reduced prices.	
Extra heavy corduroy knee pants	\$1.50
Heavy cottonade knee pants	98c
Wool cassimere knee pants	\$1.50
Boys' Kayanee piped blouse waists	\$1.19
Other waists	75c and \$1.00
Boys' two-pants all wool suits	\$7.50 and \$11.00

## SHOE SPECIALS

Boys' and Misses' canvas, rubber sole Oxfords	98c
Men's work shoes	\$1.95
Men's Hi-cut work shoes	\$3.95
Men's "Endwell" Goodyear welt dress Oxfords	\$3.95
Women's black vici Pumps and Oxfords	\$1.75
Women's Patent Strap Pumps	\$2.95

## New This Week

Patent cut out Sandals, Goodyear Welts	\$4.45
Misses' and Children's smoked Elk, Mahogany and patent leather sandals.	

## James P. Cannon Company

Special Ten Day Sale  
On Gowns & Hats

To clear up our stock we are going to give Andover people the opportunity for the next ten days, beginning Friday, May 16 our entire line of

## LADIES GOWNS

Consisting of, Canton Crepe, Tri-sham, Lace effects in Silk Gowns

Gowns that were \$24.75 now	\$18.00
Gowns as low as	\$15.00

McLaughlin Millinery Parlors

GARVIN BROS.  
& MULLEN

WILL LOAD

## CALVES

At Andover

Monday,  
MAY 19

Highest Market Price

J. C. Lever has a special sale on 30x3 and 30x3 1/4 tires, cords and fabrics. It will pay you to look this up.

**PAY YOUR GAS BILLS**  
on or before the 20th of month and save discount.  
**EMPIRE GAS & FUEL CO.**  
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## LAUGH!

You can tell the world that you will laugh when you see Uncle Obadiah Skinner and his company of Mirth Makers, in the Laughable Farce Comedy in three acts entitled

## "Uncle Obadiah's Mistake"

produced under auspices of the

ANDOVER HOOK &amp; LADDER COMPANY

at

ANDOVER AUDITORIUM

MONDAY EVENING, MAY 19

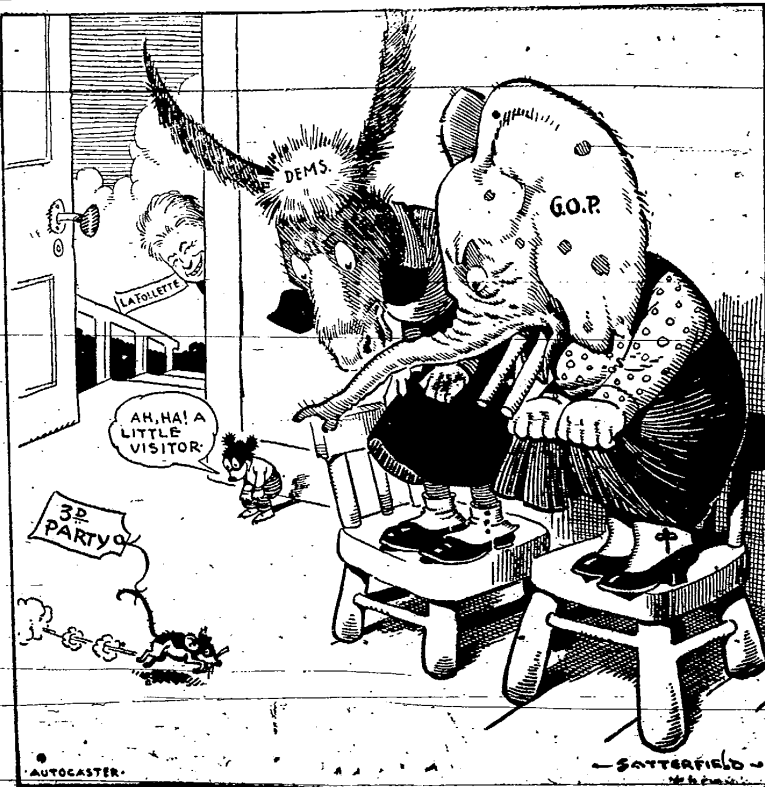
There are eight people in the cast, the parts are well taken and the acting good, and wherever produced this play has been a success as a cure for the "Blues."

The Firemen have been to quite an expense to bring this play to Andover, but have kept the price within the reach of everyone.

Price, Adults 50c, Children 25c

Reserved seats on sale at Brown's Furniture Store Saturday morning.

DANCE AFTER SHOW, BILL \$1.00



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