

## ANDOVER NEWS

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BY J. HARVEY BACKUS & SON

OUR KEYNOTE:  
"If There is Not a Way, Cut a Way."

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MEMBER



### What's a Man Worth

IS ANY man worth more than \$10,000 a year to any organization.

The United States congress doesn't think so. The new revenue law defines "earned income" as any sum not to the excess of \$10,000 a year. A tax payer who receives a salary of \$20,000, for example, can claim only \$10,000 as "earned net income."

Congressmen were astute enough to make their arbitrary definition of "earned income" high enough to permit their salaries to come within the meaning of the term.

But statutes do not fix a man's worth to any business. Only the man alone can determine what he is worth to the place where he draws his pay every Saturday night, every two weeks or every month, as the case may be.

Some men have trouble in earning a very small salary and others seem to draw many thousands of dollars a year with ease.

The majority of those in the former class keep their eyes on the time clock too closely and their throats on something else beside their job. Men in the latter class work all the time, regardless of hours, and then dream about their problems at night. They are born executives.

No one complains about the president of the United States drawing \$75,000 a year. The man at the head of an executive department that has general supervision over the expenditure of billions of dollars a year, earns his salary.

"Earned income" is a relative term not to be limited by any fixed sum, but by the ability of a man to produce results.

### Easy to Knock

IT'S the easiest thing in the world to knock. It's the easiest thing in the world to stay away from a primary election and then complain about the nominee of your party.

It's easy to take no part in the Parent-Teacher Association meetings and then knock on the schools.

It's easy to play golf or go picnicking all day Sunday and then criticize the church because it does not draw crowds.

It's just the easiest thing in the world to degenerate into a sourfaced, disagreeable, self-satisfied, chronic grumbler.

Every city, every town, no matter how large or how small, has its chronic pessimists, who see nothing but the bad in everything and do nothing to correct it.

A certain number will always exist, no doubt, as a horrible example for the rest of us, and even they do no good, they at least forever will stand out as a living manifestation of what forward-looking people should not be.

### Daughters of Today

HAVE parents been concentrating on the so-called boy problem to the exclusion of the girl?

Once upon a time everyone accepted as fact that the boy was a problem, until someone suggested that he was not a problem, but an opportunity—a chance to improve the manhood of the next generation.

Countless organizations far and near have been devoting their best efforts to develop better boys, but there are still bad boys, and always will be.

And now people are beginning to recognize that there is as much a girl problem as there ever was a boy problem.

Prejudiced minds have been accustomed to condemning boys without trial, to deciding in advance that when any evil mischief was done, some boy was to blame. In sum, all boys were judged with the worst as a standard.

Very much the same thing has brot about the present-day idea that girls, too, offer a problem.

Some girls have done indiscreet things that, measured by the social standards of another day, appear to be bad.

Evil-minded persons have repeated chance stories heard about girls and hypocritical gossipers have villainously enlarged upon them. This is not to say there are no bad girls.

But the daughters of today are no worse than their mothers were. They are the product of modern civilization. They will have to be accepted as they are, but they are not half as bad as they are pictured.

As long as human nature continues to run true to form, there will be bad girls and bad boys, but there is no doubt that improvement of the environment, which is controlled to some extent by parents, will reduce the number.

However, the elements of birth, and inherited instincts still influence lives, and they are beyond control of society, because the law has not yet restricted the right to give birth to children.

A real financier is one who can sell his experience for more than it cost him.

### What is a Newspaper?

WHAT do most people think a newspaper is?

Postmaster General Harry S. New said recently, "A newspaper is what people generally think of as a newspaper."

Plain as mud. Having been in the newspaper business, Mr. New ought to know, but does anybody know?

The dictionaries seem to agree on one thing—that it is a paper containing news.

The word newspaper indicates that, but what is news?

News is something that people want to read—something that they did not know about the activities of other people.

But there are different kinds of news and no one kind always appeals to all people.

Some newspaper readers pick up a newspaper, glance thru it hastily and put it down with the thought that there is nothing in it.

There may not be anything of particular interest to them in that issue, but to their neighbor, several items may have a particular appeal.

It is the business of the newspapers to print the news that they believe the largest number of their readers are interested in, and that is the aim of every newspaper.

So a newspaper is something that gives news, and in addition, it has come to be regarded as the official town booster.

When everyone else becomes so absorbed in their own affairs, that they have no time for giving attention to the general welfare of the community, the newspaper is expected to be on the job constantly, working for the benefit of all the people.

Good newspapers look upon this added responsibility as their job and they work at it constantly.

### A Basis of Credit

ACCORDING to recently published figures, one city dwelling is destroyed by fire in the United States ever four minutes. Farm buildings are burned at the rate of one every seven minutes. One hospital, five churches and five school houses burn down every day. Every day 41 persons lose their lives and 47 are injured by fire.

The prosperity of a country is determined quite as much by the amount of its needless waste as by the amount of its accumulated wealth.

As a necessity in establishing a sound basis of credit in commercial transaction; insurance had its origin in private enterprise and it has attained its commanding position as a world force for betterment of social conditions of mankind thru the initiative, ability and courage of a group of men as much deserving of immortal fame and glory as any other class of benefactors of the human race. State trading in field of insurance has never advanced the cause by a material improvement in practice. Necessary reforms and changes as dictated by experience have been evolved by private companies and it is due to these and these alone that insurance business has become one of colossal magnitude and world-wide extent.

### Not a Panacea

FARMERS are not going to solve their marketing problems by working alone. Neither is co-operative marketing, as valuable as it may be, the panacea for all of his economic ills.

His taxes will not be reduced so long as enormous amounts of tax-free securities continue to be issued and permit wealth to escape taxation.

Some think that the whole economic difficulty of the American farmer could be righted for other methods of selling. Because of this, these people feel that the government should become the sponsor and promoter of individual associations, paying out of federal funds the cost of organizing these associations and practically all the costs of operating them.

The department of agriculture shows that the essentials of successful co-operation include organization along commodity lines, the obtaining of sufficient tonnage definitely secured by legal contracts, the securing of able, honest business administrators, and a complete and satisfactory financing plan, and the incorporation into the whole scheme of a few simple fundamental co-operative ideas.

### Sportsmanship

A UNITED STATES senator knocked down a member of an exclusive Washington golf club on the links of the club the other day.

Of course, any red-blooded man resents an insult, but this senator has been suspended from the club for two weeks, which is construed to mean that he was the offender and that he did not have a legitimate excuse for such tactics.

The incident may have political significance for those who wish to view it in that light, but for a country that prides itself on its sportsmanship, the circumstance is shameful.

Golf is a great sport and is fast gaining a hold on the American public. It is being played every day on thousands of links the length and breadth of the land by men who never find it necessary to resort to pugilism.

Men who are held up before boys as example—men particularly in public life—should observe the courtesies of the game, whether in the senate or on the golf course.

It's a poor brand of sportsmanship that uses its fists on any occasion.

If you feel like you must drink in the beauties of nature, it's better to do it sometime when you are not behind the wheel of an automobile.

The Rhode Island senate was gassed with chlorine gas to stop a filibuster, but many senators remained in their seats, having become accustomed to gas in all forms.

History Note—The monks started making beer in the 12th century and the bootleggers began operations in the 20th.

There were over 24 billion telephone calls in the United States in 1922. That's not counting party lines, of course.

Every business needs a pessimist and an optimist—a pessimist to do the buying and an optimist to do the selling.

# Work Wear



Work clothes at a great saving when work clothes are needed is the two-fold feature of this Special Sale. Every man and boy needs more work clothes during the hot months. Take advantage of this offering and supply yourself with first quality garments at unusually low prices.

### MEN'S OVERALLS

Men, these are an extra quality double stitched Wabash stripe overalls and each and every pair are cut full and very roomy. For this sale, pair ..... **\$1.19**

### CHAMBRAY WORK SHIRTS

Men, here is a dandy. Regular 95c value blue chambray work shirt, double stitched throughout. Will stand a lot of wear, made large and roomy, sale, only ..... **79c**

### BOYS' PANTS

Boys' fine tweed knicker pants sizes 8 to 17 each ..... **\$1.59**  
Boys' worsted pants ..... **\$1.09**  
For this sale .....  
Boys' Corduroy pants ..... **\$1.43**  
While they last .....

### UNDERWEAR SPECIALS

We are closing out our line of Union Suits and they will certainly not last long at these prices. Values up to \$1.25 now ..... **89c**  
Values up to \$2.00 now ..... **\$1.39**

### EXTRA SPECIAL

Men's Cotton Shirts and Drawers, today's value 65c, special

**45c Each**

Men's All-Leather SCOUT SHOES **\$1.95**

### EXTRA SPECIAL

Men's 85c Athletic Nainsook Unionsuits, all sizes, **69c**

## James P. Cannon Company

### ANOTHER PROSPECTOR HITS THE TRAIL

