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Cambridge Tribune

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Great Merchant

One day a farm boy 17 years old went into a "general store" in Pittsfield, Mass., and said that he would like to get a job. Abner Davis, the proprietor, looked him over, said that he had found that most clerks were trifling and lazy and not much good, but that he would give him a try.

The boy asked how much he would pay, and Davis said, "I'll pay $4 a week, but I don't expect you'll be worth it."

The boy was delighted! Here was a start. But the $4 would not keep him, so he asked Davis if he could give him a place to sleep. The proprietor said he could sleep in the back of the store, where the stock was kept. Then he added, "But I don't expect you'll be much good keepin' watch of it."

The boy worked hard, sometimes fourteen hours a day. He tried to please the fault-finding old storekeeper in every way, but the man never had any words of praise, let alone approval. Molasses was kept in the back part of the store, and one day the boy tracked some of it into the store. Davis criticized him sharply, and finally took 25 cents out of his week's wages.

The boy worked there for five years, and during that time received hardly a word of appreciation. At last, the boy told Davis he was leaving and was going to Chicago to see if he couldn't get a better job. Davis said, "I hope you have luck, but I doubt it."

Well, that young man who went to Chicago was Marshall Field.

He got a job as a clerk at $400 a year, and saved exactly half his salary. In eight years he rose from that $400 a year to become the head of the firm.

When he died he left the longest will ever written. It had almost exactly the same number of words as the book "Good-bye, Mr. Chips." Twenty-two thousand words. The will has never been broken.

His daughter married an earl. Her husband won the famous naval battle of Jutland.

He became the greatest merchant America has ever known. As young Field was skyrocketing up ,a man from near Pittsfield visited Field in Chicago, and when he returned, te told Davis about the phenomenal stride Field had made.

"Well," said Davis, who was still running his general store, "I can't see how he got ahead so fast there. He didn't amount to much around here." And perhaps one reason why he never amounted to anything in Pittsfield was because he got nothing but criticism — no appreciation.

Appreciation! What a rare virtue it is. And how little there is of it in the world. You employers,—why don't you say a few words of appreciation to your help! It will buoy them up. And it won't cost anything. Why put it off? Do it today before they go home.

Sunday Supper

Frequently we see over articles this line: Reading time 17 minutes.

We wonder why the authors of recipes do not use a similar line: Cooking time 11 minutes.

One Sunday evening it was up to us to go without supper or get busy. We looked at our watch and observed that we had only fifteen minutes for preparation, if we wished to hear the beginning of a favorite radio number.

We decided we would have scrambled eggs on toast. We cut two slices of bread and browned them on a hot plate. Then we put plenty of butter on the toast, grabbed a plate and tray, poured a glass of milk and reached for a bowl and frying pan.

We cracked three eggs and emptied the contents into the bowl. We poured in some cream and seasoned with salt, pepper and dry mustard. We beat the mess vigorously with a tablespoon, while the hunk of butter in the frying pan on the stove was melting. Into the pan we dumped the eggs which we stirred until they achieved the texture and dryness that we like.

Onto the toast we turned the eggs, marching off to the living room with a delectable meal. Time 13 minutes.

Doing

It is a good thing to remember that no resolution is of any account unless it contains something that can be put into practice at once.

People grow by doing and they learn by doing. Thinking about it is of no special value. We ought to think about it enough to know how we are going to do it, but that is all.

Over the desk of many a business man is the motto, "Do It Now." If you have anything to do get it done and over with If it is disagreeable, the sooner it is done and out of the way the better.

There is nothing more upsetting than a lot of loose ends left undone.

There is nothing so calming to the nerves, sweetening to the disposition, aiding to digestion and strengthening to the morals as getting it done.

According to the old story, when the doctor told the parents their run-down boy was overworked, they said it was impossible because he had but one task to do. Each day he had a small woodbox to fill, that was all. When the doctor insisted that he was overworked, they investigated and found that he put off the task as long as he could.

He thought about it all day, worried about it all day, and actually carried the wood the last thing at night.

The effect on his system was the same as if he had carried wood all day long.

How about your woodbox?

How about the little sticks of wood that make up the armload you have to carry every day?

Do you worry about them, and say, "I must get that done today," or do you get it done?

Most people have a letter they owe, a book they are going to read, a call they should have returned weeks ago, hanging over their head.

Whenever they think about it they feel their self-respect going down like a tire with a leaky valve.

They have some little job like washing the car, ordering the coal, putting up the screens, taking down the screens, taking collars to the laundry, that they carry around in their minds from day to day and which gives them that pleasant feeling of making all the progress of a fly on a piece of sticky flypaper. Their minds are always at civil war. One half is chasing the other half around in order to get things done. Letting things pile up is one of the most demoralizing of vices.

Serenity, one of the hardest traits to acquire, comes with clearing the docket every day.

Voltaire's favorite motto used to be: "Doing clears the air."

Get it done and out of the way!

Five-Day Week

A resident of California, who says he is the founder of a movement to make Saturday a full legal holiday, has solicited our aid.

As he sees it, the plan is thoroughly pracitcal: it will make us healthier, happier, more prosperous. Four out of five to whom he has written favor it.

"Personally," he continues, "I have no money to put into a publicity campaign, the needs of my family taking all of my present income, which the depression has greatly reduced."

He asks us to think it over, which we have done. Our income, too, has been reduced. The needs of our family are pressing. We make part of our income by writing such articles as this, and we do not see how we could increase our income by knocking off work one more day each week. In five days we would produce less than in six. Anyway, sometimes we like to work seven days a week and sometimes we don't like to work at all.

We find that these legal holidays work out fine for public employees, school children, bankers, brokers, and lawyers, but most of them don't mean a thing to us. Like street-car conductors, domestics, waiters, movie operators, baseball players, farmers, and radio comedians, we have to pass 'em up.

Armistice Day, 1939

This Week in Washington

Washington, Nov. 9, (Autocaster)—The first tangible result of the clearing away of the question of whether the manufacturers of the United States may make and sell military weapons and supplies will be the release from Governmental restrictions of almost $80,000,000 worth of war orders already in the hands of makers of airplane and other munitions.

Great Britain has ordered from the makers in this country nearly $15,000,000 of planes, France almost three times as many, and there are orders in hand for $5,000,000 of planes from Australia, Canada and other nations, to say nothing of numer our smal orders for rifles and ammunition.

It is known to the State and War Departments that hundreds of millions of further war orders from the Allies are ready to be given, the moment the President signs the new Neutrality law. That these war orders will start a boom of business in many lines is not to be doubted, but how far it will be reflected in other lines of business apart from munitions no put a good many thousand men back on payrolls, however, and so increase the purchasing power of themselves and their families for all sorts of commodities.

Boom May Be Limited

How long this boom will last depends upon how long the war lasts; and there are astute observers in Washington, close to the State Department, who are predicting that the war will not last very long. These prophets base their belief upon the assumption that Germany will be forced by the pressure of world opinion to yield to the demand that Hitler and his immediate circle be thrown out. In that case there would be a possibility of mediation by some power or neutral nation, such as the United States, looking toward a peace which would be just to all parties concerned.

Such a peace cannot be negotiated with a government which, like Hitler's, has demonstrated its untrustworthiness, but it is understood here that the new British Ambassador, the Marquess of Lothian, has assured the President that his government would be only too glad to avert the sacrifice of lives and wealth which a prolonged war would involve if a satisfactory settlement could be arranged with a government which the British government could trust.

Such a message is considered here as tantamount to an invitation to President Roosevelt to be the mediator of the European quarrel. He could hardly offer his services, but it is considered possible that he might accept that role if a formal invitation came from both sides, from responsible governments. In that case he would be following the example of his illustrious namesake and predecessor, "Teddy," who negotiated the Peace of Portsmouth between Russia and Japan in 1905.

While some who are close to the European situation ridicule the idea that any external pressure can force Hitler to relinquish his leadership, others who are equally informed point out that the Fuehrer has not the confidence or the unquestioning support of the German Army, and that another Army revolution such as that which drove the Kaiser into exile is not impossible.

Pure Speculation

Much of that is pure speculation, but it is worth noting as indicating that there is no certainty that the rush of war orders already beginning will continue long enough to start anything like a business boom. There is a better chance, many observers here believe, that as a result of all the discussion of the position of the United States with relation to the rest of the world, the next session of Congress may begin appropriating enough money to provide our own army and navy with necessary arms and supplies.

It is taken as a settled question in Washington that the defeat of the "isolationist" block in the Senate is the green light which the Army and Navy and State Department have been waiting for as the signal to go ahead and prepare the defenses not only of the United States but of the whole Western hemisphere, so that we shall be actually, instead of only possibly, the most powerfully armed nation in the world.

The superior strength of Germany in the air and the successful raids upon the British Navy have gone a good way to dispel the old-time faith that we are immune to air attacks and that this country does not need a strong navy, since we can rely upon the British fleet to guard the Atlantic.

While a good deal has been said and printed about our defense preparations, the fact is that the Government has spent only about a tenth as much in the past three years for Army and Navy purposes as have England and France. The War Department believes that an adequate land and air force would take three years to build up and would cost $5,000,000,000. Only then would we be able to put enough trained and fully equipped soldiers in the field to protect our shores and provide defense against possible air attacks, the generals say. And the Navy believes that we will never be adequately protected until we have a "two-ocean" fleet, which would cost us another five or six billions and take three or four years to build.

The idea is that with the start which the war orders now hand from the Allies will give our factories in numerous lines, it would be sound national policy to go into the munitions business for ourselves in a big way, and so take up a lot of the employment slack and get ourselves ready to talk turkey to Russia, Japan, Germany or any other nation which might conceivably want something that belongs to us.

TODAY and TOMORROW

Continued from page one

twenty feet or so.

There are enough scientific marvels which are really true to make this a wonderful world. There is no excuse for feeding the public mind with terrorizing fakes, as some unscrupulous writers and publications do. This war, when and if the fighting really begins, will be fought with the same old weapons, somewhat improved, that were used in the World War of 1914-18. And as in that and all other wars, the men who will bear the brunt of the fighting and win the final victory will be the "doughboys," the infantry soldiers.

CASH . . . . . wins

In the long run, cash will win this war as it has won every other war. Europe east of the Rhine is broke. The French and British have about 7 billion dollars in gold in America, and not much else. That is about what they started with in the World War, and they had to borrow 10 billions more to win. Germany has almost no resources with which to pay for the supplies which it must import.

There you have the real reason why both sides are hesitating to get going in a war which would mean financial ruin to all parties. It's a "poor man's war." European nations have never recovered financially from the last war. None of them can borrow any more money from this country to carry on another war, and this is the only place where there is any important money available.

AGENTS TOUR DUCKING AREA THIS WEEK

Continued from page one

David R. Gascoyne, administrative assistant of the Biological Survey; Alan Souder, of Cambridge, Md., and Walter McNamara of Havre de Grace, Md., both game management agents, he said.

to make a tour of inspection in the territory covered by the letter

Mr. Leichhardt has directed them to see all the individuals mentioned in the letter, to examine the shooting set-ups at the various lodges and to explain to the individuals and club and lodge managers just what can and cannot be done under the Federal waterfowl shooting regulations.

Mr. Leichhardt pointed out that the section of the Federal laws referring to the shooting of ducks and geese over baited areas is very specific and should be understandable to anyone.

State Game Warden E. Lee LeCompte said that while some of his deputy game wardens have been empowered as Federal agents, they are not supposed to enforce the Federal waterfowl shooting regulations of these statutes which the State deputy game wardens may obtain must be turned over to the Federal authorities for prosecution, he declared.

The only violation mentioned in the anonymous letter which might be handled by State deputy game wardens, he said, is the sale of game. This is a violation of the State law, as well as the Federal laws. State authorities, however, cooperate thoroughly with the Federal agencies in enforcement of the Federal waterfowl-shooting law, he said.

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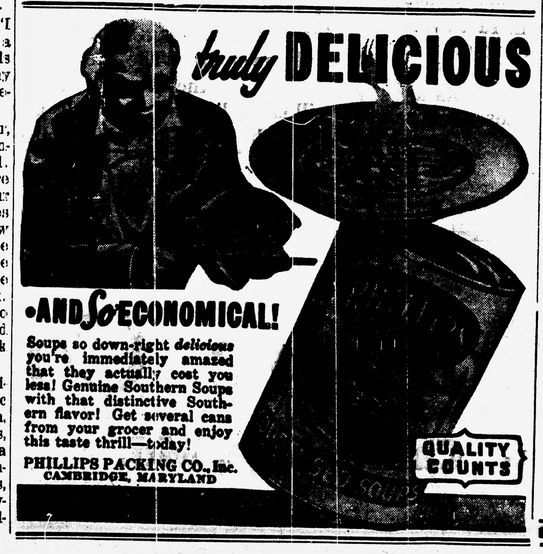

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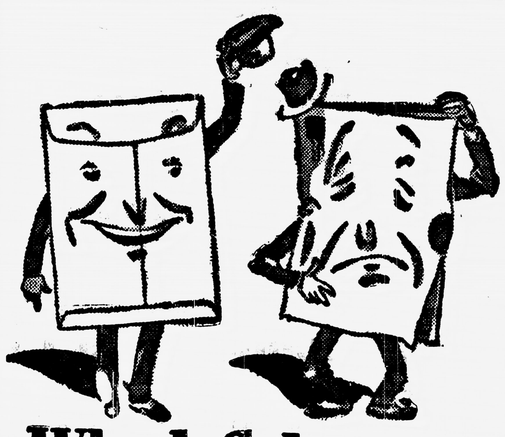

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