Cambridge Tribune

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Editorial and Business Office,

Secret Of Success—Work

Meet two boys who did one of the most difficult things in the world to do! They thought up a new way to earn money!

They are Richard Welliver, 17 years old and his brother, Buster, a year younger. One summer they found they had to earn money. These two not only earned it but developed a nice business of their own.

One day while they were trying to think up an idea, their mother sent Richard to the grocery on an errand. He did not want to go and pouted. Then suddenly, on the way, an idea tore through him like a China Clipper through a cloud. If his mother wanted errands run for her, why other women did too Maybe merchants.

He broke all records in getting to the grocery store and back. Buster liked the idea and right then and there a new business was born. They organized a business which they call the "Shoppers" service.

These are the steps they took:

First—They had some letters mimeographed—giving their name telephone number, and the amount they charged.

Second—They went to the merchants and told them and left the circular.

Third—They oiled their bicycles and had wire baskets put on the handle bars.

The first day six calls came in. The charge for each was ten cents

The second day four calls came in. It took two weeks for the tide to turn. Then 33 orders came in one day.

They took their profits and had more circulars printed, 10,000 of them.

Here is part of a letter I received from them:

"We now have ten boys working for us, and we are going to add more.

"We open at 7.30 in the morning and stay on the job until five. Then our night boys come on after school. We also have a good deal of fun. We are now getting week. We think that is pretty good.

So did I. And you are doing two vital things—studying and working. Here is a quotation from the boys' circular: The secret of success is hard work. Maybe that is why it has remained a secret so long.

International Line Ups

It seems to some Americans that the almost violent agitation now going on for post-war alliances, treaties and commitments is a bit hurried—if not premature.

The war is not over yet—it may not be over for a long time yet. Many changes in attitude and thought can occur before the defeat of Germany or Japan. There already have been several in this war: and there seldom has been a long war which involved a number of nations, or factions, in which the original military combinations have remained unchanged.

International alliances and treaties are made for reasons of expediency and self-interest—just as combinations in farm organizations or business corporations or labor unions are created: for mutual protection or for trade reasons or often for purposes of aggression and acquisition. The alliances now being so hurriedly urged have—generally speaking, an offensive—defensive purpose in view: non-aggressive nations in joint agreement to defend themselves against aggression even if they have to take the offensive to do so. The objective is laudable up to a certain point,but as has always been the case—such an alliance will remain in force just so long as the signatories find their participation expedient and beneficial. Circumstances alter cases, necessity creates these international agreements—and changed conditions break them up.

Any international "concordat" which will be effective for any appreciable length of time must contain a fundamental plan more brilliantly conceived and thoughtfully developed than that of any of the thousand such agreements heretofore created in the long course of human history. One of the cleverest and most potentially effective peace perpetuating plans ever devised was the League of Nations. And yet there were 17 wars fought upon this earth between the end of the first World War and the beginning of the Second World War. None of them were Global wars, but in toto, they caused the death of many millions of people through military and other means.

What more practical and more war-preventive plan has recently been thought out than the League of Nations? None—so far as we know. It is of course, claimed that if the United States had joined the League that body would have functioned successfully. That is an extremely speculative assumption and one which a resume of past alliances would in no way tend to verify.

No slapsttick hurried theory of war prevention is going to be effective for long. Would it not be better for the Allied nations to severally adopt some such resolution as that introduced in the house of representatives by Rep. J. William Fulbright of Arkansas and take time after the war is over and feelings have cooled down and international questions have become clearer, to work out some plan which will be more foolproof than some of the hurriedly concocted schemes devised during the excited and unnatural period of warfare.

The Spirit of Armistice Day

WITHHOLDING TAX PEGGED AT 20 PER CENT

The withholding levy on wages and salaries has been pegged at the present 20 per cent rate by the House Ways and Means Committee, which also removed toilet soap from the new list of items subject to excise taxes.

Polishing off the new general revenue bill, providing $2,029,000,000 in additional taxes against an Administration request for $10,500,000,000, the tax-framing group also voted:

1. That the Internal Revenue Bureau shall publish in the Federal Register the names of corporations gaining refunds and the amounts under relief provisions of the excess profits tax and the amounts.

2. Tentative approval of a $10,000 ceiling on the amount of continuing business losses than can be deducted in computing individual income taxes.

3. Special tax treatment for accelerated production of timber coal and iron.

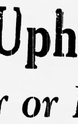
The committee declined to consider as a part of the present tax bill a proposal by Treasury Secretary Henry Morgenthau to put the withholding levy against taxable portions of wages and salaries on a graduated basis. Mr. Morganthau contended the change would keep "millions more of our taxpayers on a strictly current, paid-up basis, by covering the full liability in all brackets instead of just the first bracket, as at present."

The suggestion, however, was referred to the Congressional tax staff for study as a possible provision of a future tax bill.

The tax staff was instructed to prepare a new set of withholding exemptions for the present bill designed to collect currently, as nearly as possible the full taxes in the first income bracket, taking into account the integration of the Victory Tax with the normal income levy.

In changing its mind about taxing a person's bath through an excise on toilet soap, the committee lost $6,000,000 from the new revenue measure. It left undisturbed the tax proposals for other toilet articles, including mouth washes and dentifrices.

The resolution on the use of business losses as income tax deductions read:



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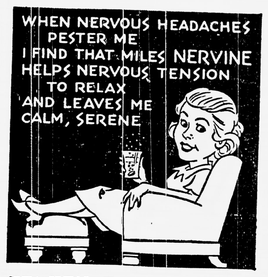

WHEN Functional Nervous Disturbances such as Sleeplessness, Crankiness, Excitability, Restlessness or Nervous Headache interfere with your work or spoil your good times, take

Dr. Miles Nervine
(Liquid or Effervescent Tablets)

Nervous Tension can make you Wakeful, Jittery, Irritable. Nervous Tension can cause Nervous Headache and Nervous Indigestion. In times like these, we are more likely than usual to become overwrought and nervous and to wish for a good sedative. Dr. Miles Nervine is a good sedative—mild but effective.

If you do not use Dr. Miles Nervine you can't know what it will do for you. It comes in Liquid and Effervescent Tablet form, both equally soothing to tense and over-wrought nerves. WHY DON'T YOU TRY IT? Get it at your drug store, Effervescent tablets 35¢ and 75¢, Liquid 25¢ and $1.00. Read directions and use only as directed.

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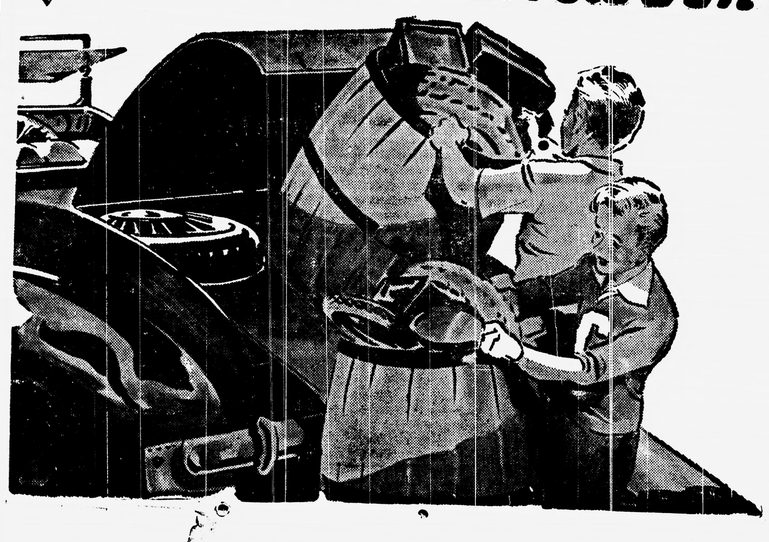

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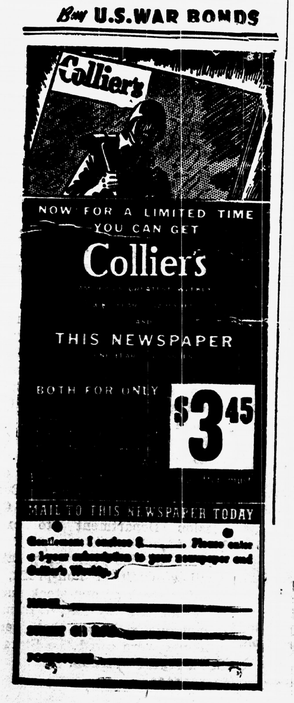
Buy U.S. WAR BONDS



★ From six to sixteen (and over and under) America's youngsters are helping to fight the war.

They're buying War Bonds and Stamps with the money they get for collected junk.

They're making it easy for others to buy War Stamps when they deliver newspapers.

They're studying to take their places in the ranks of America's fighting men when their call comes.

They're All-Out for America—and we're all-out for them and their Schools at War Program.

EVERYBODY 10% Buy WAR BONDS

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Cambridge Tribune

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