

The Daily Record These Days

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A Great Address

United States Senator Willis Smith made a great address to the Democrats of Virginia in Richmond last Saturday night.

It was an address which reflected great credit and honor on the Democratic Party, on North Carolina, on the nation and also on the statesmanship of the speaker.

Because Willis Smith is an honest man and has the courage to speak his convictions and tell the truth, a few of the State's radical politicians (who really aren't real Democrats) and one or two of the left-wing newspapers yelled loudly and branded it a Republican speech.

Those same individuals and those same newspapers yelled just as loudly, misrepresented the truth just as recklessly and abused Willis Smith just as bitterly and vigorously during his campaign. But the people—the real Democrats—sent him to the Senate.

Those same individuals and those same newspapers had no influence then—they have even less influence today.

All Willis Smith is doing is trying to warn the Democrats of his State and the South that the party is in danger of losing the election this fall if there isn't a good housecleaning.

Like any loyal Democrat, he believes the time to air the party's differences is before the convention so that the party can close ranks after the convention and win the election and continued confidence of the people next fall.

He recognizes that it's up to the Democrats to clean their own house. The Republicans certainly can't be expected to do it.

In a shabby, contemptible effort to reflect on Mr. Smith, at least one or two of these newspapers quoted out of text and distorted his words in an effort to try to discredit him. Neither of them would dare print the entire text of his address.

For defending the South and opposing FEPC and other damnable vicious pieces of legislation on which would destroy the South, the radicals actually accused Willis Smith of betraying the party. Simply because he's trying to save the party.

Lynn Nisbet, a reputable reporter who was present, summed up Senator Smith's speech very concisely with the following account:

"The Virginians could find no basis for criticism of Senator Smith's speech as a 'Republican document.' It is true that he condemned certain practices of the incumbent administration, but he called upon the Democrats to clean their own house. He asked that the South be treated as a partner of at least equal rank with Northern city machines in party councils, instead of being taken for granted on election day and ignored the rest of the time."

For that, the left-wingers say he betrayed his party.

Virginia Democrats cheered Willis Smith again and again. Once, they rose to their feet to give him a mighty, roaring ovation.

Democrats of North Carolina elected Willis Smith because he opposed the FEPC, Civil Rights legislation which opposes Southern tradition, socialized medicine, the Brannan Plan, socialism and communism.

North Carolina Democrats elected him because he believes in Americanism, Southern Democracy, and the American way of life.

Just because some of the national party leaders—Mr. Brannan, Mr. Ewing and Company—favored those things foreign to the ideas of Southern Democrats, is no reason why Willis Smith should do an about-face.

His position today is the same it was every day of his campaign and the day he was elected. He has voted exactly the way he said he would.

In a recent statement, Willis Smith said very plainly that he'd rather not be Senator than to bow to the orders of misguided party spokesmen.

That's the kind of man Willis Smith is. He had rather be a real Democrat, a true Southerner and a true American than to be Senator or even President.

That's why the real, tried-and-true Democrats of North Carolina elected him. And they're not going to listen to those radical, left-wingers who would sell-out the South and destroy the Democratic Party for their own petty, personal gain.

North Carolina has every right to be proud of a statesman like Willis Smith.

Frederick OTHMAN

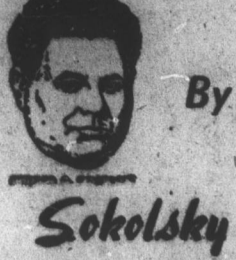
WASHINGTON — The 200 singing swif, Mr. Truman's place is being taken by mine, of course, and probably better lit, but still, and all \$100 every day for electricity power to illuminate the White House with whale-oil lamps.

As an honest taxpayer, all I'm saying is that he patrol the place every night and switch off the electric bulbs he doesn't really need. When his coffee through cooking 10 appreciate it if he'd suddenly stop the place. He's been here for a while, he writes he has never before to switch off the lights.

What brings in these melancholy, gloomy thoughts is Mr. Truman's plan to bill as soon as possible back into the Executive Order, the meter in the White House, and to start charging his electricity bills.

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Do you mean, Gortside, that the President's housekeeper has had to do his own laundry and ironing, and that he's been doing it himself?



HOLLYWOOD'S COMMUNISTS

The motion picture industry is excited over the 1951 annual report of the 1951 House Committee on Un-American Activities which calls attention to sustainable conclusions. The Committee's report stated:

"It is not the committee's purpose to destroy this investment. It must be remembered, however, that the American public also has an investment in Hollywood, for, prior to the advent of television, the American public relied almost solely upon Hollywood motion pictures for visual, dramatic presentation. It must be realized that motion pictures have a tremendous emotional effect upon the audience which views them. The same is true of television shows. The committee hopes that its investigation of Hollywood will have a far-reaching effect and prevent a large-scale future Communist infiltration of the television industry."

Two points of view have long existed in the motion picture industry:

1. That every disclosure of Communist activities in Hollywood hurts the industry. Therefore anyone who raises this issue is an enemy of the industry. In keeping with this concept, so-called Hollywood statesmen—that is, some lawyers, public relations counsel and front men for the industry—have opposed such organizations as the Motion Picture Alliance for the Preservation of American Ideals which since 1944 has actively been fighting the activities of the Communists in Hollywood. The general industry attitude has been that the anti-Communists were a greater nuisance than the Communists. The reds have taken full advantage of that.

The House Committee on Un-American Activities calls attention to this undeniable fact:

"The need for remedial action was amply demonstrated when it was found that four Communist-front organizations, which had operated in the state of California, had received approximately \$1,000,000 from members of the Hollywood motion-picture industry. It had long been known that Hollywood was one of the principal sources of funds for the Communist Party of the United States."

2. Some companies have, on their own, cleaned house, often at considerable cost. It can be said that Republic, RKO, and Warner Brothers have done most to keep their studios clean. It is a tough job because Communists do not readily expose themselves and the best technique for their discovery is an unpleasant one, namely, the searching of records of activity and the assumption of guilt by association.

The latter method of exposure is particularly painful, even to violent anti-Communists, but it has been the net that has caught most of the fish.

Such companies as Paramount, Columbia, and Twentieth Century-Fox have, in recent months, been facing the issue practically, on the sound business assumption that pictures in which Communists or "fronters" have been writers, producers, directors, actors encounter unusual sales resistance and therefore are defective products.

The process of eliminating Communists meets many impediments, including some decisions of the courts. I shall list some of the major impediments:

1. The general ignorance on the part of leading men in this industry of political ideas and activities, the meaning of Communism and the violent rejection of it by most Americans.

2. The alleged box-office appeal of certain writers and actors. The allegation has not been sustained by receipts during 1950 and 1951.

3. The natural desire to protect property values in already manufactured pictures, in "big names" which cost huge sums to build up, and in investments in pictures currently being shown.

4. Contractual arrangements which the courts will protect.

The answer is that the country will not tolerate the employment of Communists and their allies in this and related industries. An actor, writer, etc. knows who he is and the Communists who recruited him, and he knows whether he has engaged in any other activities which are on the record. All he needs to do is to clear his own record, either by writing a letter to his company, preferably before he is called to court.

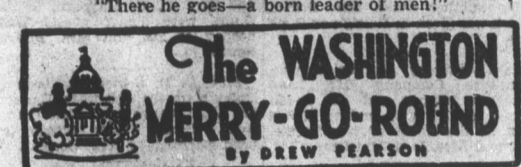
There at least 16 hours out of the 24 and the only way to get a 24-hour housekeeper is to marry one, he added.

The married gentlemen in charge of the Federal purse strings agreed to that, all right, but what they couldn't understand was how even the housekeepers working all night in shifts could be doing \$40,000 worth of laundry a year.

Do you mean, Gortside, that the President's housekeeper has had to do his own laundry and ironing, and that he's been doing it himself?

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Walter Winchell

In New York

By JACK LAIT
Substituting for Winchell

The month of March derives its name from Mars, the god of war; from it stems also the military verb, to march. . . . The third month was so denominated (Martius) in the ancient Roman calendar, which divided the year into a dozen periods. In designating days of the months, the Romans reckoned backwards from three fixed points—the calends, the nones and the ides. The calends were the first day; the ides fell on the fifteenth in March, May, July and October, and on the thirteenth in other months. The nones fell on the eighth day before the nones. . . . The Ides of March, also, never became commonly known, for it was then that Julius Caesar was killed, and Shakespeare's play warned, "Beware the Ides of March!"

March was the Romans' first month until the Julian calendar was adopted in 46 B. C., and continued to be the beginning of the legal year in England until the 18th century. In France it was the first month until 1564, when, by edict of Charles IX, January was set to lead off. Scotland followed that system in 1599, but England waited until 1752. . . . The Anglo-Saxons called March Hlyd-monath, the loud (or stormy) month, or Leacfen-monath (or lengthy month) because then the days grew longer. . . . An old saying in the British Isles represents March as borrowing three days from April (in an adjustment of an older calendar) and the last three days of March were known as the "borrowed days."

I, of course, do not remember all that. I am not quite ancient enough. But I studied up on March, because it has been the decisive period in my life. . . . I was born very close to the Ides of March. I was married in March. I began my newspaper work in March. My (with Lee Mortimer) Chicago and Washington books were published in March, and "U. S. A. Confidential" will be launched on March 13. I enlisted in the Army (3d Reg. Ill. Milib) in March and was mustered out in March. It has been a recurrently eventful month and a lucky one to me. (If I am non-superstitious enough to let my book be published on the thirteenth, I am likewise daring enough not to tap wood as I say that.)

Marches have been my favorite musical compositions, too, for I am a sucker for vigorous drum accents. The first composition that appealed to me, in my childhood, was Sousa's "Washington Post March." And thereby hangs an anecdote.

When I was very young, I was farmed out in New Jersey on a 40-acre patch that belonged to Tom Dennis, whose daughter was Ruthie, later world-renowned as Ruth St. Denis. Also stashed there was a beautiful blonde girl named Pearl Worthington, who was being hidden because she was disputed property in a sensational divorce squabble in the rich Worthington (pump and machinery) family. She was known to us kids as "Pearl Plunkett." I fell fiercely in love with her (I was about eight years old) and remembered her well. When Ruthie came to our house in New York, a couple of years later, my first question was about Pearl. Ruthie didn't know what had become of her—she had been mysteriously whisked away from the farm as she had been brought there.

Like all kids of that day who could afford a half-dollar a week for an hour of teaching, I had to "take piano lessons." I wasn't very apt, and I did not enjoy my "exercise."

Rockefeller group, an organization trying to help the low-cost housing situation in the Caribbean, that only 200 housing units were needed in San Juan. But only four months later the same Carpenter okayed 3,800 housing units for Long to be financed through FHA.

The reason for Carpenter's interest in helping Long could have had some connection with the fact that a lady who registers on the S. S. Puerto Rico passenger list on June 14, 1951, as "Mrs. Rosario P. De Carpenter" is an officer in three of Long's subsidiaries. The lady is Rosario Pelaez, whose daughter has been adopted by Carpenter and who is vice president of Caparra Commercial Corporation and Caparra Grocery Stores and is also secretary treasurer of Caparra Realty. All these are owned by Long who paid "Mrs. Rosario P. De Carpenter" a regular salary.

After the discovery of this interesting connection between L. D. Long and the FHA representative who okayed \$51,000,000 worth of housing for Long, the FHA fired Carpenter.

Naturally, all this is well known to the people of Puerto Rico. So when a U. S. Senator takes the floor and says that the most important thing is to have a regular salary, it doesn't help the

hard-working and conscientious senator.

Shortly after he began operations in Puerto Rico, Long started to apply northern political techniques to the island and dropped in on Munoz Marin, then a candidate for governor, with a large wad of greenbacks bulging from his pockets totaling \$25,000. These he offered to Munoz as a campaign contribution for the Popular Democratic party.

Munoz declined.

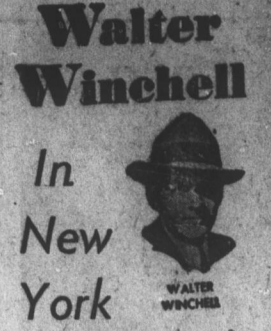
"Our campaigns do not cost that much," he said. "Besides, if I accepted that much money from one man the voters might hold it against me and I would be defeated."

Long, however, insisted. Finally Munoz told him to take the money to the secretary of the Popular Democratic party, get a receipt, and they would use the money if they needed it. If not, it would be returned. Long did so. At the end of the campaign—which incidentally elected a native, Munoz, for the first time in Puerto Rico's history—the money was returned.

The trouble over Long's taxes arose when former Governor Jesus Fiasco, a Washington appointee, told Long that his petition for tax exemption would be favorably considered. Ex-Governor Pinerio has now gone to work for Long. But even so the ex-governor does not state that Long was promised tax exemption but rather that his petition would be considered favorably.

Since then the question of Long's taxes have gone before the U. S. District Court and the U. S. Court of Appeals in Boston. Each decided against him. Though these first appeals were taken to U. S. courts, Long has now gone back to try his hand in the Puerto Rican courts, where the case now stands.

Whether he is right or wrong, Long certainly has been given every right of judicial appeal not usually available in a dictatorship, which he and his Senate friends now claim exists in Puerto Rico.



The WASHINGTON MERRY-GO-ROUND

By DREW PEARSON

There he goes—a born leader of men!"

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The Worry Clinic

By DR. GEORGE W. CRANE

Uncle Sam needs a good course in "Business Psychology." He is woefully poor in Advertising and Selling, as well as Credit. It might do him good to make a scrapbook of these articles that deal with sound American business strategy. And you girls should memorize the "minor decision," especially if you're engaged to bachelors past 30.

CASE C-352: Irvin S., aged 45, is a very successful shoe merchant.

"Dr. Crane, I certainly enjoy your Case Records, and especially when you deal with Business Psychology. In fact, I ask my clerks to read your column every day. Whenever you have an article on Personnel or Sales Strategy, I clip it out of the paper and post it on the bulletin board."

"Would you please give us a column on how to close a sale? I notice that many young clerks let sales slip through their fingers by failing to clinch the deal at the psychological moment."

BUSINESS PSYCHOLOGY
The best way to close a sale is not by a blunt query: "Well, what do you say? Take it or leave it!" No, that shatters the tactful sales build-up. You should gracefully ease into the "closed line" stage by means of what we call the "minor decision."

Don't ask your prospect to make the major decision of buying your goods. Instead, tactfully ask him "Do you want to wear the shoes home or shall I wrap them up?"

That is a positive approach which assumes the sale is completed. Your own positive attitude then tends to push vacillating customers into making up their minds.

And many people chronically find it difficult to arrive at a decision. They may like your merchandise and realize their need for it. They may also have the money to pay for it. But still they waver.

After the age of 30, many bachelors do the same thing regarding marriage. They may be in love and even engaged, but they can't seem to make up their minds on a specific wedding date.

You girls might profitably use this same "minor decision" on them, too.

"Do you think a June wedding is better than a September wedding?" you can diplomatically inquire, as you help push them into a definite decision.

HUMAN STRATEGY
"But, Dr. Crane, isn't it unfair to push people into a decision?" somebody may protest.

No, it is not unfair, especially if you have legitimate goods and the prospect needs them.

How much life insurance would have been sold if you readers had been allowed to wait till you walked into an insurance office?

From the time we were pushed into washing behind our ears and brushing our teeth and using good table manners, we have had to be pushed into doing good, which is for our own good.

In salesmanship, therefore, many difficult men would never protect their wives and children except for the tactful strategy employed by star salesmen.

America has become preeminent because of its stellar salesmanship. And if it is to continue as a world leader, we'll need to inject more of our sound business strategy into government.

Uncle Sam is woefully weak in both his use of Salesmanship or "Business Psychology" as well as his Credit.

Business is a science. It is one of the big fields of Applied Psychology. We need more business in government and less government in our private business.

Send for my bulletin "The New Psychology of Advertising and Selling," enclosing a stamped return envelope, plus a dime.

Thank you, whatever your answer may be.—V. N.

PROBLEM FAMILY HANDICAPS GIRL
DEAR V. N.: This is a shocking report of parental misbehavior in relation to a child. And it is my impression that your mother spearheads the spite campaign—with your father merely echoing (in a thoughtless, fretful way) her abiding sentiment that you are a family nuisance.

All that your mother says against you is an indictment of herself, really. I gather she has resented your existence from the first, probably because of her lazy, self-centered unwillingness (in those years) to be responsible for an infant's welfare. By the time your brother was born, perhaps she was unconsciously disposed to treat him merely as charity, either in tacit resentment for her unjustified animosity to you, or because she'd found some relief from multiple anxieties that weighed on her earlier.

In any case, whatever the facts behind her partisan performance of favoring him while browbeating you, I am convinced that you aren't "at fault" in the sense she claims. Indeed your record of social acceptance, away from home, indicates that you are exceptionally contributive, cooperative and approving, with a proved capacity for taking responsibility and getting things done. These are essential traits for holding office, winning group honors and making friends. And the quest for prestige along these lines often stems from basic lack of emotional security in filial experience.

UNLOAD THE PAST BEFORE MARRIAGE
With many individuals, the obscure aim (unknown to self) of a drive for social achievement is to win a change of heart in an indifferent or rejecting mother—by doing her proud, so to speak. Or by collecting public testimony to one's worth. And the person who blindly pursues this heroic led for closer relationship to an unloving parent is, necessarily, a pretty game character—to have vindictiveness, and come up above, the punishment that fuels the continuing compulsive effort to assuage the tormentor somehow.

As you have done well on your own in the field of friendship outside the home, despite the family's nagging predictions of total failure, I think you don't need to feel frightened when they cry havoc on your engagement to Jerry. They speak from health, but without discernment of the facts before them, and as you have succeeded in the past, so will you succeed in future. If you live by sound principles and don't get discouraged in preparation for marriage, however, you should assume your filial relationship with a good psychologist—to let them behind, in order to be successful, in the way through which success is to be achieved.

Multitasking, characterized by simultaneous intermission of circumstances, or perhaps, inactivity, as to leave them behind, in order to be successful, in the way through which success is to be achieved.

It doesn't help the

Mary Haworth's Mail

By America's Foremost Personal Affairs Counselor

GIRL, 17, IN LOVE AND NEWLY ENGAGED, IS HAPPIER THAN EVER BEFORE, BUT PARENTS GIVE HER NO PEACE.

DEAR MARY HAWORTH: I am a girl 17, of a family of moderate means, and recently engaged to Jerry, who is 22. I have never been so happy as I am now. But will my marriage succeed? You see, I am far from being an ideal person; and in fact have often considered suicide, or leaving home, before I met Jerry.

As far back as I can remember, my parents have said my life is worthless. They have often told me the following: "You will never have any friends." "You will never find any man who will want to marry you." "As you are such a self-centered, demanding and lazy person, the world won't accept you."

And yet I am president of three organizations, and have received a few honors and have several friends. All these people just "getting along" with me, as my parents say they must be.

I am sure that my parents never have really cared for me; and another often says "It is always your fault, so don't feel sorry for yourself." Also my father often curses me; and he never curses my younger brother, so I guess it must be some of sacrifices they have made for me—in the form of clothing, love and consideration.

When I try to talk to them about my problems, they say I am making fun of them, or saying them. I guess I just don't know how to approach them. My biggest worry at present is this statement from them—"Your marriage will go on the rocks. I feel sorry for Jerry."

I have asked Jerry if he loves me enough to marry me, and he says "Definitely." Should we accept the "cises" or my first piece of music, "Mary's Pat Waltz." So I saved my pennies and I bought a copy of "Washington Post March." On the cover was reproduced, in a photo, a front page of the Washington Post, picked at random for the purpose. My young eyes were keen and I could read the reduced type.

And there I found the story of the Plunkett-Worthington case celebre, the award of Pearl's custody and her return to a mansion in Washington. . . . I have never again seen her or heard from her or about her. . . . I wonder if she is still alive.

U. N. News and Visitor's Shopping Guide reports: Milton Smith, the assistant general counsel of the U. S. Chamber of Commerce, has coined a new word "Ballagab" designed solely for Washington bureaucrats, or for U. N. bureaucrats, for that matter.

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