The Daily Record

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How Does A Town Get Industry;

(The Johnson City (Tenn.) Press-Chronicle)

How does a town get new industry, anyway?

Is it by offering tempting tax concessions? Is it by providing a ready-made building for the plant?

Undoubtedly, these things have played their part. But the results have not always been satisfactory.

Anyway, many forward-looking industries are getting away from the idea of holding themselves up to the highest bidder, so to speak. They are not necessarily looking for artificial "inducements." Charles R. Mason, plant manager of Monroe Calculating Company in Bristol, made some illuminating remarks in an address to the first annual Tennessee Industrial Development Conference in Nashville. He played down the old idea of "concessions" and played up the theme that a town's community spirit, labor-management relations, and the quality of its people are of major importance to industry.

Here are some of the things he told the Conference, a new Tennessee agency seeking to promote Tennessee's industrial advantages:

Contrary to the often expressed belief that new industries are attracted into a community because they are given some tremendous tax advantage or given a new plant or something else handed them on a silver platter, I have yet to run across one of those . . . And wages are a declining factor in point of attraction. New industries moving South today, in my opinion, are not drawn because of low wage rates. We in industry know that low manufacturing costs are obtained through increased productivity and not through low wage rates. Our company today pays among the best wages in our whole area. We always intend to be up there. I happen to be one of those who believe that this so-called traditional North-South wage differential is destined gradually to diminish until ultimately it will disappear. And I think it will be a good thing when it does, because we don't need that wage advantage to outproduce our companion industries in the North . . .

For nearly 40 years our company confined its operations to one plant in Orange, N. J. It had grown steadily during that period until by 1945 it occupied about 350,000 sq. ft. of factory space. The end of World War II found us with a tremendous backlog of unfilled orders, production of which had been curtailed very early in the war. Feeling the need of expanded industrial facilities and not having the space there, our company chose to gamble on a proposed location — something it had never done before and something which, incidentally, our competitors have not yet done . . .

We looked for a town that had a proven record of friendliness to industry. We also sought a community that had a record of good labor-management relations. I am sure that you all know that no industry today will willingly enter a community that has a record of long, costly, and unpleasant strikes. That is what I consider the greatest liability a community can have in seeking new industry. Monroe did not want to be an unwelcome neighbor. The company desired a small city — one where Monroe would be a valued addition, and where the company sought a city which was not overindustrialized. And finally, it needed a city which could provide the 500 workers . . .

In 1946 we built the original plant of 100,000 sq. ft.; in 1951, we doubled its manufacturing space. In 1946, we came down here to build just one product — adding machines; today, we build calculators, as well as adding machines and, in addition, we are producing the bulk of the company's defense items for the armed services. We have demonstrated that our production costs are considerably lower, item for item, than in our New Jersey plant (and this is not achieved solely through wage differentials). We have obtained enviable state records in safety, apprentice training, and employment of physically handicapped. We have obtained an enviable record for quality of products with our sales organization . . .

I do feel the greatest one single resource this area has to offer is people, and we have demonstrated in our factory we can outproduce our fellow workers in Northern cities. I am very proud of this. And if we can do that in seven years, I am sure that in the next seven we can surpass them (even) further.

What Mr. Mason was implying, we believe, is that the South should put away its inferiority complex and go after industries on its demonstrated advantages in that most important quantity, people. It shouldn't try to "bribe" industry to come to it, but should tell its story so vividly and convincingly that industry will want to come as a matter of course. — From The Johnson City (Tenn.) Press-Chronicle

Wellons Party

Continued From Page One

Wellons presented Mrs. Young with a $50 bond on behalf of the company.

AWARDS

Calvin Wellons, general manager of the plant, presented truck driver J. H. George a $25 prize for a perfect safety record during the year. According to Wellons, George drove approximately [illegible] miles during the year without a single accident.

William C. Marshburn presented and Mrs. J. T. Lewis, Mr. and President John H. Wellons with a letter to which he was told that on [illegible] Wellons grants him the Nance Wholesale in Sanford. The office shares of the photos. Pol- Mr. and Mrs. Bill Taylor, Mr. and

[illegible] this presentation, Mrs. Christine Stewart, floor superintendent in the plant, presented John H. Parker, plant superintendent, with a fishing rod and tackle box on behalf of the employees.

OTHER EMPLOYEES

Besides employees of the Wellons Candy Company, employees of Harvey Gatesville were also at the party. William Wellons presented the employees and received a filing cabinet from them for a Christmas present.

Abner Harrington of Sanford, presented a dog and magician set. Guests at the party included: Mr. and Mrs. G. T. Lewis, Mr. and Mrs. H. F. Carter of Wilmington, Mr. and Mrs. T. T. Nance of Sanford, Mr. and Mrs. Bill Taylor, Mr. and Mrs. Norman J. Sutton, I. E. Williams and Mr. and Mrs. Carl G. Conner.

These Days

By Sokolsky

The archeologists, anthropologists and other specialists have long labored to discover the origin of man, avoiding, of course, the hypothesis that he was created by God in His image. These scientific folk have dug in the debris of the past for skulls and bones and stones and potteries, hoping eventually to come upon the first ancestor of us all.

They have found some bones in Heidelberg in Germany, in Java, in the south of France, in the vicinity of Peking in China, and in Piltdown in Sussex, England. And out of these bones, they reconstructed frightening caricatures of manhood to which they gave various names, such as Pithecanthropus Erectus and Cro-Magnards, etc., all of which at school we had to memorize and believe, just as the theological students in the Middle Ages were required to know the details of the lives of angels.

No sceptic dared to raise even an eyebrow because science is infallible and each scientist stands above the normal errors of man until another scientist proves that the contrary of any hypothesis can be as correct as the original. Thus, we poor mortals, knowing only the facts of life, can never tell whether Einstein's correction of Newton is perfection itself until someone in this intellectual elite corrects Einstein, which may or may not happen while we are alive, for such genius does not often beset the human race.

At any rate, the Piltdown Man, of whose existence I was required to believe nearly 40 years ago, is no more. He has been undone by chemistry, which wore away his patina and proved him to be a perpetrated by a humorist, who while unknown has achieved immortality.

Of Piltdown, that popularizer of science and history, H. G. Wells, wrote:

"The bony remains discovered at Piltdown in Sussex display a creature still ascending only very gradually from the sub-human.

"The first scraps of this skull were found in an excavation for road gravel in Sussex. Bit by bit other fragments of this skull were hunted out from the quarry heaps until most of it could be pieced together. It is a thick skull, thicker than that of any living race of men, and it has a brain capacity intermediate between that of Pithecanthropus and man. This creature has been named Eoanthropus, the dawn man. . .

"There was moreover a jaw-bone among these scattered remains, which was at first assumed naturally enough to belong to Eoanthropus, but which it was afterwards suggested was probably that of a chimpanzee. It is extraordinarily like that of a chimpanzee, but Dr. Keith, one of the greatest authorities in these questions, assigns it, after an exhaustive analysis in his "Antiquity of Man" (1915,) to the skull with which it is found. It is, as a jaw-bone, far less human in character than the jaw of the much more ancient Homo Heidelbergensis, but the teeth are in some respects more like those of living men."

Well, it apparently was not so. It is now assumed that some fellow, with artistry an skull, pasted a lot of odds and ends together and did a job on the scientist.

Now, we who know nothing—not having Ph. D.'s — ought not to badger the scientific elite, because one error does not prove that they they see even if the thing was put there for them to see.

My complaint is that they ridicule those who believe what we do not see or hear or smell or touch because some concepts are not measurable by instruments or by knowledge but only by faith. The scientists reject our faith but insist upon their own as infallible. They really do not know for a fact that the Piltdown gravel pit is 100,000 years old, although they are willing to believe that, just as they believed, up to this week, that the Piltdown Man was somewhere between 50,000 and 1000,000 years old. He turns out to have been manufactured like a toy in one of Woolworth's stores but with greater competence.

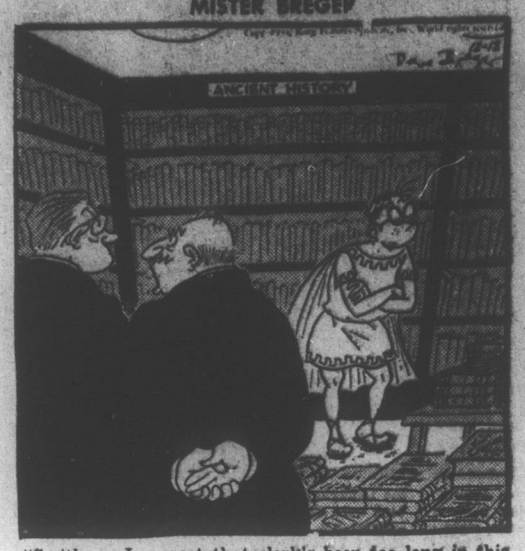
Now that the Piltdown sub-man is no longer an ancestor, I think I shall return to the theologists, who, if they cannot prove their case by a microscope, give me the comfort of a power outside myself whose moral law is, at any rate, a guide to decent living.

NEW YORK (AP) — When Saul J. Allen, director of the city's Traffic Summons Control Bureau, went through the mail containing checks for parking tickets, he discovered Morris Zippert had made "a slight error."

Zippert had enclosed a check for $100,000 to cover his 24 fines.

Said returned the machine-written check for a "resistance of 34 instead."

MISTER BREGER



"Smithers, I suspect that clerk's been too long in this department—transfer him to Current Literature!"

Washington — President Eisenhower held two emergency Cabinet meetings plus a regular Cabinet meeting to whip his legislative program into shape before he sat down last week with GOP Congressional leaders.

The program his Cabinet came up with in the end was surprisingly liberal. Some said it was more like the New Deal than what the Republican party stood for, and this was the chief reason for the clash with old guard GOP leaders.

However, the program i aflexible and Ike advisers went into the closed-door sessions prepared to give.

Here is a rough summary of what the Administration proposes:

DEFENSE BUDGET — Secretary of Defense Wilson has finally produced a three-year program for trimming down defense spending. It calls for the reduction of the Army-Navy by 300,000 men next year and by 500,000 men during the three-year period. The Navy will lose 60 ships, including two battleships, but no airplane carriers. The Air Force, which was cut too drastically last year, will be given seven new groups — but not to be completed before June 1, 1957. This will make a total of 137.

The defense budget for fiscal year 1955 will be $39,900,000,000 of expenditures or $33,200,000,000 of appropriated money. The difference is accounted for by money left over from the previous year.

This cut is drastic, but not as drastic as those ordered by Louey Johnson. Unfortunately, Undersecretary of Defense Roger Eves failed in his attempt to revamp the defense establishment along modern atomic lines. Instead the three services sliced a little, but basically stuck to conventional weapons such as warships and foot soldiers

UNBALANCED BUDGET

BUDGET BALANCING — The budget will not be balanced next year. Reluctantly, secretary of the Treasury Humphrey has bowed to the inevitability of an eight to nine billion-dollar deficit. He still thinks the proposed new budget is too high and doesn't see how he's going to raise the money.

TAXES — The tax cuts scheduled to go into effect in January will be made. No effort will be made to stop them, though that is the only way the budget can be balanced. The President proposes to cut excise taxes by about 50 per cent; also wants to drop the increase in social security. There will be no attempt to put across a sales tax in the form of a manufacturers' sales tax.

ANTI-RECESSION PROGRAM

Ike's economic advisors have set up a public works program not unlike New Deal days, in case the business economy turns sour.

FARM PROGRAM — Price supports continue automatically next year. But for next year Agriculture Secretary Benson proposes flexible price supports — differing according to different commodities — and much more effort to sell farm produce abroad. Congressional leaders don't like the flexible or sliding scale angle. They favor rigid price supports.

AID TO EDUCATION — Some Ike advisers definitely favor federal aid to education, in order to alleviate the desperate problem of overcrowded schools. Final outcome will depend on Congressional leaders.

TRADE AND TARIFFS — This will be put off until after the Randall Commission reports in March.

LABOR PROGRAM — Revision of the Taft-Hartley Act will be proposed, but will not go nearly far enough to please labor leaders.

ADVICE TO IKE

President Eisenhower will battle hard for his legislative program in the next Congress, but he won't use the big stick on GOP Congressmen from closely contested districts if they don't support him all the time.

"I realize that those fellows in the marginal districts have a tough time getting elected," Ike told GOP Congressman William H. Ayres, who himself comes from the marginal district of Akron, Ohio. "They have to follow a middle-of-the-road policy most of the time, without veering to the right or left, if they want to remain in Congress next November. I understand their problems and plan to be sympathetic."

Ayres' district, which he carried by 22,000 votes in 1952, is one of the most variegated in the country, and is sometimes called "Little America," the Ohioan told Ike.

"My 465,000 constituents include 85,000 members of organized labor, 27 organized nationality groups of various ethnic origins, 50,000 negroes and 3,000 farmers," reported Ayres. "They can't all get to see you, but they want me to act as their agent in expressing their views to you. One thing I can say confidently is that they want Congress to enact your legislative program."

"It will be a constructive program, aimed at doing the most good for the nation as a whole," replied the president. "That's the kind Congress should enact, without catering to any pressure groups. I am for a constructive revision of the Taft-Hartley law, but we can't scuttle the entire law to appease some labor leaders.

"The same objectivity must apply to the farm program. We can't go overboard for farm subsidies at the expense of harming consumers."

Ayres said he felt confident that the next session of Congress would support Eisenhower's legislative proposals, adding: "If Congress doesn't support you, it's cooking its own goose."

CAPITAL NEWS CAPSULES

TOUGH TALK — The British bitterly resented Secretary of State Dulles' blunt warning that the United States would stop all military aid unless the French approve the European Army treaty at once. Dulles' virtual ultimatum not only shocked French politicians but also astonished [illegible] Secretary Anthony Eden [illegible] tried to get Dulles to [illegible] harsh language, but [illegible] on the grounds that he had to talk tough in order to show Congress he would not stand for any French stalling.

BRICKER FOUNDATION — A group of midwest industrialists are planning to set up a foundation to promote the adoption of the Bricker amendment to the Constitution. The amendment would handcuff the president's right to negotiate international agreements in a dozen ways. President Eisenhower, Secretary Dulles. If passed, it would throw the whole foreign relations into a state of chaos.

CUTIES

"He practices juggling books by the hour . . . says he wants to be an accountant when he grows up."

Walter Winchell In New York

THE BROADWAY LIGHTS

First-Nighters: "Kismet," starring Alfred Drake and Doretta Morrow, opened at the Zeigfeld Thursday night after playing 10s performances in the tryout towns before challenging the Broadway critics . . . The late Sidney Howard's play, "Madam, Will You Walk" (at the Phoenix Theatre) was welcomed by the reviewers, who had no newspapers in which to salute it. Some of them gave quotes to radio newsmen. They acclaimed the twinking of Jessica Tandy and Hume Cronyn. The show's success has ironic overtones. It was originally produced in 1929 with George M. Cohan as the star. It perished trying out . . . Tidings from okays and nokays. Franchot Tone's starrer, "Oh, Men! Oh, Men!" (in New Haven) and "Little Jessie James" in (Cincy) were pegged as potential clicks . . . "In the Summerhouse (at Hartford) and "Dead-Pigeon" (St. Louis) were rated as duds.

In the Wings: A Broadway Rain was trying to talk his wife into deferring her trip to Hong . . . "Can't you even wait," he moaned, "until the newspaper strike is over?" . . . One of Sinatra's pals (just in from Hollywood) was asked how Frank was taking the breakup with Ava . . . "Terrible," was the report. "He's putting on weight!"

Stage Door: Marilyn Monroe rejected the lead in "Sodom, Tennessee." So producers Aldrich and Meyers shelved plans for that play for the umpteenth time . . . The N. Y. Times reviewer at Anna Russell's Carnegie concert was a hepcat. He noted that she "fractured" them . . . Variety's Washington agent reported that "Thieves Carnival" proved to be amusing, drawing not only chuckles but delighted bellylaughs." Then he flipped eyebrows with: "The show isn't good enough for Broadway." . . . Baltimore reviewers appreciated "Born Yesterday" and Mrs. Sugar Ray Robinson in the Billie Dawn role . . . Critic W. Gibbs (The New Yorker) found "it rather shocking" to discover "Kind Sir" is a sellout (with standees every night) despite the sour notices . . . Very simple: Mary Martin's magic and Charles Boyer's womanouvers . . . Why the legit theatres are reluctant to install bars: How many drinks can you sell in a pair of 10-minute intermissions?

The Cinemagic: "Flight to Tangier," a conventional melodrama, is piloted by Jack Palance. Joan Fontaine is his co-pilot . . . A Britisher named "Trent's Last Case" has the clue-chaser and killer playing hare-and-hounds. It is a superior film . . . "The Stand at Apache River" is a tomahawk-waver from Old Hokum Reservation . . . "Veils of Bagdad" unreels the gee-whis brand of adventure . . . Les Padovani is the flame in "Flame of Love," a pretty good import . . . "Project M-7" is a soom and moper about the development of jets. The story, you might say, has wings . . . "Jesse James Raid" is Bing-Bang-Bish.

The Telecities: NBC's Opera Theatre gave the proper vibrations to Verdi Macbeth. Patricia Neway was the prima donna dandy . . . The sales pitch by Dean Fosdick and Adolph Menjou make their commershils seem downright elegant . . . Studio One's merry communique on Playwrights vs Critics expertly yanked the fangs of the aislemen . . . Jack Benny's "Omnibus" was jokey. Dorothy Malone was delightful . . . Janet Gaynor's teevy inaugural was crowded with charm. She was enchanting throughout. The story was entertaining some of the time . . . The surprise of the week was Godfrey's homespun Hamlet . . . The most literate comedy script of the week: "Wait ty "Bonino," which rose off the air soon . . . It blasted the average head actuaries of certain fancy producers . . . Alex Dreier's "Man on the Go" bill showed the author, Patrick Henry . . . [illegible] without representation was not, he shouldn't do it with representation!

With the late Larry Hart, Rodgers went on to write 29 shows. Twenty-eight flopped without their chance to prove their mettle. Four flops or they had to quit as five shows in one year (1926). In the 29 shows only three could be counted as failures. A young author of "Garrick Gaieties" introduced the immortal "Mountain Greenery."

There is a story recounted by the author with an apology for doing so (it did) that concerns Rodgers the Hart. It [illegible] (with two young ladies) [illegible] said Mr. Hart, is a kid for a song . . . It appeared in London in "One Dam Thing After Another," and then again in "Connecticut Yankee."

The Worry Clinic

By Dr. George W. Crane

Pamela thought her mother was below par as a parent. But the shoe was on the other foot for Pamela rated "Very Poor" on my 100-point "Behavior Test for Teen-Agers," whereas her mother rated "Average on the 100-point "Test for Mothers."

BY DR. GEORGE W. CRANE

Case J-374: Pamela J., aged 17, is a senior in high school.

"But I don't get along very well with my mother," she began.

"She nags me a lot and objects to my going out on dates. I tell her she is old-fashioned.

"So I'd like to take home your 'Test for Parents' and let her see how she rates.

"Really, I don't think my mother is up to average."

BEHAVIOR TESTS

There are two sides to such arguments. Pamela may be correct in her diagnosis of her mother.

But it is also possible that Pamela is not up to average, either, as a modern American teen-ager.

So I recently constructed a 100-point "Behavior Test for Teen-Agers," which I recommend to you parents and teachers, as well as young people.

Modern psychology demands that we get down to brass tacks and test ourselves against actual yardsticks or rating scales.

On this "Behavior Test," therefore, you will find the 50 most common faults of teen-agers as well as their 50 most important assets or virtues.

While Pamela is rating her mother on the "Test for Mothers," I'd suggest that her mother reciprocate and rate Pamela on the corresponding "Test for Teen-Agers."

Here are some of the most common faults of modern youth. Some think it is smart to drink or smoke or gamble or accept foolish dares to show their bravery.

Others crash parties to which they are uninvited, or use profanity and steal, as by taking souvenirs from restaurants, such as spoons, ash trays, salt and pepper shakers, etc.

Many young folks argue over whose turn it is to run errands to the store. Others gripe about lack of money, when they should have jobs and earn their own way.

Some talk endlessly on the telephone. Some slam doors and turn on the radio or TV loudly late at night when their parents are trying to sleep.

TEEN-AGE BATTING AVERAGES

Some can't even awaken in the morning by means of an alarm clock but still rely on mama to get them up.

Or they toss their clothes on the floor or upon a chair at night instead of hanging them up.

They will also fail to wash the ring of dirt from the bath tub or wash basin after using it.

Or they'll brush their teeth and get many flecks of toothpaste on the bathroom mirror, yet fail to clean the mirror afterwards.

Others are bullies and tease their associates unduly. Or they put off their homework until Sunday.

They may also grab for food at the table instead of politely requesting it, and jump up from the table without asking to be excused.

Others impose on their parents without even a "Thank you," and borrow the family car for dates, but fail to even wash or clean it beforehand. Then they "mooch" gas from Dad for they bring it home without filling the gas tank.

Some grumble because they want many late dates per week when even the colleges limit late dates to Friday and Saturday nights (2 per week.)

These are just a few common faults of teen-agers. Watch this column tomorrow for some of their outstanding virtues and assets.

Mary Haworth's Mail

By America's Foremost Personal Affairs Counselor

SOME ENCHANTED EVENINGS

Deems Taylor helps Dick Rodgers and Oscar Hammerstein remember some of their own as well as the theatre's brightest hours in his new book, "Some Enchanted Evenings."

The theatre's happiest and most productive partnership since Gilbert and Sullivan (which wasn't very happy, started with "Oklahoma!" which was about 20 years after Dick and Oscar met. . . The author reminds us that things might have been different. If the Theatre Guild hadn't needed a new tapestry (and set up its own version of Amateur Hour) Rodgers might have become a salesman of babies' underwear. . "Garrick Gaieties" (for the Guild's [illegible]) gave Dick Rodgers and Larry Hart their start.

Oscar might have been a lawyer if he hadn't found that courting was too costly a pastime to continue on a law clerk's pay. So he hit his Uncle Arthur for a job as assistant stage manager. One of his first chores, discovered him. "Young gal you gotta think." The name was Mae West.

The Rodgers formula for success, if [illegible] in the order of things, that is, for the New York [illegible] where many of the musical shows are [illegible] "want what you want, when you want it, anyway, also has the world. Tunes were as it [illegible]

The Rodgers formula [illegible] is a case of only [illegible] [illegible] and [illegible] [illegible] [illegible] of [illegible] [illegible] the [illegible] [illegible]

Their work in Hollywood gave them little satisfaction. The final straw was a line from the late O. O. McIntyre, who columned: "Whatever became of Rodgers and Hart? . . . They headed back for Broadway.

"On Your Toes" was the first show in which they provided their own book, followed by "Babes In Arms." Seventeen year - old Mitzi Green sang "Where or When" and "The Lady is a Tramp." . . . "I Married an Angel" in 1938 had Josh Logan as stage director. He became increasingly important when the Rodgers and Hammerstein team got under way. . . "The Boys from Syracuse" was a try at Shakespeare. . . "The Many Girls" (a flop on the road) surprised everyone (including Rodgers and Hart) by becoming a hit on Broadway.

"Pal Joey" was a real landmark. Taylor points out that it brought a new and authentic realism to the stage. And came very wonderful songs, as we learned last year when it was revived to run longer than the first try at the Barrymore Theatre in 1941. And then "By Jupiter" in 1942. It was the last show Rodgers and Hart wrote to [illegible]. Larry Hart was hospitalized during much of the writing of "By Jupiter." Dick took an adjoining room at Doctors Hospital. Most of the show was written there.

GET YOURSELF

ANOTHER BOY

Formerly, you were tentatively willing to do wrong, from your viewpoint, in the hope of achieving marital bliss. But it is a moral axiom that unrighteous means usually lead to undesirable ends, as your experience with Al has proved. If the unsportsmanlike ploy did not at last to be true to your convictions always, you will have taken some profit from the reversal.

As for how to regain the respect of Al and the woman, my advice is, don't worry about their train of thought. You write from a large city where they are very small fry; thus the sensible solution of the impasse is to find and utilize opportunities to make friends in other spheres. Meanwhile, to rejuvenate your self respect—which is the authority of happiness — talk over your dating perplexities with a good practicing psychologist. The larger churches in your city, also the Family Service agencies, offer counseling help of this kind.

M. H.