

125 Given Certificates In Salesmanship Course

Lt. Gov. Ballentine Speaker At Dinner Held At The Club

Approximately 125 sales people who took courses in the last three weeks under auspices of State distributive educational service were given certificates for completing the work, and Lt. Gov. L. Y. Ballentine, of Raleigh, spoke to the group on salesmanship at a "commencement" dinner at West End Country Club Thursday evening.

Ballentine spoke on salesmanship and commended the sales people for the work they have done in the past three weeks.

Clerks, department heads and executives attended the classes, which were directed by Mrs. Della Putnam, of the State Department of Public Instruction.

The training courses were under sponsorship of the mercantile af-

fairs committee of the Henderson Chamber of Commerce, with H. C. Bowie as chairman. Bloys W. Britt, secretary of the chamber, was toastmaster. The invocation was given by Rev. C. D. Barcliff, pastor of the First Methodist church, and Mr. Bowie spoke a welcome. Britt introduced the guests. Ballentine was presented by F. S. Royster, president of the chamber, and following the address, Superintendent E. M. Rollins, of the city-county schools, presented the certificates, some individuals receiving two awards for completing two courses.

The lieutenant governor said in his address that every one is a salesman of some kind, and there are many kinds. He told the group that they are a part of the American distribution system and that their work has helped the national economy. The nation has performed a miracle in production, but there must also be a miracle in distribution if all the people are to share in the benefits. Declaring that a seller's market has prevailed for the last several years, Ballentine warned that that will not always continue, and that the time is coming when the art of salesmanship will again have to be applied in making business. It is here that the courses just completed will yield benefits. The high level of purchasing power can be maintained and must be if the nation is to carry its great burden of debt as it ought, the State's No. 2 man said.

Among those introduced to the audience were T. Carl Brown, head of the distributive educational service of the State education department, and W. D. Slattery and W. D. Logan, who aided in the courses conducted here.

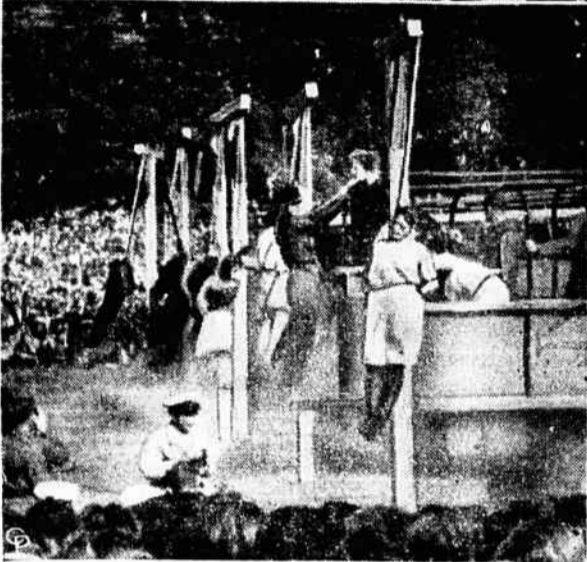
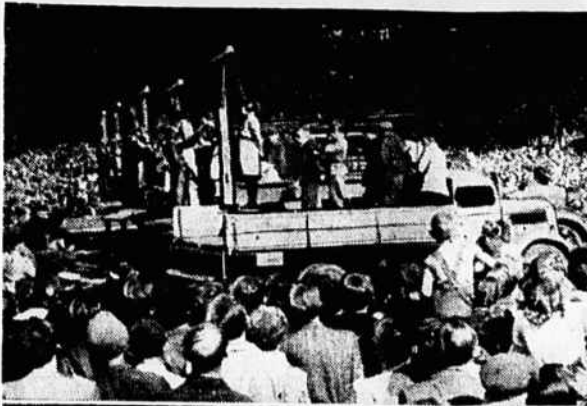
Britt thanked the workers and congratulated the group taking the courses, and also expressed appreciation to the Kiwanis club for use of its quarters, and to the Couples club of the First Presbyterian church, whose members served the dinner. R. W. Ehret was chairman of the ticket committee which placed tickets for the banquet.

J. C. KITTRELL IS GREATLY IMPROVED

J. C. Kittrell, veteran member of the Henderson bar, is rapidly improving at his home here following an operation in Durham three weeks ago. He was returned to his home in Church street last Saturday, and is reported to be making steady progress toward permanent recovery. Mr. Kittrell is able to sit up and get about the house.

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MASS HANGING FOR WAR CRIMINALS



A HUGE MOB, numbering about 35,000 persons, watches the mass hanging of 11 war criminals at Danzig. Convicted of responsibility for the murder of more than 200,000 Jews while they were in charge of concentration camps during the war, the war criminals were placed standing on trucks beneath the gibbets (top) while the nooses were adjusted. Then the trucks were driven off (bottom), leaving the 11 bodies dangling. Four of the 11 that were hung were women. (International Exclusives)

Coddling Of Young People Poor Policy, Babson Says

By ROGER W. BABSON,
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Financial Bureau, Inc.

Gloucester, Mass., July 26.—This city, like most communities, is having trouble with juvenile delinquency. It shows here especially in the breaking open of summer cottages and unoccupied buildings. In Wellesley, Massachusetts, where I spent most of the year, it has been evident in the ruthless destruction of school property for which there is absolutely no excuse.

Parents Are Blamed.
The police and school departments put the blame upon parents. They state that too many parents are either at work—or else out on parties, etc.—while the children are running fast and loose throughout the town. Perhaps this criticism is justified, but it should be remembered that the parents are paying the salaries of the policemen and school teachers. Of course, the parents should help more, but the police and the teachers have no right to dump it all back into the parents' laps.

In some homes both parents are obliged to work in order to pay the high living expenses and taxes that we have today. When I was a boy, the parents and school teachers cooperated. In fact, when I got a licking in school and my parents heard about it, I got another at home! But for some reason corporal punishment has entirely gone out of style in most school systems of today. The first step in eliminating juvenile delinquency is to restore corporal punishment in both the schools and the homes.

Coddling Young People.
Professional psychologists (most of whom have no children of their own) say that children should be entertained more and at the public expense. In some cities, the police department is even getting up parties for the boys on Halloween so that they won't smash windows and destroy property. This philosophy seems very crazy to me. I speak both as a large employer of young people and as an educator with 200 students now on the Babson Institute campus.

I believe in supervised playgrounds; also in the work of the YMCA, YMHA, CYO and similar organizations. More people should contribute to such activities; but appeasing young people to prevent them from destroying property will accomplish no more than did the appeasing of Germany to prevent her from destroying Europe.

What Is The Remedy?
One remedy for juvenile delinquency is to repeal certain state laws as to employing minors. Boys who are strong enough to destroy buildings are strong enough to work in a store or on a farm. The original purposes of these labor laws may have been sound; but they have been carried too far. Corporal punishment may do something for these boys when the schools are in session; but only hard work can relieve them of their excess energy in the vacation period.

I have a granddaughter of college age whom I personally desired to employ as a secretary this summer. To my great surprise, I was threatened with the law for not first getting permission from the town authorities to have her help me! Because of the various officials upon whom she was obliged to call, it took her two or three days to get the proper blanks filled out in order that she could work for me for

a couple of weeks.
New Point of View Needed.
President Truman is not the only person who is coddled on labor problems. There are just as bad examples among the legislators of every state, and especially among the school committees of most communities. Labor legislation is necessary and I am for it; but it should apply equally to employers and young people. Furthermore, habits of work should be taught in our public schools along with French, Latin, music and the so-called social studies. But first of all, churches, YMCAs, YMHAs, CYOs and other groups interested in reducing juvenile delinquency should get the laws changed so as to encourage the vacation employment of young people.

How's Your I. Q.?

Can you answer seven of these quiz questions? Turn to Page four for the correct answers.

1. Halloween occurs on the eve of what day?
2. An American destroyer was torpedoed in the North Atlantic before the U. S. entered World War II, can you name the ship?
3. Average weekly take-home pay in manufacturing industries is now higher or lower than the average of 1945?
4. In 1918 the U. S. government took over all railroads; why?
5. In World War II, what was "Operation Torch"?
6. Does the prefix "anti" or "ante" mean "opposed to"?
7. What does homogenization do to milk?
8. Who was Billy Sunday?
9. What is an amanuensis?
10. Which two seas are connected by the Suez Canal?

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Maybe the reason the discussions on Indian independence last so long is that, in India, everyone seems to speak a different language.

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