

Corporations In New York Prefer Men Over 40 For Executive And Selling Jobs

Men over 40 are preferred to their younger rivals for executive and selling jobs in New York City's foremost sales executives, according to a survey of the members of the Sales Executive Club.

These men represent some of the city's largest business. Their report was made at a meeting of the club which were invited members of the American Legion who are on the staff on behalf of more work for men over 40.

Eighty percent of the members of the Sales Executive Club reported they were over 40. The survey was made by Charles C. Stech, secretary of the New York City Sales Executive Association.

The reasons for preference of older men were:

- 1. They are likely to turn out more work.
- 2. They are more likely to be conscientious.
- 3. They are more likely to be willing to undertake unpleasant assignments more willingly.
- 4. They are more likely to bring in new ideas.
- 5. The sales executive who preferred men over 40 as their first five choices in importance; enthusiasm and cheerfulness, more prompt adaptation, more care in personal appearance, promptness in getting into a new assignment, and initiative.

Millions In Income Tax Is Expected

Treasury officials estimated that income tax collections for the month will total \$500,000,000—about \$140,000,000 more than in September last year and the largest September collections since 1929. They

Worms Often Attack Stored Dried Fruit

Fruits and vegetables now being preserved by drying may become infested with worms.

To protect dried fruits and vegetables from infestation it is suggested that they should be stored in tight paper bags or other containers which can be kept tightly closed.

The dried foods should be examined from time to time to see whether worms have appeared. If they get into the foods in spite of the precautions taken, the foods should be heat-treated.

Fruits and vegetables found to be infested should be heated to a temperature of at least 135 degrees Fahrenheit for two hours or longer.

The oven of an ordinary cook stove makes a good place as any to heat the fruits or vegetables, provided it has a thermometer to indicate the temperature.

If the dried foods become reinfested after the heat treatment repeat the treatment.

It has also been pointed out that dried fruits and vegetables should be stored in a dry place to protect them from mould.

Their estimate was based on collection trends since the 1936 revenue act went into effect. The law increased levies on upper bracket individual incomes and imposed the tax on undistributed corporate profits.

Why is it that a mother always worries for fear some girl will marry her son, and for fear some boy won't marry her daughter?

German Farming Methods Practical, W.N.C. Man Reports

Arthur Weidlick, Jackson County, Just Back From Germany, Enthused Over Their Methods

"Farmers in Germany really work and make every foot of ground produce something," said Arthur Weidlick, head of the Log Cabin Association in Jackson county, who has just returned from a tour and study of several months in Germany. He addressed the Rotary Club here Friday.

"There is no such thing as erosion in Germany. Neither are there briar patches. Every foot is utilized, and in instances where a farmer doesn't carry on as he should, the state takes over his farm."

"On one occasion, I visited a farm, and they had a garden 30 by 30 feet, and only 2 acres. On this small tract, the man supported his wife and four children."

"The population of Germany averages 650 people to the square mile, while in this country we only have 65 people to the same area," the speaker said. "So, you can readily see the necessity of conserving everything."

"All prices in Germany are fixed. Both of what the farmer buys and what he sells. When I left there several months ago, German farmers were getting \$1 a bushel for wheat, 12 cents for hogs on the hoof, 10 cents for beef and 25 cents a dozen for eggs. Their forest products bring much more than in this country. The farmers there are not allowed to burn any wood for fuel, instead, it is carried to a central point, and everything from sugar to wool is made from the wood—even the needles of pine are used."

"There are no strikes in Germany, and no unemployment."

"Germany belongs to the children—and also, the children belong to Germany."

The two most interesting things, according to Mr. Weidlick first was the system recently inaugurated, whereby a fund is created and every working person has to take a two-weeks vacation each year. The expenses being paid out of this special fund.

The second most interesting, was their highway system. Four-car lanes are provided, with a ten-foot grassed-plot in the center to keep cars from meeting. There are no obstructions, and no towns are on the highways. This means faster and safer travel, he said.

"The German people are still eating themselves to death," he said. "They require six meals a day—and that looks like prosperity."

GENERAL SALES-LADY



MISS MARGUERITE MASSIE

general sales lady of women's merchandise for Massie's Department Store. She has personal charge of all women's hose, underwear, and sweaters. She has been with the firm since it opened for business in 1928.

Canton Tax Rate Reduced 5 Cents

City officials of Canton, have adopted a budget calling for an expenditure of \$141,530.24 for the coming year, and necessitating a tax rate of \$1.70. This is a reduction of 5 cents over last year's rate.

At the same time, the Canton city officials, made a reduction in the water rates. The prevailing price is \$1.10 for 4,000 instead of for 3,000 gallons as before September first.

Expenditures last year amounted to \$56,932.10, while the new budget calls for \$63,877 for the same items for the coming year.

The budget has \$6,500 set aside for street lights.

A Big Year For U. S. Farmers Is Predicted

The United States department of agriculture forecasts that the farm income for 1937 will reach a total of \$9,000,000,000, which is approximately \$1,000,000,000 more than the farm income for last year.

In purchasing power, the sum amounts to practically the same as that of pre-depression years, although the actual amount of cash is somewhat less.

This news is received in the agricultural south with a particular welcome, because general prosperity here depends largely on prosperity of the farmers.

Estate Of Ruth Roland Is Believed To Be A Million

Ruth Roland, wealthy film actress left 50 per cent of her estate to her husband, Ben Bard, producer, and the other half to various relatives, her will and codicil has shown. Miss Roland died last week. The estate was valued unofficially by lawyers at about \$1,000,000, mostly in real estate property.

AAA Assistant Looks For New Tobacco Legislation

A prediction of new tobacco legislation to be enacted at the next session of Congress has come from J. B. Hutson, assistant AAA administrator in charge of the tobacco division. He cited sentiment among the powers expressed at mass meetings in the tobacco growing areas of the South. Hutson attended two of these meetings in North Carolina and one in Kentucky.

Another thin growth remembering is that troubles are like ugly dogs—they look worse coming than going.

Wallace Trying To Hold 1938 Crops Below Normal

Secretary Wallace announcing limitations with which farmers will have to comply next year to obtain Federal benefit payments under the existing soil conservation act, recently stated: "In the absence of other legislation, normal weather conditions over several seasons again will result in the accumulation of burdensome surpluses."

He and other officials began last week formulating a program for holding next year's crops below 1936-37 average, but declared at the same time that Congress must enact new crop control legislation, to insure effectiveness of the program.

26 Trampled To Death During Demonstration

Twenty-six persons were trampled to death last week and 46 injured when a panic spread through a procession of 100,000 workmen at the gate of the Ras El Tin palace in Alexandria, Egypt. The procession was in the nature of a demonstration of loyalty for Egypt's King, Farouk I.

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