

Newark Union-Gazette THE MARION ENTERPRISE

Editor and Publisher: HORACE GREELEY HOWARD

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America's 'Wallop Index'

Now that this nation is really swinging into its national defense program, there is a good chance to look around and judge some of the factors that would give any possible aggressor pause before it—or he—went looking for trouble with the United States.

Examining the facts of the case, the conclusion is inescapable that it is the industrial might of this country that is our best insurance against getting embroiled with any other nation in the world.

Col. Willard M. Chevalier, publisher of Business Week, has, for instance, collected some very pertinent statistics on this subject.

Col. Chevalier has estimated America's "wallop index," based on the national capacity to produce the essentials necessary to carry on a modern war—things like coal, oil, steel, autos, and electric power.

Setting at 100 the German capacity to produce these resources, our own capacity would figure at 242," he declares.

"Stacked up against the totalitarian powers, the United States still has the edge despite the recent industrial and agricultural acquisitions of Hitler and his Axis partners."

Chief of the steel industry as an example, the noted analyst continues: "The capacity of U. S. mills at the beginning of 1939 was 81,619,500 tons. This is nearly twice last year's output of Germany and the countries that have come under German control where mills were operating at a feverish pace.

The 50 per cent greater than the production of the Rome-Berlin-Tokyo axis; and it falls only 15,000,000 tons short of the output of the entire world outside the United States, including Russia and the British Empire."

Industrial production alone does not make a country strong. National faith and national unity are vital, too. But when all work together, the result surely is foreordained.

Dale Carnegie

Author of "How to Win Friends and Influence People."



GETTING A RAISE

Here's a letter that persuaded a bank president to give a janitor a raise—a letter containing superb psychology, written by William Nichols, a colored janitor at the Peoples Bank and also at the Post Office, at Roxboro, North Carolina.

William holds down several other small jobs such as firing stoves, mowing lawns and gardening. He is one of the most energetic colored men in town.

He went to the post office where he could use a typewriter and set down and pecked off a letter to Mr. C. Hunter, vice president of the bank. William Nichols has not had much education, and he wrote as he would have spoken. But no one with a college education could have written a letter that was more psychologically sound, better spelling, better psychology, no. He talked in terms of the other fellow.

This is his letter:

"Dear Sir: I want to express my appreciation for all the nice things you have done for me since you have been a member of the Peoples Bank, an for the amount of money I owe the Bank. You will give me one more month. I will pay you in three payments and thanks to you, but may I ask you to reason with me just a moment.

You be the janitor for a few minutes and let me be Mr. Hunter. You have give me the best of your services for the last 14 years with the average of 3 hours for every day and 365 days to the year, or 10,995 hours each year an I pay you between 15 and 18 cents per hour an you have got to pay your house rent an feed and close your family. Buy wood an coal and carry your insurance an pay your doctor bill and send your children to school an if you are smart enuff to find something else to do, that no reason I shouldnt pay you what you is worth to me.

Now less change back. You be Mr. Hunter and I be William. I have said to you before, I love my job and I wants to keep my job as long as I can, but I will sure thank you if you will raise my salary. If you do, and if you dont, it is still my job. Thank you sir. After you have finish all work an dont have one thing to worry your mine, you will remember me.

"From William Nickels."

I asked Mr. Hunter if William Nickels got his raise. He replied, "Yes, indeed, he got his raise! We could have found a dozen other people to have done the work for less, and still have been within the limitations of the Wage and Hour Bill, but we thought he deserved the raise for his letter."

That janitor used wisdom as profound as Plato.

This is what he did: he expressed appreciation for past favors; he told of the service rendered; he outlined the situation from his point of view; he appealed for more money.

Our Honored Judge

And be void of all reflections. With sterling qualities, which outstand. He's a credit to his profession, and his simple ways among his friends. Has been a worthwhile lesson. He's firm and steadfast in his faith. With the courage of his convictions. He's bound to meet with great success. At least, that's our predictions. We're proud to place his honored name. In Newark's great cavalcade, and trust it's just a stepping stone. In the plans that are well laid. We know that he'll be just and fair. And in his work alert, So let us drink a toast to him, The Honorable Lewis Gilbert, U. U. EMIS.

World Samaritan



SS LESSON FOR WEEK

By REV. ROBERT H. HARPER

Jesus' Concern for Life and Health. Lesson for November 17: Luke 7:2-15.

Golden Text: John 10: 10. As the Great Physician Jesus manifested his great love for men and freed them from the misery and limitations of their afflictions. And surely we should be concerned as a Christian duty for our own health, to keep ourselves physically fit, while giving our support to healing agencies for the benefit of all the people.

In his saving ministry Jesus came in contact with a remarkable man of a cruel age. Though a centurion, he won the esteem of the people among whom he was stationed; though a master, he loved his servant and sought his cure; though a Roman, he exercised a faith greater than any that Jesus had found in Israel. He was also a man of fine discernment and judgment—reasoning from his own use of authority as a Roman officer that Jesus needed only to speak the word of healing from afar and the servant would be restored.

The lesson shows Jesus as more than the Great Physician—as the Lord of life. Entering the village of Nain, he saw a sight as sorrowful as can be imagined of human bereavement—a widowed mother following her only son to the grave. What wondrous joy he brought to that mother's heart when he raised that only son to life! What a loving, compassionate Saviour he is, and how we should love him!

His works of healing and his raising the dead to life are evidences indeed of his concern for life and health, evidences of his love for men, and symbols of his larger ministry to their souls, of his offer to them of spiritual health and his assurance of endless life.

how, what, why?

The Newark Union-Gazette has arranged with the Office of Information of the New York State Colleges of Agriculture and Home Economics to answer questions about problems of farm and home. If you enclose a self-addressed, stamped envelope, and mention the name of this paper, you will receive a direct reply to your query from the colleges. Do not ask more than one question in one letter or on one post card. Ask as many questions as you like, but make each one a separate communication.

Heat Value of Wood

R. C. wants to know how wood compares with coal in heating value, especially for some of the trees found in farm woodlots. Professor A. B. Recknagel of the forestry department answers: "Compared with coal with a heating value of 100, black locust has a heating value of 102. Others, more than 90, include black hickory, iron wood, honey locust, white oak, shadblow, and dogwood. "In the group that has a heating value of from 80 to 90 are white ash, beech, yellow birch, sugar maple, rock oak, red oak, and black oak. "Woods that rate from 70 to 80 include black ash, white birch, black cherry, slippery elm, red maple, sycamore, and tamarack. "Each year about two million cords of wood are used for firewood in New York State."

Today and Tomorrow

By F. P. STOCKBRIDGE

DRAFT . . . Commonsense

To me the most interesting thing about the drawing of numbers of young men to whom will be given military training is that the procedure completely failed to have the effect which many politicians feared and predicted it would have. Instead of an enormous public protest, the draft demonstrated the innate commonsense of the American people, who have accepted compulsory military training as if it were a long-established regular routine.

As nearly as I can figure out, all of the outcry against the draft originated with a very small group of pacifists, perhaps more or less consciously egged on by Communists. Politicians were scared, as politicians usually are, by something that was new in their experience. There is nothing which resembles a scared rabbit quite so much as the average politician in an election year.

I've talked with a lot of the boys whose numbers came up. Without exception, they're all tickled pink at the prospect. And the wives of the ones who are married seem to be just as happy.

WOMEN . . . courage

The ridiculous and sentimental notion that women are the less courageous sex, if not the weaker, seems to have a strong hold on the political mind. Until now, the United States has not faced the opinions of women voters to consider. There weren't any women voters the last time we went to war, but womanhood's sentiments were supposed to be expressed in the popular song: "I didn't raise my boy to be a soldier."

The politicians who opposed the draft for fear of the women's vote should be reassured by now. The mothers of the first boys drafted are proud to have their sons taken. One of them, Mrs. Henry S. Bell, was in the hall in Washington when the first number, 158, was drawn from the bowl, and it was her own son's number. She could hardly restrain her pride.

PIONEERS . . . grit

There stands in Washington a sculptured memorial to the pioneer women of America. One has only to look at it, and think of the courage and endurance which the women displayed who made this country what it is, to get over the idea that there's anything soft about American women. When it comes down to real grit, toughness of moral fiber and clear judgment between right and wrong I'll pick woman rather than men any time.

I often think back to the tales I heard in my boyhood, of men and women of my own family who had gone pioneering into the wilderness of the American West. One of my great-great-grandmothers was sixteen when she and her young husband of eighteen started for the Vandalia Territory in a covered wagon. Her granddaughter, my grandmother had had to shoot five Indians before the redskins quit trying to burn the log cabin she and my great-great-grandfather had built with their own hands.

The women of today don't have to show their courage in the same way, but I'm satisfied they have just as much of it and

Arcadian Annals

FIVE YEARS AGO Newark Union-Gazette November 15, 1935

Charles H. Herrick of Newark was chosen new president of the Wayne County Bar Association. Dr. Alan Valentine was inducted as president of University of Rochester. Recent births include a son, Donald Evan, to Mr. and Mrs. Harry W. Ross on Nov. 5, a daughter, Nancy Jane, to Mr. and Mrs. L. H. Contant on Nov. 6, and a daughter, Jacqueline Elinor, to Mr. and Mrs. Robert Wage. Miss Grace DiSanto of Newark and Frank Trombino of Lyons were married Nov. 12.

TEN YEARS AGO Newark Union-Gazette November 14, 1930

W. L. Mussack of Elmira has been appointed manager of the local Montgomery Ward store. Born to Mr. and Mrs. Merrill M. DuBois, Nov. 11, a daughter. The wedding of Miss Celena Vassuer and Charles Noren took place Nov. 8. Gordon Meyer has been promoted to manager of the 17th district of the Associated Gas and Electric Co. with headquarters in Newark.

TWENTY YEARS AGO Newark Union-Gazette November 12, 1920

Mr. and Mrs. Judson Padden of Phelps and Mr. and Mrs. George R. Feller of Newark are now located at San Diego, Calif. Miss Mary J. Van Koevring and Frank Fagner were married Nov. 3. District Attorney W. T. Purchase has presented to the Grand Jury the cases of 14 Newark violators of the liquor law, 7 for selling hard cider and 7 for selling whiskey and gin.

THIRTY YEARS AGO Newark Union-Gazette November 12, 1910

John A. Dix, Democrat, was elected Governor by a 66,000 plurality in last week's election. S. H. Mora and W. H. Birdsall have organized a company at Cleveland, O., as the Mica Truck Co., capitalized at \$700,000. Born to Mr. and Mrs. William Herrman, Nov. 8, a son, and to Mr. and Mrs. A. D. Snyder, a daughter.

FORTY YEARS AGO Newark Union-Gazette November 14, 1900

A son was born to Mr. and Mrs. Charles Galusha Nov. 11. Miss Ella Louise Blossom of Port Gibson and Richard Harrison Allerton of Newark were married here Nov. 8. Miss Rose Williams has gone into the insurance business and has an office in the Sherman Opera House. In a double wedding at South Butler Nov. 11 Miss Mabel Foster of that place was united to Charles Kelly of Newark and Miss Maude Marcellus of South Butler was wed to Dr. Albert E. Kelly.

Pigeon, Poultry Fanciers to Hold Joint Area Show

Pigeon and poultry fanciers of upstate New York and their favorite fowl will converge on Rochester November 27 through Dec. 1 for a five-day exhibition at the newly-renovated Civic Exhibits Building. For this year the Rochester Pigeon Fanciers Association, which has been sponsoring poultry shows for 35 years, and the Pigeon Fanciers Association of Rochester, have joined forces to produce a larger show in larger quarters. Already premium lists are being made out for the scores of classes and prizes in which the pigeons, chickens, Guinea hens, geese, ducks and turkeys will be competing, Arthur O. Schilling.

chairman of the show committee, and Donald Cook, show manager, announced. Six hundred pigeons and six hundred birds in the poultry classes are expected to be entered or shown, from this state, from the Middle and Far West, and even from the Dominion of Canada.

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HAVEN'T DODGED ANY OF MR. BLACK'S SHOT THIS SEASON YET. IS HE SICK? HE'S BEEN BUSY WITH ODD JOBS SINCE HE GOT THAT TELEPHONE. It didn't take these birds long to drum up one good reason for having a farm telephone—it helps get and keep work. If you, or members of your family, are working out, you need a telephone more than ever. It makes it easy for employers to get in touch with you when there's work to be done. And after the job is underway, it provides a ready link between you and your work. More jobs come to you when you have a telephone. NEW YORK TELEPHONE COMPANY Family separated? Telephone them Thanksgiving Day, November 21st, when Long Distance rates are reduced all day.

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