

THE ANDOVER NEWS

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LOOKING FOR THE GOOD IN PEOPLE

THE FACT that labor is highly organized is prima facie evidence that defensive action is necessary. All down the ages employers have made the practice of seeing the "bad" there was in their employees, and now that upon which they have concentrated their attention has become a grave reality.

Better that they had concentrated their attention on the good there was in their workmen.

It is a law of nature that causes the thing we think about most to follow in our footsteps. We usually create in reality, that which we first create in our minds.

It is this great truth which distinctly marks the difference between the successful man and the failure.

One man sees himself earning a hundred a month, as a chauffeur. Another man, with no better and no greater number of brain cells, sees himself the owner of an automobile, and he manages to get it. Still a third man, probably with fewer brain cells than either of the other two, sees himself the manufacturer of automobiles and he, too, gets that which he sees and piles up millions, which is only another way of saying that the difference between two mechanics working at a bench is merely a difference of imagination. Both are good mechanics, but the Ford THOT ABOUT manufacturing automobiles and his bench partner merely thot about driving automobiles. They are both doing that which they thot of most, one a millionaire, the other still a poor mechanic.

All down the line of human activity we see this principal exemplified. Whatever we see in ourselves and in others, they in turn, are apt to see in us.

If you don't see anything good in your employees, change your line of THOT and commence looking for the good. It is there, all right, if you'll earnestly and sincerely look for it, you'll be more than apt to find it.

Please do not bother trying to convince us that there is "badness" in your employees. We'll admit it.

We know it is there. That's what we've acknowledged all along, but what we are trying to show you is the fact that it does not pay to see it. See only the good and very soon — sooner than you'll expect — you'll see nothing but the good. Only that on which you turn the spotlight grows. Then be careful where you play the light.

As an employee, the writer has always found it profitable to perform more work and better work than he was actually paid to perform. Some employees say they have tried the plan and it didn't work. Maybe it doesn't always work. Very few principles do, under all conditions, and with all men, in all forms of mind. Again, maybe they didn't try it long enough or with sufficient faith in its success. Maybe they half way expected it to fail, in which case it always will.

On the other hand we've employed a considerable number of men, and with but one exception have we fallen down thru the practice of treating them as we would treat one of our own brothers, and in this case the particular man that we have in mind was not likely to have been a fair criterion by which to judge, because he was a paid agent, placed in our organization for the express purpose of trying to destroy it.

We are not saying that this rule is applicable in every case — no rule holds good in every case — but we do say that if your employees are not reflecting the very attention which you, yourself, hold toward them and toward the public with which you deal, yours is, indeed, a remarkable exception to the general rule.

The law of retaliation is always at work. You get back that which you send out — with INTEREST, whether it is profitable or unprofitable, right or wrong. If you do not recognize your chickens when they come home to roost, it was because you paid no attention to the brand of eggs you were hatching.

In the opinion of the writer that is what was the cause of all of the labor troubles, both in the coal mines and the railroad shops of the country, which was responsible for all of the strikes and misery caused the American public the past few months.

"Give us this day our daily bread" — and plenty of it.

Work seldom bothers a lazy man. He doesn't do enough.

A wise son never calls his dad down in public.

A girl likes to hear compliments — when they are addressed to her.

Any fool can make money, but it requires good judgment to hold onto it.

The man who sees himself as others see him gets an eye full.

Politeness, they say, costs nothing — but it does. It often requires a strain upon good nature.

The man with a big head doesn't always have a heavy load to carry.

Charity begins at home with some people — when they live alone.

Because a person likes, you is no indication that he is willing to lend you money.

Some tongues are as sharp as needles, but by no means as valuable.

It may be true that all men are born equal, but they don't know it at the time and forget it afterwards.

It is no trouble to keep our eyes and ears open these days, but it requires a lot of forbearance to keep our mouths shut.

England, it seems, has pulled a Bonar as prime minister — but strictly in accordance with law.

"Common sense" is misnamed. It is not so common.

AS THE EDITOR SEES IT

PICKERING, backbiting and lack of harmony have reeked more community prospects than we care to enumerate. They are the granite upon which many a bright commercial future has been smashed to nothingness. They are the death knell of prosperity in any town.

And yet we see reputable and high standing and well meaning business men continually taking little, vicious digs at their competitors in the commercial field. We see them throwing out innuendoes in the hope of curtailing the trade of their rivals. We see them casting veiled reflections on the business integrity of other firms who may perchance be more successful than they are.

It doesn't pay. It doesn't pay either the man, his rival, or the commercial life of the community upon which we all must depend.

Many business men have no thot of the far reaching effect of their inconsiderate words to the detriment of others, but the disastrous effect is felt on all hands. It creates a spirit of discord in the community, destroys the confidence of one in another, and prevents that cohesion of purpose by which we accomplish the greater achievements of life.

We would like to see every man speak well of his business associates. We would like to see them all laboring in harmony in a commercial union for the advancement of this town and this community. We would like to see them all pulling together in order that the load may be lighter for each.

We have everything to gain by such a unity of purpose. We have nothing whatever to lose. Are you for it?

Idle rumors are busy little things. In time they are often accepted as stupendous facts.

Any person can suggest something that is utterly absurd, and there will be hundreds of people ready to believe it, especially if it is at the expense of some other person.

The next time you hear a juicy piece of scandal do not be too hasty in swallowing it whole. Three-fourths of it may be rumor grown to huge proportions.

BECAUSE a man has a reputation for telling the truth is no indication that his truthfulness is in all cases commendable.

Some people with even the best of intentions do not know how to curb their tongues. They blurt out the truth upon all occasions, and particularly at the wrong time.

There are times when the cause of justice and humanity requires the suppression of the truth until the psychological moment for divulging it. Any other course would result in disaster or a miscarriage of justice. A wise tongue knows when not to wag.

WHEN a man begins to get gray hairs his wife begins to let it be known that she is considerably his junior.

And that is as it should be. Knowledge comes from experience and experience comes with age, it is true, but we can never afford to admit that the feminine member of the matrimonial firm is "getting along in years."

Our wives must never grow old.

FLIRTING is becoming a popular pastime with many men who imagine themselves irresistible in their dotage.

They stroll along the street on the lookout for a pretty face and a trim figure.

When they encounter one they ogle it. If there is any act of recognition, they smirk. If the "come on" signal is hoisted they simply wallow in their own vanity.

The male flirt is becoming both numerous and insistent, but there is a limit to his activities. He never flirts with his own wife.

The average man likes to dwell upon the faults of others. It enables him to forget his own.

Advertisement for James P. Cannon Co. featuring "Holiday Happiness" and "Thanksgiving Overcoats for \$25". Includes text about clothing quality and store hours.

Advertisement for General Trucking and Hauling, featuring "PRICES RIGHT" and "W. M. Woodruff".

Advertisement for W. M. Woodruff, Andover, N. Y., with contact information.

Advertisement for Miss Florence and Mrs. Ruth Williams, featuring "INSTRUCTION GIVEN ON VIOLIN, PIANO, CELLO and MANDOLIN".

Advertisement for THE WEATHER, providing a forecast for the week beginning Nov. 16th, 1922.

Advertisement for J. HARVEY BACKUS, Local Observer, with a notice about a crooked man.

Advertisement for O'NEILL'S, 34 Main St., Andover, N. Y.

Large advertisement for O'NEILL'S Thanksgiving Specials, listing various food items and prices.

Advertisement for O'NEILL'S ANDOVER, HORNELL, CANISTEO.

Advertisement for NOTICE TO PATRONS, mentioning a move and business hours.

Advertisement for A. O. KEMP, Local and Long Distance TRUCKING, AUTOMOBILE LIVERY, OMNIBUS.

Vertical advertisement on the right edge of the page, partially cut off, featuring "SER" and "Insur" text.