

WERE YOU BORN A SUCKER?

An Editorial

The Late P. T. BARNUM, the greatest pitch-man the circus has ever known, is credited with making the statement that "there is a sucker born every minute."

Now Attorney General Louis J. Lefkowitz tells us that "Everyday is April Fools'" for the glib mouthed door-to-door salesman, who with the arrival of Spring, has burst forth to peddle his shoddy wares to householders across the State.

The Attorney General tells us that the balmy weather last week brought an upsurge in complaints of questionable door-to-door sales practices which indicate that the annual invasion of the unscrupulous door-to-door salesman has begun.

These itinerant pitchmen invade rural areas and suburbia each Spring equipped with every gimmick and dodge in the book with wares ranging from fertilizer to vacuum cleaners.

Their deals include home improvements which are never completed, subscriptions for magazines which are never delivered, and the receipt of unordered books from fly-by-night sales companies.

"Some make the direct 'hard sell' approach: Others get a foot in the door by presenting themselves as television rating checkers, plumbing and electrical inspectors, furnace inspectors, firemen and representatives of reputable companies."

Home owners can be the "Sucker" or easy mark for the gyp artist who offers his "services" and "know-how" from door-to-door:

One vicious fraud perpetrated by these operators is the "On Approval" receipt racket. In this scheme, a vacuum cleaner or other appliance is left with a housewife. She is told that she may keep the article for a day or two to show her husband or until she decides whether to buy it or not.

There is only one hitch. The housewife must sign an "on approval" receipt so that the salesman can account to his firm as to the whereabouts of the merchandise. The bewildered purchaser discovers all too late that the "on approval" receipt is a contract obliging her to pay for the purchase of the vacuum cleaner or appliance.

If you don't wish to become a "Sucker" being taken for a "Spring Housecleaning", ALWAYS CHECK the following suggested guide:

1. Ask to see the credentials of any sales representative who calls at your door, and then check them and his company with your local bank, Chamber of Commerce or Better Business Bureau. Remember, that the legitimate salesman invites your investigation.

ALSO, Door-to-Door Salesmen in Andover, as well as many other Communities, are required to have an authorization from the Mayor granting them permission to sell their wares to the Townspeople. Thus if a Peddler can't or won't show such a permit signed by the local Mayor, or Village Board, a member of the Police Force should be notified immediately.

2. Check the sales price of services or merchandise with your local merchant. Many times a so called bargain is actually cheaper at a local store and furthermore your local dealer will still be there if you should need service on the item of purchase!

3. Never sign a contract with blank spaces or which you don't understand, regardless of what the salesman may tell you. If you don't understand the terms of a sales contract—consult your local Bank or Lawyer. If it is a rather large purchase it probably would be wisest to check with the Bank anyway as you may want to borrow some money to help pay for it. Bank rates are much cheaper than most installment rates on a conditional sales contract.

We are sure that if you check these points you won't have to subscribe to the old adage that "Hindsight is costlier than Foresight."

Turning Back The Pages of Andover History

(Taken from the Files of The Andover News)

50 YEARS AGO

March 28, 1913

J. H. Backus, Publisher

John Doran, 67, died at the home of his sister, Mrs. Julia Joyce March 20th. Besides his sister he is survived by two brothers.

C. W. Williams and William Pardon are Grand Jurors and James Doran and A. M. Wood, Trial Jurors from Andover at the April Term of Supreme Court.

Dean Horan is the new clerk in Cannon's Store.

Miss Lena Gray of Perry is passing the Spring vacation with Mr. and Mrs. D. M. Green.

Robert Stout was called home from New York City by the serious illness of his father, Mervil Stout.

Misses Erma Clarke and Bertha Livermore were week-end guests at the home of Rev. Wm. Burdick at Alfred.

Miss Rena Hunt is home from Painted Post to pass the Easter vacation with her parents, Mr. and Mrs. David Hunt.

Mrs. E. J. Loughlin is visiting her daughter, Miss Emma, in Philadelphia.

40 YEARS AGO

March 23, 1923

J. H. Backus & Son, Publishers

E. J. Atwood was elected Village President and P. C. Lynch, Trustee at the Village Election Tuesday.

Mr. and Mrs. George Willis are the parents of a son born March 11th.

Mr. and Mrs. Charles Burdick returned Tuesday from a visit with relatives in Philadelphia.

Clayton Bennett has returned home from Binghamton where he has been working for some time.

Mr. and Mrs. Will Tractor of Hornell were week-end guests of Mr. and Mrs. George Vickers.

Mr. and Mrs. Mark Taft returned to their home in Jasper Friday after a ten-day visit at the home of Mrs. Taft's mother, Mrs. Eliza Cooper.

Lee Trowbridge, Wm. Rice and J. Harvey Backus were in Wellsville Thursday to attend the funeral of Jacob Freeman.

Mrs. James Burbank was summoned to Sayre, Pa., Thursday by illness.

30 YEARS AGO

March 24, 1933

J. H. Backus & Son, Publishers

E. A. Mullen was elected Mayor and Guy Harder and John Oakes Village Trustees in Tuesday's Village Election.

Charles B. Driscoll, 47, a native of Andover, died March 10th in Seattle, Washington. His wife, his mother, a brother and a sister survive.

Letter To The Editor

March 29, 1963

Dear Mr. and Mrs. Allen,

The report in the Andover News about the failure of plans for a Fourth of July celebration disheartened me very much. I agree completely with you when you say that we are forgetting the real essence of that holiday—that we are forgetting about the pride that we should have in our country and community.

Can't we all take a united action in favor of the celebration and everything that goes with it? Why don't citizens in a small community realize that the easiest and most effective way to accomplish objectives is by COMMUNITY ACTION.

Whether we are conscious of it or not, it is largely up to the people in the small towns and rural areas of America to keep her principles of human democracy alive, AND TO SHOW THAT THEY INTEND TO DO SO! This should be the purpose of our celebration.

I hope that our plans have not been completely discarded, for that celebration would be one of the most important projects ever undertaken by this community. Is there any possible way in which our public could be stirred to cooperation?

Very Sincerely,
Jeanne Rifenburg

Mr. and Mrs. Victor Hoagland and family visited his parents, Mr. and Mrs. Ed Hoagland of Canadice Sunday.

P. D. Perrone attended the Ceramics Engineer's Ball at Alfred Thursday evening.

Mrs. Bealy Hollowell visited at the home of her son, Leon Holloway and family at Allentown Friday.

Mrs. Clyde Harris and Mr. and Mrs. Milton Hultquit motored to Buffalo Thursday to visit Mrs. Edna Wenz.

Harry Bunt of Silver Creek is visiting at the home of his uncle, Mr. and Mrs. Jay Bunt.



Albany Report

By Barber B. Conable, Jr.
State Senator, 53rd District

In these waning days of the 1963 session of the Legislature, we are attempting to find practical answers to the most vexing problems of our smaller central school districts whose presence in our communities has come to mean so much to us. The first problem is to relieve the local school taxpayers of some of the burdens of mushrooming school costs, and the second is to bring greater home control to bear on the State Education Department's far-reaching Master Plan for school district reorganization.

I am frank to admit at this writing that we cannot tell how much success we will have. Everything the state does this year is shaped to a larger degree by the financial problems created by existing state services.

All of us who live in the less wealthy school districts covering most of the five counties in the 53rd senatorial district now are painfully aware of the beating we took under the 1962 Diefendorf Formula for state aid to schools. There were some who thought for a while that some monstrous mistake had been made, but no one can now doubt the truth. Rural Central school's lost their supposedly favored position as the state adopted a new concept of school assistance, termed as "sharing" of costs with the local school taxpayer.

From an immediate point of view, the best bet for our districts seems to be an expansion of the one-year increase of at least seven per cent in state aid guaranteed all districts in the current year. Many of our school administrators have urged a similar increase for next year. This is what I have been working for, but it is hard to find the money—an estimated 12-1/2 million dollars—in these days of the budget squeeze. Some of our rural senators are making common cause to try to get this or even a smaller percentage of additional "save harmless" aid. Almost all of this kind of aid would go to our kind of districts. The alternative is sharply higher school taxes at home for the coming school year.

The most talked-about alternative, application of the "size correction factor" to our rural districts, which would revise a phase of the basic Diefendorf formula itself, would provide practically nothing for many of our schools.

On the question of the Master Plan itself, I asked the Rules Committee of the Senate, which is responsible for all new legislation at this late stage of the session, to introduce a bill to accomplish these aims:

1. Require the State Education Commissioner to adopt annually and submit to the Legislature rules, regulations and standards for reorganization of school districts under the Master Plan. This would give the voters, through their legislators, an opportunity to voice an opinion on their educational standards instead of just having them imposed from above.

2. Forbid inclusion of any school district in a reorganization under the Master Plan until a hearing has been within the district itself to determine if the standards should be modified in the light of local conditions.

3. Forbid the withholding of any type of state aid from a school district until these conditions have been met.

The Education Department must have standards of school size. The previous bill I introduced simply prohibited the withholding of state aid. I am more satisfied with this later bill because it acknowledges the need for standards and establishes a means of arriving at them, which preserves the right of legislative review and local guidance.

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