

**CARRIED AWAY BY "SPRING FEVER" YET?**

An Editorial

Don't get carried away by "Spring Fever" so that you become oblivious to the fast talking door-to-door salesmen and their shady sales practices, Attorney General Louis J. Lefkowitz warned today.

The Attorney General tells us that this past week had brought many complaints of questionable door-to-door sales practices. "These complaints indicate that the annual invasion of the unscrupulous door-to-door salesmen has begun," he said.

Records of the Bureau of Consumer Frauds and Protection of his office show that these itinerant pitchmen, who are not to be confused with representatives of reputable sales companies, invade smaller Villages and Suburbs each spring equipped with every gimmick and dodge in the book. Their wares range from fertilizer to vacuum cleaners.

Homeowners can be an easy mark or "Sucker" for the gyp artist who offers his "services" and know-how" from door-to-door if they listen to his glib, oratorical efforts.

"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," he said.

You may even be approached by telephone with a free offer or gift if you will only agree to let their representative call on you and then find out that you are faced with a double talking magazine salesman who is very adept at using "high pressure tactics".

The Attorney General said that one vicious fraud perpetrated by these operators is the "referral sales" racket. In this scheme, low income families and those with language difficulties are hit the hardest. The housewife is told that she will receive a vacuum cleaner or other appliance much below cost if she "refers" the salesman to a number of new customers who purchase the merchandise. The housewife who makes the "referrals" then signs a "friendship agreement" which, in fact, is an installment plan contract for the full price of the appliance, sometimes hundreds of dollars.

The victim is "then dummed" by a collection agency for the full amount of the contract.

The following guide may be used if you wish to avoid being victimized:

Ask to see the credentials of any sales representative who calls at your door.

Check the sales price of services or merchandise with your local merchant—before buying.

Never sign a contract with blank spaces or which you don't understand, regardless of what the salesman may tell you.

Where you do not understand the terms of a sales contract, consult someone who does, your lawyer or banker if necessary.

Ask if the sales price includes installation and delivery. If you want these services included, tell the salesman to write a statement to that effect in the contract, specifying in detail the type of service and the period during which it will be performed.

In the case of home improvements, never sign a statement that the work is complete until it actually is. If you sign such a statement before the work is finished, as a general rule you will have to make full payment whether or not the contractor fulfills his agreement.

Check the reputation of the salesman and his company with your local Bank, Chamber of Commerce or Better Business Bureau.

Never permit merchandise to be left with you on an "on approval" certificate. The salesman may not return and you will find yourself receiving a bill for an article which you do not want.

Remember that the legitimate salesman, who represents the vast majority of door-to-door sales representatives, invites your investigation.

**THE ANDOVER NEWS**

Published Weekly by

The News Printing House.

Jeanne Backus Allen and Ralph A. Allen, Owners

Entered as Second Class Mail Matter at the Post Office at Andover, N. Y., under the Act of Congress, March 3, 1879.

Subscription Price \$3.50 a year

**Turning Back The Pages of Andover History**

(Taken from the Files of The Andover News)

**50 YEARS AGO**

April 24, 1914

J. H. Backus, Publisher

Miss Helena Bloss, 22-year-old daughter of Mr. and Mrs. M. H. Bloss, died Saturday night following an appendectomy.

Miss Catherine Quinn and Edward M. Walsh were united in marriage by Rev. J. J. Sheehy, Wednesday, April 22nd.

Walter Lanphear has this week installed a new Latrican Feed Mill at his feed mill.

Mr. and Mrs. F. W. Burrows were Buffalo visitors the last of the week.

Misses Julia Raufenbarth and Mary O'Leary returned to Buffalo Monday after passing the Easter Vacation with their parents.

Rev. H. B. Williams was in Painted Post Monday to take part in the installation of a new pastor in the Presbyterian Church there.

George Moses left Thursday to pass a few days with his brother in Geneva.

Mrs. E. J. Loughlin, Mrs. Gertrude Burrows and Mrs. John Common attended a lecture given by Miss Minnie Cott in Wellsville, Monday evening.

**40 YEARS AGO**

April 11, 1924

J. H. Backus & Son, Publishers

The Independence ladies held a warm sugar social Saturday night. The sugar season this year is reported as short of quantity but long on quality.

Max Richardson was a business visitor in Buffalo Friday and Saturday.

Mrs. Louise Jobson left Tuesday for a few weeks visit in Philadelphia.

Mrs. A. C. McFetridge leaves tonight in company with her sister from Buffalo, for New York City where they will visit an uncle.

Mrs. Margaret Fisher of Canteo is visiting at the home of Mr. and Mrs. Alois Kellenberger.

Guy Wood left Monday on a business trip to New York City.

Mr. and Mrs. Will Bines, who have been passing the winter at Orlando, Florida, arrived home Saturday.

M. G. Edwards of Woodhull has been the guest at the home of his daughter, Mr. and Mrs. Robert Brundage this week.

W. S. Calhoun returned Saturday from Clearfield, Pa., where he was called by the death of his mother.

Ransom Monroe left Monday for several weeks visit with friends at Orb, Nebraska, where he was a former resident.

Mrs. Ella Vars, accompanied by Miss Anna Dickerman of Germany arrived in Andover Wednesday night. Dr. and Mrs. Grenolds being detained in New York City by the illness of their daughter, Lois.

**30 YEARS AGO**

April 6, 1934

J. H. Backus & Son, Publishers

Miss Carmen Mae Youmans of Andover and Kenneth N. Jones of Wellsville were united in marriage Friday, March 30th.

Mr. and Mrs. Carl Hann and daughter are spending the Easter Vacation with his parents, Mr. and Mrs. B. B. Hann.

Miss Rose Dawson of Rider College is spending the Easter Vacation with her mother, Mrs. Madge Dawson.

Rev. and Mrs. W. L. Greene, daughter, Eleanor, and Mrs. Carrie Slade motored to Washington, D. C., Wednesday, where the Greenses will visit their son Claire Greene and Mrs. Slade; her son, Prof. and Mrs. Clarke Slade.

Lee Millsbaugh was at North Bingham Saturday where he sang at the funeral of Albert Rogers.

Miss Elizabeth Fuller of Rider College is passing the Easter Vacation at the Raufenbarth Fuller home.

LeRoy Brundage has been a business visitor in New York City this week.

**Doctor Quiddity**

A Public Service Health Message

MEDICAL SOCIETY OF THE STATE OF NEW YORK

**WHEN ARE YOU GOING TO TELL US ABOUT THE HEART AND THE BLOOD VESSELS?**

**STARTING RIGHT NOW AND FOR SEVERAL ENGLING CARTOONS!**

**THIS IS WHERE TO FEEL A PERSON'S PULSE:**

**WITH EACH BEAT THE HEART PUMPS 2 OR 3 OUNCES OF BLOOD INTO THE ARTERIES...**

**... THE RESULTING SHOCK WAVES MAKE YOUR PULSE.**

**TO REPORT A PULSE RATE, COUNT THE NUMBER OF BEATS FOR 1 MINUTE.**

*—MURTE BORGEN, M.D.—*

**Warning Issued On Lightning Protection**

Recent installations of incomplete and hazardous lightning equipment by itinerant (gypsy) installers have been brought to our attention, reports Prof. Edward W. Foss, rural safety specialist in the State College of Agriculture at Cornell.

He urges home and farm property owners to be on the look-out for such salesmen. Inadequate or partial lightning protection installations are potentially dangerous from standpoints of personal and livestock safety as well as fire hazard, he says.

Foss makes these suggestions:

When a lightning protection salesman calls at your door, do not agree to permit him to go to work immediately. Ask for his or his companies' identification card and local address, and say you want time to think over his proposition. After he leaves, check to see if his vehicle has local (New York State) identification by both sign and license—if he doesn't, be most wary.

If he has an identification card, check his name or concern with your local insurance agent, Chamber of Commerce, and/or the county agricultural agent to determine reliability. Always ask for a written contract for work that includes specifications for U.L. approved materials and work done in accordance with Underwriters Code specifications. The name and address of contractor must be there.

Usually, Foss says, itinerant workers carry little or no identification, cannot be reached by phone or mail, and require cash or check upon completing their work. Also, such crews working under no written contract, and usually without casualty insurance, may bring suit if they become injured on the job.

Mr. and Mrs. J. E. Burgett of Newark were Easter dinner guests at the home of his brother, Mr. and Mrs. Ralph Burgett and also visited at the home of his sister, Mr. and Mrs. E. H. Higby.

**Telegram To The Editor**

The following telegram was received Tuesday morning: News Editor Andover, N. Y.

Senator Kenneth B. Keating, in a letter today to the Director of Civil Works of the Army Corps of Engineers, stressed the need for improvements in the existing flood control program for Wellsville, New York, and said: "I urgently suggest that arrangements be made to finance this project through the use of funds already appropriated to the corps."

The Army Engineers are currently evaluating an official study of flood control measures in the Wellsville area. Calling attention to the three so-called "100 Year" floods that Wellsville has experienced since 1959—Senator Keating stated, "This record amounts to a great danger for the village as well as a deterrent to new industry locating in the area." Senator Keating added, "I have today presented in the Senate petitions on this urgent problem which I have received from 153 residents of Wellsville, and the presiding officer has directed that these petitions be referred to the Senate committee on public works for its consideration." The New York Senator concluded, "I will continue to push for early federal action to prevent any future flood disaster in the Wellsville area."

Senator Kenneth B. Keating



If you feel you have been victimized by any unfair or fraudulent sales practices, report the fact to the Bureau of Consumer Frauds and Protection of the Attorney General's Office, 80 Centre Street, New York 13, N. Y., COrtlandt 7-9800.

**The BIG ELMS Restaurant**

Open 7 Days Per Week — 7 A. M. to 12 P. M.

FULL COURSE DINNERS DAILY

Private Dining Room For Parties

Bring The Entire Family

196 Seneca St. Hornell, N. Y.