

BEWARE OF THE DEADLY DOTTED LINE

By W. R. MOREHOUSE

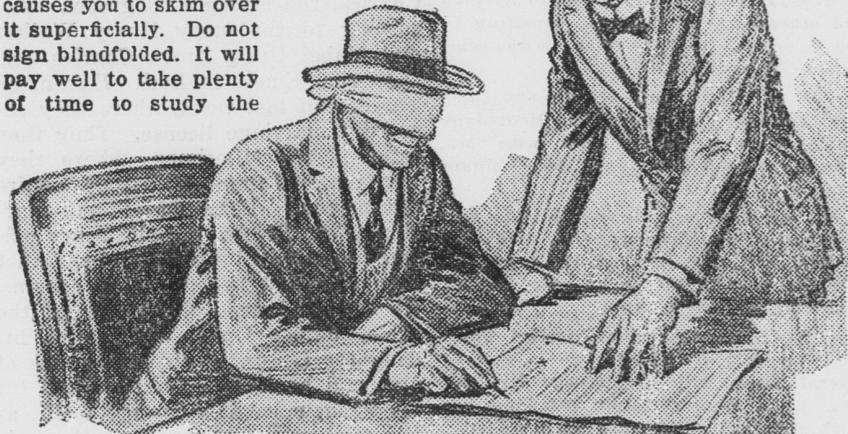
Public Relations Commission, American Bankers Association

WITHDRAWING the family's savings account at the bank where it is safe, and losing it through speculation is a serious matter. It may bring great hardship, especially to the mistress of the home. It may force great economies in household management or amount to actual privation. It may mean that the children will have to go to work before they complete their education. The loss of the family's accumulations may even result in physical breakdown on the part of the wife through worry over the loss of savings which she helped to accumulate at the sacrifice of home comforts, but was not consulted when it came to investing them. The making of investments by men who are heads of families and inexperienced in finance should not be undertaken without consulting her. But even if both agree the venture should be talked over with the local banker or information about it obtained from the National Better Business Bureau in New York, which serves without cost and purely in the public interest. If this is done a lot of trouble and quite likely many regrets and heartaches will be avoided.



W. R. MOREHOUSE

There is one point in the activities of the inexperienced investor where he should have above all a red-light stop signal to cause him to pause and investigate and that is just before he reaches the decision to "sign on the dotted line." Before you part with your savings in the bank by signing a contract placed before you by sharp promoters, stop, examine and investigate! It will pay to read the contract several times, even reading it aloud, all the while weighing every term. It will pay to be on guard against the deadly fine print usually incorporated in most contracts,—so small that it strains your eyes and causes you to skim over it superficially. Do not sign blindfolded. It will pay well to take plenty of time to study the



Do not sign on the dotted line while blindfolded.

contract by yourself where all is quiet and you are free from the personal influence of the persuasive promoter, for to sign without the calmest consideration may spell your Waterloo financially.

Unless dealing with a responsible firm or individual, never sign on the dotted line. If in the least doubt, don't sign. Never sign on verbal assurances that you are fully protected. Terms stated orally but not incorporated in a contract are not binding. Glowing promises, wild exaggerations and gross misstatements of facts are seldom reduced to writing or made in the presence of your witnesses. Your failure to read and to understand a contract before signing is not a legal excuse. When you sign a contract you proclaim that you agree with its terms and will abide by and endeavor to carry them out.

Don't sign just because some high-pressure salesman tells you that you are a wonder, or that you show good judgment, or that you have a lot of sense. Sign only when you are fully convinced that your interests are fully protected.

Prominent Men Used as Scenery
A number of slick promoters recently organized in a certain city an "automobile club" with the assurance

that it would soon erect a number of downtown garages where busy business men could park their cars. As an inducement for business men to take out memberships, charges to them for storage were to be nominal, much less than a like service could be obtained elsewhere. A Board of

Governors was organized with the names of prominent local citizens, among them two eminent judges. No sooner was the organization of the board complete than the promoters, armed with the endorsement of these outstanding men, went forth to reap a great harvest by selling memberships. They got the members—but the building of the garages remained an idle dream.

When the members of the Board of Governors were later interviewed as to how they came to consent to the use of their names they stated that they thought the additional storage facilities were needed in the downtown district and they signed up without looking into the proposition carefully. Imagine their chagrin when told that a reading of the by-laws of the organization showed that the Board of Governors had no powers but had been used merely as scenery in order to sell memberships in a fake proposition!

Because these prominent citizens were careless with their names and failed to read and to investigate the enterprise, hundreds of business men bought memberships only to lose their money. Signing without reading is about the most dangerous act of financial carelessness that can be committed.

the same as the farmer, yet business came through in a way that is far ahead of the farmer. This has been brought about through industrial efficiency, through improvement of methods. They have increased labor output per unit to the degree the costs of production have actually been reduced by better methods of carrying on work. Industrial enterprises on a large scale are spending millions on research. In ten years automobile output per worker has increased 172 per cent, tires 211 per cent, oil 83 per cent, cement 61 per cent.

"Compare that with others. The packers have increased only 27 per cent, sugar refining 23 per cent, boots and shoes only 6 per cent. There has been an increase in agriculture since 1913 of 20 per cent. It is doubtful that business has any such opportunity as exists in agriculture to reduce cost of production through improved methods. Take corn,—Iowa shows a variation in cost of production from fifteen cents to seventy-five cents a bushel. In Illinois the cost of producing corn on 80 acre fields was reduced from fifty-two cents to twenty cents a bushel. The manufacturer who had it within his power to reduce production costs from fifty-two to thirty cents per unit would be tickled to death with the opportunity of meeting competition under these conditions.

"The way out for the farmer is (1) to become a business man, (2) to adopt business methods, to adapt himself to the same kind of conditions and be as efficiently mobile as is our manufacturer or our business man in the ordinary channels of his trade, (3) to rely less upon political promises and more upon individual initiative, (4) to work toward cooperative endeavor, but in the meantime not to wait for cooperative endeavor to solve all of these problems because individually he can do something at the present time."

THE FARMER'S BEST WAY OUT

Dean Russell of Wisconsin College of Agriculture says: "Two things have hit the farmer hard but the same things have hit business. They are increase in cost of production and decline in prices which latter has been more drastic in farm products than manufactured products. The farmer's political friends say salvation can be found through legislation. Our legislative doctors propose price control. The difficulty with this is price control always means price elevation which always produces expansion in production and if this occurs without expansion in consumption you have inevitable decline in prices. The remedy works to produce the very opposite result from that intended.

"Another legislative panacea would make it easier to borrow, as if running into debt was the solution of the difficulty. There are farmers who wish it had not been quite so easy to borrow because the inevitable day comes when they have to pay principal and interest. The third legislative remedy would make easier the pathway for cooperative endeavor. All you have to do is to wave the magic wand 'Cooperation' and all the farmer's difficulties will immediately disappear. I wonder if there is any government that can make people cooperate. The success of cooperative effort will lie in organization from the bottom up rather than from the top down and it will take a decade or two for the results to be felt.

"The farmers have at hand a remedy that can be utilized immediately with the definite knowledge that it will secure far better results. If they will take a leaf out of present day business methods they will have relief in agriculture they will not have to wait for. Business has suffered

Dirt Roads are Most Expensive.

There would be more paved highways but for the expense of paving. Many counties and even whole States hesitate to extend the hard-surfaced roadways because of the expense to the taxpayers. It might extend the good roads system if more stress were placed on the cost of dirt roads. There is no doubt that the latter are expensive, says the St. Louis Post-Dispatch. Much public money is spent in grading and dragging them; in repeating these processes at frequent intervals, because dry weather traffic and the wash of rains are both damaging to these roads.

But that is only a part of the expense; really, a minor part. The Agricultural college at Ames, Iowa, has determined by a series of tests that it costs an average of two cents a mile more to operate a car over dirt roads than over paved roads. That means a \$20 additional cost on 1,000 miles of dirt road driving. Multiplied by the thousands and hundreds of thousands of cars that use these antiquated routes chiefly or exclusively, the aggregate of additional cost is stupendous.

More than that is needed to approximate the total, however. Time is worth something, and the paved road is an all-weather route. The farmer, given this advantage, is much nearer to being entirely independent of the weather in marketing his products, thus enabling him to take advantage of favorable market conditions, which he might not do with only dirt roads available. Then there is the tourist travel, whatever it is worth to the communities it traverses. It is notable this year that more motorists from the Middle West are touring eastward instead of going to the western mountain States or the Pacific coast. The reason many of them give is that the Atlantic may now be reached by pavement.

If more people understood the cost of unpaved roads, surely there would be less opposition to something nearer permanent construction. Once the advantage of pavement is won, there is no thought of going back to the dust and mud of the old system, and the experience of travel steadily is strengthening the conviction that good roads are worth the money.—Clearfield Republican.

Open Season for 11 kinds of Fish.

The open season for eleven species of game fish began in Pennsylvania July 1, and are as follows:

Bass, small and large mouth—July 1 to November 30; not less than nine inches long. Ten of combined species is legal limit.

Bass, white rock crappie, strawberry or calico—July 1 to November 30; not less than six inches; 15 of combined species in one day.

Pike perch or wall eyed salmon—July 1 to November 30; not less than twelve inches; ten in one day.

Pickercil—July 1 to Nov. 30; not less than 12 inches; 15 in one day.

Muscullunge or western pike—July 1 to Nov. 30; not less than 28 inches long; 3 in one day.

Lake or salmon trout—July 1 to Sept. 29; no size limit and 29 may be taken in one day.

The trout season which opened April 15 closed July 31.

Resident fishermen over sixteen years of age and all non-residents must have licenses. The fee for residents is \$1.00 plus ten cents for the county treasurer. Non-residents fees are in accord with those charged in native States but do not exceed \$2.50. Two rods and two lines and one hand line with not more than three hooks is the limit for each fisherman. All must be under immediate control of the fisherman. With the exception of landing gear no other means of taking fish is permissible.

—The "Watchman" is the most readable paper published. Try it.

IDEA OF STEAMBOAT BELONGED TO FITCH

Belated Honors Paid to Unfortunate Inventor.

In the little town of Bardstown, Ky., a monument was unveiled on May 25 to John Fitch, recognizing him as the inventor of the steamboat.

It was at Bardstown that "poor John Fitch," discouraged by his failure both in this country and in France to get supporters for his invention, committed suicide. That was on July 2, 1798. A long time between that date and May 25, 1927!

The payment of these belated honors may or may not help to rest John Fitch's soul. However, with the unveiling over Fitch's burial place of the monument provided for by appropriation of congress, the right of Fitch to the title of inventor of the steamboat may be considered fixed. Whatever glory properly belongs to Robert Fulton for practical development of the steamboat need not be diminished by giving to Fitch the share due him for the invention.

John Fitch was born on January 21, 1743, in Windsor, Conn. Following a boyhood of practically no educational opportunities, he went to sea when seventeen. Later he worked as clock-maker, brassfounder and silversmith. In the Revolutionary war he was a gunsmith for the American troops, and with them went through the winter at Valley Forge. After the war he was a surveyor and trader in what was then the West. Then came his return to Pennsylvania, where he settled at Warmminster, near Philadelphia, and produced, in 1785, his first model of a steamboat. Two years later, on the Delaware river at Philadelphia, he made a successful trial trip with a boat 45 feet long, 12-foot beam, and 12-inch cylinder engine. During the summer of 1790 he ran a larger boat, carrying passengers, from Philadelphia to Wilmington. That appears to have been the end of his venture. His backers dropped their support of him. In 1798, despairing of further aid in this country, Fitch went to France. But the French revolution was on. Penniless, he worked his way back, and so to Bardstown, where he ended his tragedy of an unappreciated inventor.

Among Fitch's papers now in the Library of Congress are the plans and specifications of his steamboats. In respect of the old controversy whether the invention was Fulton's or Fitch's, it might be noted that a committee of the New York legislature declared in 1817 that Fulton's steamboat was "in substance the invention patented by John Fitch in 1791."

Improved Sundial

Most sundials are more ornamental than practical, for calculations must generally be made to tell the time accurately with them. An indicator designed by Julius Wengenheim, a regent of the University of California, is said to eliminate this objection, registering the hour as closely as a watch and requiring no computation. It is a curved bronze plate so adjusted that it can be set for any latitude. Corrections are worked out with curved lines, and the measurements are indicated for the longest as well as the shortest day. Plans have been made to set replicas of the dial at various places on the university campus, to aid students in reaching their classes on time, and at Mount Hamilton, where astronomers may consult them.—Popular Mechanics Magazine.

54th ANNUAL Encampment and Fair

of the Patrons of Husbandry of Central Pennsylvania
Grange Park, Centre Hall, Pa.
August 27 to Sept. 2, 1927
Encampment Opens August 27th
Exhibition Opens August 29th

The largest and best fair in Central Pennsylvania; by farmers and for farmers. Grounds increased to seventy acres. Beautifully located. Shade and pure water. Electric light. Telephones.

A large display of Farm Stock and Poultry, Farm Implements, Fruits, Cereals, and every product of farm and garden.

LIBERAL PREMIUMS
Free Attractions and Amusements
COME AND HAVE ONE BIG TIME!

Admission (For Entire Week) 50 Cents
Fifty cents will be charged for parking automobiles.
ALL TRAINS STOP AT GRANGE PARK.

JACOB SHARER, Chairman.

We Have Set Apart a Space for
the Custody and Care of

Wills

There are many advantages in surrounding such an important document with the safeguards we offer.

There will be no charge for this service.

The First National Bank
BELLEFONTE, PA.



THINGS THAT Tempt Burglars

Should not be left at home. Better put your valuables in our Safe Deposit Vault where they have constant protection from both theft and fire. We have Private Boxes here to rent for as little as \$2.00 and up per year.

THE FIRST NATIONAL BANK
STATE COLLEGE, PA.
MEMBER FEDERAL RESERVE SYSTEM

SALE OF Boys' School Suits AT FAUBLE'S



\$16.50 Suits now \$9.85
13.00 Suits now 8.85
10.00 Suits now 6.85

Only 3 weeks until school opens. Be one of the lucky ones. Only 68 Suits in this lot—they won't last long.

A. FAUBLE