

Babson's Point of View On:

SCHEMES TO DEFRAUD THE INNOCENT CUSTOMER
There is today a flourishing underground of con games aimed chiefly at victimizing the naive, the poor, and the elderly. Involved are essential services and products, and the approach generally appears to be both helpful and honest. But the Better Business Bureau and other protectors of the buyer warn that millions of dollars are being muddled from unsuspecting customers without their even becoming suspicious.

WIDE RANGE OF COME-ONS
The schemers don't have to try to sell Brooklyn Bridge or make an old lady withdraw her life savings to cover some allegedly "found" money that will be shared with her. Today's extortions take place in a most "natural" manner, in the marketplace, in the home, by mail. They have an everyday flavor: they look innocent though . . . until it's too late. Frequently they are directed at the 18 million senior citizens whose incomes may be low but whose bank accounts are too often just big enough to be vulnerable.

Heating, plumbing, and house repair proposals should never be accepted from strangers without a complete investigation of the prestige of the companies involved. Far too commonplace is the furnace "renovation" that finds the unit a "fire hazard". A new furnace costing several hundred dollars is suggested. For most householders, it is easy and necessary to take the word of the "expert" . . . too often the furnace is already disassembled. Most victims don't bother to get professional help; they ante up the

cash. **STORE LOSS-LEADERS SOMETIMES BAIT**
Irking the Better Business Bureau in many areas is a retail strategy including ads offering fantastic bargain prices for brand merchandise. When the customer arrives, he is shunted away from the proffered article by one excuse or another. Far more expensive merchandise is demonstrated, with a big special on how much better it is than the advertised product. So many unwilling customers have been hooked this way that educational TV has been showing films to teach the gulleible or the weak-willed how to avoid being bilked.

This sort of thing also goes on in some frozen-meat centers. Advertising ridiculously low prices for beef, for example, can end up in clever diversion of customers to far more expensive cuts. Then, too, many buyers find that they pay regular supermarket prices—or higher—for meat after the "hanging weight" has been slashed by boning and fat removal. Some customers have reported that they ended up paying more than \$1 a pound for beef cuts that included hamburger.

WATCH OUT FOR WORK-AT-HOME AND MAIL-ORDER GYPS
Beware of the glamorous ads that tell you how to go into the mail-order business or how to make things at home that you can sell for a fortune, usually to the company doing the advertising. Here again the Better Business Bureau advises against responding to any glittering claims, particularly when you must send money to find out

what it is all about. There have been instances where customers have bought expensive machines for turning out textiles, novelties, or clothing, with the promise that the company will buy the results. More often than not, fault is found with the customers' product; all that the firm cared about was unloading the costly machine.

There is no riper field for "padding the bill than auto service. One prevalent gimmick of some quick-buck garages is to offer a tune-up or a special overhaul for such a pittance that it is difficult to resist. Then, once the car is in the station, it is simple for the workman to find a few other things that need repair since he "had the hood up." Best way to avoid this trouble is to belong to an association such as the AAA or the ALA and have your jobs done at their recommended agencies. The association lawyers will often fight back if you report serious overcharges or work done that you did not agree to in advance.

CALL THE POST FOR BEST PRICE OFFSET PRINTING THE DALLAS POST

Legal Notice —

NOTICE IS HEREBY GIVEN that Letters Testamentary in the Estate of James Wallace, Deceased, were granted to Edward Wallace, James Wallace died on February 26, 1967. All persons having claims against the Estate of the above decedent are requested to make the same known to the said Edward Wallace. All persons indebted to the above decedent shall likewise make payment without delay.
Enoch H. Thomas, Jr., Esquire
900 Miners National Bank Bldg.
Wilkes-Barre, Pennsylvania.

Legal Notice —

Sealed bids will be received by the Board of Directors of Lake-Lehman School District, Lehman, Luzerne County, Pennsylvania, until 8:00 p. m., E. S. T., Tuesday, April 11, 1967, for Art Supplies, Ditto Supplies, Medical Supplies, Fuel Oil, Propane Gas, Coal, Mimeograph Supplies, General Supplies, Industrial Arts Supplies, and Typewriter Maintenance. Specifications and instructions to bidders may be obtained at the Administration Office, Lehman, Pennsylvania.
ELEANOR HUMPHREY, Secretary

Legal Notice —

Sealed proposals will be received by the Dallas School District for the furnishing of GENERAL ART, JANITOR, PHYSICAL EDUCATION, ATHLETIC, and MEDICAL SUPPLIES.
All bids for supplies are to be f. o. b. Dallas, Pennsylvania and shall be in the hands of Mrs. Harriet Stahl, Secretary, at the Administration Office, Dallas, Pennsylvania not later than 4:30 p. m., April 11, 1967. All bids will be opened publicly at the regular meeting of the Board to be held at 8:00 p. m., April 11, 1967 in the library of the Dallas Senior High School.
Specifications may be obtained at the office of the secretary. The Board reserves the right to accept or reject any or all bids or any part thereof of any bid and to waive any informalities or technicalities.
By order of the Board of Directors of the Dallas School District, Dallas, Pennsylvania.
Mrs. Harriet Stahl, Secretary

Sealed bids will be received by the Borough of Dallas, Pennsylvania, until 8:00 p. m. EST, April 15, 1967 for the following items:
Crushed stone, gravel, screenings or chips, sand, oil, ID-2 laid, F B-1 laid cinders delivered; rental and operating a Motopaver.
Bids will be received at the office of the Borough Secretary. Bid forms and proposals may be obtained at 36 Baldwin Street, Dallas, Pennsylvania, the office of the Borough Secretary.
Bids shall be accompanied with a certified check in the amount of \$100.00.
The Borough reserves the right to accept or reject any or all bids or any parts thereof.
Ralph Garris
Borough Secretary

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Ralph Garris
Borough Secretary

Dr. Abe Finkelstein
Optometrist
466 BENNETT STREET
Luzerne, Pa.
Formerly at 72 Main Street

FOR SALE
50 used farm tractors re-Conditioned ready for work.
3 Pt. Blades, Spreaders, Combines, Bales, Mowers, Rakes, Planters, Drills.
4 Flail Choppers New Holland 83's and J. D. Crimpers.
Crushers N. H. # 404 and 401—late Model Int., J. D., N. I. Cunningham from \$150.00 to \$300.00.
Also 100 Feeder Steers from 3 to 600 pounds.
Frank J. Magargle
JERSEYTOWN
Tele. - 437-2059

SHOP A&P
The store that cares...about you!

—Start Playing—

2nd SERIES OF BONUS BINGO	\$500 Winner	\$100 Winner	\$100 Winner	\$100 Winner
	B. BABCOCK Towanda	M. MACHUNG Nanticoke	E. ANDERSON Williamsport	R. SMITH Edwardsville
	\$100 Winner	\$50 Winner	\$50 Winner	\$50 Winner
	B. SMITH Shenandoah	E. R. DURKIN Tower City	DON CARL Tower City	H. J. BIEGE Aquashicola

BONUS BINGO PRIZE SLIP PROGRAM #168
ONE THOUSAND DOLLAR GAME U-5
AP
CUT OUT ENTIRE SLIP ON DOTTED LINE

— CUT FROM YOUNG CORN-FED PORKERS —

PORK LOINS

RIB PORTION (Sliced, Lb. 33c) 7-FULL RIBS	29^c Lb.	Whole Loin lb. 45^c (Bonus Buy!)	Rib or Loin Half	49^c Lb.
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NONE PRICED HIGHER! NO CHOPS REMOVED!

CENTER CUTS PORK ROASTS OR

PORK CHOPS (THIN, Lb. 75c) Lb. **69^c**

ONE QUARTER PORK LOINS 9 to 11 CHOPS IN EACH PKG. Lb. **59^c**

BONELESS OR ROUND BONE CHUCK ROASTS Lb. 69^c	WINDSOR-END SLICES 1-Lb. Pkg. 49^c
CUT FROM FRESH FRYERS CHICKEN LEGS OR BREASTS Lb. 49^c	SUPER-RIGHT QUALITY Calves Liver Lb. 99^c
MORRELL'S SKINLESS FRANKS 1-Lb. Pkg. 49^c	MORRELL'S PURE Pork Sausage 1-Lb. Roll 35^c

U.S. NO. 1 SIZE "A" NONE PRICED HIGHER!

POTATOES 20-Lb. Bag **79^c**

SEEDLESS PINK OR WHITE FLORIDA GRAPEFRUIT 5-lb. Bag 49^c	U.S. No. 1 FANCY WEST. RED OR GOLD DELICIOUS APPLES Lb. 19^c
CALIF. 24 SIZE ICEBERG LETTUCE . . . 2 Lge. Hds. 35^c	VINE-RIPENED FRESH TOMATOES Lb. 25^c

FROZEN FOOD BUYS!

NEW PACKAGE DESIGN ALL BUTTER CAKE 12 1/2-oz. 75^c	A&P PEACAN COFFEE 12-oz. 55^c
A&P Coconut Iced Gold Cake 6-oz. 49^c	A&P Grape Juice 3-oz. 49^c
A&P Grape Juice 8-oz. 95^c	Sultana Meat Pies 5-oz. 95^c

JANE PARKER BUYS!

APPLE PIE 1-Lb. 39^c	Sandwich Bread 8-Oz. 55^c
Jewish Rye Bread 2 1-Lb., 4-Oz. Loaves 45^c	Snack Pies 2 4-Oz. Pies 25^c

Dole Pineapple Juice 2 1-Qt., 14-oz. Cans 63^c	Garnation Instant Breakfast ALL FLAVORS 7 1/2-oz. Pkg. 75^c
Nabisco Mix 'n Eat CREAM OF WHEAT Cereal 10-oz. Pkg. 39^c	Green Giant Niblets Corn 2 Cans 33^c
Green Giant Cream Corn 2 8 1/2-oz. Cans 35^c	Green Giant Sweet Peas 2 8 1/2-oz. Cans 35^c

Chef Boy-Ar-Dee SPAGHETTI SAUCE With Meat or Mushrooms 1-lb. can 29^c	SUPERFINE Whole White Onions 1-lb. jar 31^c	SUPERFINE LIMAGRANDES 2 1-lb. cans 45^c	MUSSELMAN'S APPLESAUCE 2 15-oz. jars 37^c	ROYAL GELATIN DESSERTS 4 3-oz. pkgs. 39^c
Maxwell House Coffee INSTANT 6-oz. jar 89^c	REGULAR 2-lb. can \$1.57	YUBAN COFFEE 1-lb. can 91^c	GRAVY TRAIN DOG FOOD 10-lb. bag \$1.49 25-lb. bag \$3.29	MAZOLA MARGARINE—3c OFF 2 1-lb. 1/4's 79^c

TIDE DETERGENT 3-Lb., 1-Oz. Pkg. **75^c**

JOY LIQUID DETERGENT Quart Bottle **79^c**

We Care

A&P

SUPER-RIGHT THIN SLICED Lunch Meat

PICKLE LOAF 1-Lb. **59^c**
SPICED & COOKED SALAMI Pkg.

KISSLING Sauerkraut . . . 2 lb. pkg. **29^c**
COUNTRY STYLE

Spare Ribs lb. **39^c**
BONELESS

Stewing Beef lb. **79^c**
CUT FROM BEEF ROUND

Cube Steaks lb. **99^c**
CAMECO SLICED

Pressed Ham . . . 5-oz. pkg. **55^c**
CAMECO SLICED

Cooked Ham . . . 5-oz. pkg. **65^c**

SEAFOOD BUYS!
EXTRA LARGE—26 to 30 Count
Shrimp . . . **99^c**
FRESH (Buck) (Roe)

Shad Lb. **15^c** Lb. **25^c**

CAP'N JOHN 1-lb. Pkg. **45^c**
Fish Sticks 10-oz. Pkg. **29^c**

A&P ORANGE JUICE Frozen Florida 6 6-oz. Cans **77^c**

HI-C FRUIT DRINKS Assorted Flavors 12-oz. Can **10^c**

APPLE SAUCE Musselman's Home Style 2 1-Lb., 9-Oz. Jars **39^c**

JANE PARKER CORN CHIPS 11-Oz. Pkg. **45^c**

Eight O'Clock Coffee 3-Lb. \$1.⁹³ 1-Lb. Bag **67^c**

WAX BEANS Comstock French Style 4 15 1/2-oz. Cans **59^c**

MT. JACKSON Applesauce 4 1-lb. Cans **55^c**

ROBIN HOOD Pre-Cooked Oats 12-oz. Can **35^c**

ANN PAGE Spaghetti Sauce Qt. Bot. **55^c**

CARNIVAL Roundies Crackers 12-oz. Pkg. **25^c**

YUKON CLUB Beverages 12 12-oz. Cans **89^c**

IONA Tomatoes . . 3 1-lb. Cans **49^c**

Prices in this ad effective through Saturday, April 1, in all A&P Super Markets in Dallas and vicinity.

Free Free

EASTMAN KODAK FILM

Black and White and Kodacolor
126 - 620 - 120 - 127

12 EXPOSURE ROLL — MINIMUM 9 PRINTS
8 EXPOSURE ROLL — MINIMUM 6 PRINTS

With Like Film
Left Here for Processing

EVANS DRUG STORE
PRESCRIPTION PHARMACY
675-3366 — SHAVERTOWN — 674-4681

Scrubbed Clean to burn hotter... Gulf Solar Heat®

Every drop of Gulf Solar Heat® heating oil is hydrogen-cleaned. This "scrubbing" process makes it the cleanest, hottest burning home heating oil you can buy. Enjoy complete comfort with this dependable fuel. Call us today.

Gulf SOLAR HEAT heating oil

Charles H. Long SWEET VALLEY 477-2211