

The News-Review

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GRAVY TRAIN COMING

By Charles V. Stanton

An improvement in business conditions in Douglas County has been evident in the past few days. Nearly all retailers report a pickup in sales. More men are going back to work in mills. Indications are that production in the lumber industry will be back to normal volume in the near future. Improved market conditions are anticipated.

A friend of mine, out of work during the winter, except for odd jobs, told me Monday he had been offered five jobs and was trying to decide which one to accept. He, too, was convinced that things are looking up.

We have been badly frightened by the recession. But it has been a peculiar recession, one in which wages and prices have continued their inflationary spiral. Consequently economists tell us that it was not actually a recession, but rather a period of economic readjustment.

The distinction doesn't make much sense to the fellow who has been out of work. He is more apt to use the word "depression."

Our fright has been compounded by politicians, for they have taken advantage of the situation to jockey for political position. By their scare talk they have increased apprehension.

Economy Is Sound

We have heard and read a great deal about unemployment, drop in housing starts, decreased sales, and other depressing news. But we haven't heard or read much concerning the other side.

Although we have a higher rate of unemployment than in any late years, we have, because of population growth, more people working than ever before. Earnings are high because we have more people working and at higher wages.

Thus, if we will look at the bright side of the picture, there is a vast purchasing power represented in the people who ARE working.

Why, then, do we have recession?

Prosperity is measured by the amount of money in circulation. Only when money circulates do we have a high economy. When money is withdrawn from circulation our economy drops.

During the Great Depression we set up a system of control over money and its circulation. The control was vested in the Federal Reserve System. The board of governors of that system decided a couple of years ago that the inflation was getting out of hand. It tightened interest rates and loan procedures. The tight money policy was invoked by the Federal Reserve Board, not by the political administration. The Federal Reserve Board is answerable only to Congress. Congress is controlled by the Democratic Party. Democratic spokesmen have succeeded in convincing the public that the tight money policy was originated by Republicans. But, regardless of the political argument, the board's action took money out of circulation.

Housing and the building trades were hit immediately. No one outside that industry paid much attention to the fact that one industry only was squeezed by the economic brakes.

First To Recover

But the halt in home construction soon began to make itself felt in other lines. People didn't need as many appliances, carpets, television sets, and other goods. Retail trade dropped off. Retailers cut their orders. That hit manufacturers. So, all along the line the recession, or readjustment, began to be felt. Those who had ignored the groans of the lumber industry, began howling in anguish when they began experiencing economic pains of their own.

Then people became frightened. They cut their buying to necessities. They put money into savings. They began paying off their installment contracts and quit buying on credit. Debt reduction is equivalent to money in the bank and represents an equivalent in savings.

So now we find ourselves in a period in which the people have a great abundance of money while the general economy is down. We need only to get that money back into circulation.

Building reportedly is picking up. That means our local economy, first to suffer, will be first to recover. Already it appears that recovery has started. It should snowball for the balance of the year.

Economists nationally are beginning to realize the reservoir of savings that has built up during the past few months. They are seeking ways of getting the flow of money started again.

The principal device being advocated on a national scale is advertising. Some tremendous advertising campaigns now are in the making by the larger industries. The lumber industry has recently added huge sums to its advertising account as a means of stimulating the market.

It would appear to me that the gravy train is about to start rolling again here in Douglas County and that it will pick up speed rapidly after it once gets underway.

—Hal Boyle—

NEW YORK (AP) — For the first time in the postwar world, Joe College may not find people standing in line to offer him jobs when he says farewell to the campus this June.

What does a young graduate need to get ahead in a business recession?

"First of all, he needs to find himself," said Arthur Rubloff of Chicago, board chairman of one of the nation's largest real estate development firms.

"Failure to find themselves is what defeats most young men. You have to go out and find yourself. Nobody will find you for you."

"A man should like his work. He's a sucker to stay long at it otherwise. But if he doesn't know what he wants to do, then he certainly will end up having to do something he doesn't want."

Rubloff at 35 has supervised building projects totaling more than half a billion dollars. He went to work in a laundry at the age of 9, quit school at 12.

Sold Newspapers
He sold newspapers, shined shoes, set pins in a bowling alley, worked as a galley boy and deckhand on Great Lakes freighters. He then went into the real estate field at 17 and earned \$7,000 in commissions his first year.

Unlike many self-made men, however, Rubloff is a firm advocate of education.

"It has never been more fundamental to business, or more important to success," he remarked, "because the world is becoming more specialized."

He also believes college graduates are wrong to feel that the present recession is any great or permanent barrier to advancement.

"Some young people seem to feel that the days of great opportunities are past," he said. "Nothing could be farther from the truth. The opportunities today are greater than they ever have been in the history of mankind."

Big Jobs Open

"Even with this so-called recession there are more \$70,000 to \$100,000 jobs open than there ever were. The corporations are weeding out their second best men, and looking for top talent—and they'll

pay any price for it."

Naturally, corporations aren't offering jobs like this to a man just out of college. How does he climb to that rank?

"It isn't a matter of either genius or hard work alone," said Rubloff. "It's easy to tell somebody to work hard."

"I think a young man does need 90 per cent energy to go with the 10 per cent judgment he has now. And I feel that if he uses his energy sensibly, it will help him mature in judgment."

"But just working hard isn't the main thing. The basic things are to have a real desire to succeed, a pride in accomplishment, and to think in terms of how you can help the other fellow."

More Than Working Hard
"But there is a hell of a lot more to success than working hard. Laborers work hard."

"My guess is that only one out of 100 people really wants to achieve. The rest just seem lost. They wait for something to happen to them. But nothing is going to happen to them."

Here are Rubloff's other practical success tips:

"Be well-liked. You do this by being fair."

"Take an active part in community programs. This will give you a rounded conception of human relations you can get in no other way. And understanding human relations is vital today."

The well-liked man, who understands people, gets along better than the smarter man who isn't liked.

"If you have persistence and like people, don't worry at your lack of genius. If every one of the 63 million workers in America was a genius, this country would be in a hell of a mess."

"Finally, always give as much or more than you get, and never lose faith in human nature. Because one man has done you wrong, don't turn your ear from the next fellow."

—Peter Edson—

WASHINGTON (NEA) — U.S. imports from Japan rose nearly 10 per cent in value last year, from \$48 to \$60 million dollars. But at the same time, U.S. exports to Japan rose by nearly 40 per cent, from \$76 to \$122 million dollars.

These new figures have just been compiled from Department of Commerce records. They show that U.S. exports to Japan are double U.S. imports from Japan.

This puts into more accurate perspective some of the pressure now being exerted in Washington to curb U.S. imports from Japan. It is part of the larger movement to block renewal of the reciprocal trade agreements act now before Congress.

Among principal imports from Japan which enter into competition with American products are tuna fish, cotton goods, plywood, sewing machines, pottery and clay products, toys and athletic goods.

THREE OTHER made-in-Japan import lines which are increasing in volume and becoming a new competitive threat to American manufacturers are radio and electronic apparatus, photographic equipment and scientific instruments.

A 20 million drop in cotton imports was caused primarily by Japanese export quotas, self-imposed, to reduce opposition from competing U.S. textile mills.

Any further curtailment of cotton imports from Japan might seriously cut down exports of U.S. cotton to Japan. Last year a U.S. raw cotton shipments to Japan were valued at 232 million dollars—four times the value of finished Japanese goods returned to the U.S.

SILK used to be the big U.S. import from Japan, but that market has been destroyed by synthetics. Japan makes synthetics, too, but sells them in other markets.

Japanese wool products are made principally from Australian wool. Japanese plywood—up to 10 million dollars to a 44-million-dollar import valuation last year—is made principally from mahogany woods imported from the Philippines.

Japanese metal products are made principally from Indian and Malayan ores, with heavy imports of U.S. scrap. Japan produces her own aluminum. An important new import is Japanese titanium, valued at 16 million dollars in 1957, up seven million dollars over 1956.

JAPANESE PRECISION scientific instruments, optical goods, photographic and electronic equipment now compete with the best German products. Japanese transistor radios are appearing on U.S. markets in increasing volume.

Japanese tuna fish imports—fresh, frozen and canned—rose from 27 million-dollar valuation in 1956 to 33 million in 1957. This is the base of U.S. tuna fishermen.

But from Japan have come official government warnings that if exports of any of Japanese products to the U.S. are further restricted, it will seriously affect political relations between the two countries.

What Premier Kishi really wants is a doubling of Japan's exports to the U.S., to balance imports from America. Last year Japan's principal imports from America were metals and manufactures, 335 million dollars; machinery and vehicles, 170 million dollars; raw cotton, 232 million dollars; food products 115 million dollars.

History tells us that despots are apt to DIE WITH THE DESPOTS. Suppose despots like Stalin and Khrushchev (not to mention Hitler and Mussolini) could make out by replacement of parts to live for centuries.

That wouldn't be so good. That brings up something else. Van Cliburn, a 23-year-old six-footer and better from Texas, he comes the musical hero of Moscow when an eminent panel of SOVIET judges awards him first prize in the international Tchaikovsky piano competition. He gets a medal and 25,000 rubles (\$2500 in bird of freedom money at the rate at which you could spend your dollars if you were a tourist in Russia.)

But that's a minor part of it. The Moscow audience, composed almost entirely of Russians, GOES WILD with enthusiasm for the good-looking and fabulously talented young American. Khrushchev himself (who is a smart public relations practitioner, whatever else one may say of him) gives him a bear hug and goes all in congratulations.

That isn't all of the story. On the same night, a Russian dance company appears at the Metropolitan Opera House—the first Soviet dancers to appear in New York in more than 20 years. Like young Cliburn, they take the audience by storm.

The New York Times Reviewer calls them stupendous. The Daily News says they were high-spirited, superbly rehearsed and "just plain fun." The Mirror says they seemed inspired by desire to please the capitalists "or go to the salt mines."

Following the performance, a thousand American fans clustered around the stage door and cheered and whistled and clapped.

Here's the point: The American PEOPLE and the Russian PEOPLE have nothing against each other. The Russian people have no desire to CONQUER THE WORLD. Neither have we. This world conquest business is reserved for the DESPOTS—who have too much power concentrated in too few hands.

If—in one way and another—the American PEOPLE and the Russian PEOPLE can be brought closer together it may be possible to avert the catastrophe of all-out war in the nuclear age.

Minister Seeks To End Capital Punishment

PASCO, Wash. (AP) — A Pasco minister who is campaigning to outlaw capital punishment for the state of Washington said Monday he has picked up support from at least one member of the legislature.

The Rev. Lester Kinsolving, rector of the Pasco Episcopal Church of Our Saviour, said state Rep. Mike McCormack (D-Richland), agrees with him and may introduce a bill in Olympia to ban the death penalty.

The Rev. Kinsolving, who once served as a chaplain at San Quentin Prison, contends the death penalty is no deterrent to murder.

TO MOVE QUARTERS
PORTLAND (AP) — The Oregon Democratic Party will move its headquarters into larger offices here April 19.

Greatly expanded party activities prompted the office switch, said Dave Epps, Sweet Home, Oregon Democratic chairman.

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