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Babson Discusses Rewards, Hardships of White Collar Workers

(By ROGER W. BABSON)

Greeneport, Mass., Aug. 21: I have been concerned recently, while vacationing here on Cape Ann, about the plight of the white collar worker. Of course, I sometimes wear the same name as the man for whom I am concerned in the man who's wages are not mounting hand over fist and while costs of living are being going up as fast or faster, salaries have remained stationary or inched up by imperceptible degrees.

It is true that the poorest paid office worker at present gets a weekly dividend which would be considered a windfall to his grandfather. This means nothing, however, because there has been a slow, persistent inflation for the past 30 years. The \$40 per week which the man who works with me hope to get will not go much farther than the \$20 he was getting when he graduated from Massachusetts Institute of Technology in 1918. Moreover, this generation wants a good deal more than I ever dreamed of.

Must Be Maintained.

But should we not look our standard of living to that of my grandfather? It would be fantastic to think of taking away from the white collar families their automobiles, their washing machines, or their children's chance to finish college. But a reduction of the living standard will follow a general deflation, and prices are brought into line one way or the other.

We cannot afford to let down the standards of any group of people in this country for our own good, for our country's good, and for the good of the world. We need to keep moving forward. The white collar group is the backbone of our country. I say "white" in a regular man, you probably think of a little man who looks like a cartoonist's idea of John Q. Public and who works in an office, but I mean the man who looks like an occasional lawyer, declining an occasional salary, or entering the White Collar Men Vail to Industry.

It is not the man who works in the front where the money is made. But he is important in the front where the money is made. He will control it without cost. An executive company doesn't get very big before it needs a bookkeeper as well as some truck drivers. A railroad needs cost accountants as well as engineers.

In the second place, from this group come many of our leaders. These are the men who are educated, by national ability and by training in high school and college, to work with their hands instead of their hands.

We need more and better executives, men with both wisdom and knowledge. These leaders naturally come up from the office rather than from the pick and shovel industry. It is imperative that the very best be encouraged to get the necessary training and to make their way through the white collar ranks to the top. Here come the ministers, teachers, scientists, artists, physicians, lawyers and newspaper men upon whom we depend for leadership everywhere.

It is vital that there should be general incentive for well-trained and able men to become important in the office. This incentive does not mean that it is possible to get behind the desks to compete, as so many of the men behind the machines, what will be the incentive for qualified men to spend years and money on their executive training? Unless, through the unions, has been done pretty well for its own. It is time that management to give thought to the men on its team.

Individual Income Averaged \$1,323 In U. S. Last Year

Washington, Aug. 23—The individual income for Americans in 1947 amounted to an average of \$1,323 for each man, woman and child.

The Commerce Department figured this out today in reporting that total individual income* rose to a record \$190,000,000,000 last year.

The per capita average income of \$1,322 compared with \$1,213 in 1946. This is an increase of 9 percent.

While the rise was general, states in the Northwest did best of all, with an increase of 29 percent more than in 1946.

On a nation-wide basis, individual income was 23 percent greater than the war peak year, 1944.

The Commerce Department says the figures are based on income received by individuals from all sources.

FOR OFFICE PUBLISHERS
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Dozier Gives Status Of Guardsmen

In answer to the many questions concerning the National Guard position with respect to the recently enacted draft act, J. C. Dozier, adjutant general of South Carolina, has prepared a statement designed to clearly define the status of all guardsmen and veterans.

Except as otherwise provided by the act, every male citizen of the United States between 18 and 30 years old is required to register for the draft at the time that has been specified for his age group.

This also includes the members of federally recognized National Guard and Air National Guard units included in the age group.

Several of the provisions of the act which apply to deferments and exemptions are listed below.

Veterans with 1845 or 90 days service between September 16, 1940 and June 26, 1948, the effective date of the act, are also exempt.

A veteran with 90 days service, but less than 12 months, who served honorably on active duty between September 16, 1940 and June 26, 1948, is exempt if the local board determines that he is a member of an

organized unit of a reserve component such as the National Guard.

A person of draft age who is honorably discharged from the National Guard between the dates June 19 and June 24, 1948, and who continues his membership by joining the militia and field training, is exempt.

Persons between the ages of 17 and 18½ years who join the National Guard may be exempted by the governor's proclamation.

The top strength of the guard, set forth in a bulletin by the adjutant general, has not been limited, and therefore it is authorized to continue the enlistments of veterans and non-veterans who are between the ages of 17 and 40 years into the National Guard.

CREDITOR'S NOTICE

All persons having claims against the estate of John H. Boyd, deceased, are hereby notified to file the same duly verified, with the undersigned, and those indebted to said estate will please make payment likewise.

WILLIAM E. BOYD,
 Administrator
 Greenville, S. C.

FINAL SETTLEMENT

Take notice that on the 7th day of September, 1948, I will render a final account of my acts and duties as Administrator of the estate of L. L. Cooper, in the office of the Judge of

Probate of Laurens County, at 10 o'clock a. m., and on the same day will apply for a final discharge from the said estate as Administrator.

Any persons interested to said estate is notified and required to make payment or present that date; and all persons having claims against said estate will please make payment likewise, and those indebted to said estate will please make payment likewise, and those indebted to said estate will please make payment likewise.

T. L. COOPER,
 Administrator
 August 2, 1948—26-p.

CREDITOR'S NOTICE

All persons having claims against the estate of William P. Jacobs, deceased, are hereby notified to file the same duly verified, with the undersigned, and those indebted to said estate will please make payment likewise.

WILLIAM P. JACOBS, III,
JOHN F. MORRIS,
HUGH S. JACOBS,
 Executors
 August 9, 1948.

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