

# Babson Is Optimistic, Says Small Business Has Future in America

Babson Park, Mass., Nov. 22.—If I believed that American small business did not have a future, I should seriously question the future greatness of America itself. This coast-to-coast nation of ours is largely the product of the pioneering struggles of the small businessmen and their families.

Trace back the history of almost any of our mighty industrial and commercial empires. You will discover that the successful corporation of today grew in stature slowly, beginning in some tiny shop store. Humble enterprises have been the acorns, the seed corn of American success. There was magic in the American formula: Start small, learn as you earn, plow back profits, make the business pay its way.

Our basic system of private enterprise and individual opportunity has created in this country the spiritual "Climate" that stimulated record-breaking progress. Even those millions of worthy men and women who chose to work for others became superior employees through knowing they always were free to "go on your own and be your own boss". The fundamental American attitude of liberty, initiative and individualism, has generated an unequalled economic productivity.

**Wanted: More Than Kind Words**  
Everybody apparently is glad to give small business a big hand; but only a few members of this friendly cheering-section seem prepared to offer specific helps. What, then, are some of the real, concrete, immediate aids which would most assist small businessmen to carry on their arduous and essential activities? Let me give two simple illustrations:

I have a letter from a small operator in the coal fields. He employs about twenty men. He is trying to do his best for them. He says that they personally are satisfied with the wages, working conditions and other factors in their employment. He knows all his men by their first names and he is friendly with their families. If undisturbed by Government and Union officials, all would be happy.

**Will Unions Help Or Hurt?**  
However, on top of all Government regulations the Union chieftains are now pressing demands which, he feels, are beyond his ability to meet and still stay in business. Now here is his question: "Why cannot the Unions scale their 'take' so that an employer will pay in proportion to his volume of business, number employed, or some other differential?" This is what this small op-

erator is asking. It sounds sensible to me.  
Another report and recommendation comes from a small manufacturer of metal specialties. He writes that government contractors tend to place with the smaller shop only a variety of trifling short orders. But for efficient handling any concern needs a reasonably long run. To make a profit, after adequate tooling up and devising new methods, takes time. Many of the smaller shops, I am informed, lack the immensely diversified equipment and experience necessary to take care of an endless hodgepodge of experimental knick-knacks.

**Less Surveys And More Service**  
In political speeches, our governmental big-wigs are loud in applause for small business. In actual practice, the government confronts the little businessman with a maze of barbed wire entanglements. The government not only bleeds him with extortionate requirements, but applies these with legalistic red tape that is all but unintelligible to anybody but a Philadelphia lawyer.

Ostensibly to serve small business, the government has encouraged the setting up of commissions, committees, councils, authorities, advisers, administrations, offices, agencies. It has exhausted both the alphabet and the patience of the businessman who is compelled to pay bills for this costly nonsense. Small business in

America today is not seeking a hand-out, but a hand-up. It is tired of filling blanks instead of filling firm and profitable orders. Speaking as one who got his own basic training in the small-business field, I urge the government to let up on the questions for a spell; and instead to give small business a few sorely needed answers.

## Additional Miles Added To State Highway System

Special to The Chronicle.  
Columbia, Nov. 22.—From June 30 through October the total Laurens county roadway in the state highway system has increased by 24.9 miles, highway department records reveal.

At the end of June 492.76 miles of highway in the county were part of the state system. At the end of October the total county mileage in the state system was 530.27 miles.  
Laurens county mileage in the state primary system remained the same during this period for high type pavement, 74.14 miles, and for unimproved earth, 6.82 miles. Bituminous surface increased from 144.4 miles to 150.14 miles, and improved earth in the primary system declined from 6.34 miles to 0.86.

In the secondary system county bituminous surface went up from 100.32 miles to 126.22 miles, and unimproved earth increased from 160.74 to 172.09 miles.

Roadway in the entire state system has increased over a thousand miles in the four-month interval, going from 19,323.41 to 20,569.44 miles.

## Four Legal Sales Handled By Clerk

Clerk of Court V. R. Fleming made four sales under court procedure on salesday for November, as follows:  
Citizens Federal Savings & Loan association vs. Roy L. Fuller, et al, lot in Garlington Place, City of Laurens, sold to O. L. Long, attorney, for \$3,800.

Marie Fuller and Lillie Mae Fuller Morgan vs. Larry Fuller, lot on Green Street extension, City of Laurens, sold to Hamp Hunter for \$1,250.

Newberry Federal Savings & Loan association vs. Harold Eugene Mason, 54 acres in Waterloo township, sold to G. M. McCuen, attorney, for \$1,250.

Newberry Federal Savings & Loan association vs. James Marley Griffin, lot in Garlington Place, City of Laurens, sold to G. M. McCuen, attorney, for \$4,000.

## Washington-

acres; the national wheat agreement, providing for annual export of 163 million bushels of wheat with a ceiling price of \$1.80 and a floor price in world markets ranging from \$1.50 the first year, dropping 10 cents each

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year to \$1.20 the fourth year; and a measure implementing the international wheat agreement which allows the CCC to take the necessary loss on wheat exported under the agreement.

Published government reports indicate that business profits are down about 25 per cent the first half of this year compared to 1948. The new

council of American business says this is not a true reflection, that profit decrease is only about 10 per cent after taxes, because of the effect of changes in the valuations of inventories taken on a rising market.

But even in terms of the 25 per cent drop, profits in 1949 stand up, for only in 1947 and 1948 were profits higher than today.

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