

# The Daily Nebraskan

FORTY-FIRST YEAR

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## 'Help Wanted' Comes to UN Campus Again

The power of smooth language and high pressure salesmen are known everywhere for their amazing ability to sell people of all classes absurd products for which they have no use. But probably as the most productive of such lucrative localities, the average university campus is uncontested. For gullibility and submission to passing fads and fancies, the collegian confirms himself as the "prize sucker."

A few days ago the Daily Nebraskan ran a story concerning a certain company which was looking for "representatives" from the hundreds of students soon to be leaving the university for summer employment. These students naturally want to make as much money during their three months vacation as possible, and, therefore, seize upon any lucrative proposition offered. Realizing this fact, this particular company working on the idea that the "early bird gets the worm" gets ahold of ambitious students and sells them on the idea of easy money during the summer months.

The same company was down on the campus in 1939 at which time the Daily Nebraskan under the editorship of Howard Kaplan undertook an investigation of the particular company and found that the Federal Trades commission had ordered the firm "to cease and desist from representing to prospective representatives that they will refund deposits or pay any specific sums of money or salary... unless they fully disclose all the terms upon which refunds or payments are actually made."

Since that time the commission rulings have been changed, but this provision still remains. So when the student signs an employment contract with the firm he should take particular care to scrutinize carefully all the provisions there, for the company reserves the right (it is entirely within the law) to abrogate the contract at any time if the employee

## Eleanor 'n Me

By Alan Jacobs

With campus conditions developing as they are, the future for a private detective is much better than for a poor journalist. So donning our mustache, applying some Max Factor vanishing cream, putting on our brown tweed-detective suit, and acquiring that innocent but determined look, we notify all junior women that we may be hired for a nominal sum as special investigator, deluxe.

Here is the source of the evil and also the inspiration for our decision to become a Sherlock Holmes:

### CLASSIFIED

**LOST**—Brown saddle-leather, billfold containing a couple of dollars and three keys—very important, on Thursday—between school of music and Morrill hall—from 8 to 10 in the morning. Reward offered, because I want this back very much. Call Shirley Russel, Cornhusker office, Student Union, or 6-1814.

We're not giving out any information or anything, but we crawled on our nose from Morrill to the music school by every conceivable route. And although we are not saying anything—it could be!

So you junior activity girls who have been wearing your eyes to a dot in every dark corner in every remote part of the campus in search of the wallet, this is to inform you that we are the kind of super-detective who captures the burglar before he steals, who arrests the murderer before he kills, who solves the crime before it is committed, and who finds...

Our fees are reasonable for prospective Mortar Boards.

Now what do prospective Mortar Boards have to do with the loss of a billfold?

Ask Eleanor 'n Me.

does not live up to the letter of the contract which he has signed.

For example, the BETTER BUSINESS BUREAU of Lincoln cited a case where an employee had been offered a special prize for contacting customers early in the morning and had fulfilled his part of the bargain except for putting little stars by the names of the persons whom he had visited. The company immediately broke the contract for the bonus with him, asserting that the employee had not properly fulfilled his contract. Thus, by seizing upon technicalities the firm was able to save the money which had been promised.

There are many such concerns operating in the United States. All of them are careful to stay within the bounds of the law, but in some instances various control agencies take cognizance of their "illegal legal" operations and attempt to do something about it. Unexplainably, there is always a loophole left through which unscrupulous organizations squeeze.

THUS, THE DAILY NEBRASKAN GIVES FAIR WARNING. IT IS AN ADMIRABLE TRAIT TO ASSERT "RUGGED INDIVIDUALISM" BY SPENDING THE SUMMER MONTHS EARNING MONEY FOR SCHOOL NEXT FALL, BUT TO ASSERT ONE'S IGNORANCE BY LEAPING BEFORE ONE LOOKS AND LOOKS HARD AND LONG—DENIES THE VERY PURPOSE FOR WHICH ARDUOUS HOURS ARE SPENT EARNING MONEY TO CONTINUE ONE'S EDUCATION.

## Association . . .

(Continued From Page 1.)

formed into association, or that the business operated by them was anything other than a private business enterprise for profit.

When the association petitioned the U. S. Circuit of Appeals court in N. Y., the court directed that the order be modified to provide that the petitioners might use their corporate and trade names if coupled with words "which do away with their tendency to create a false impression."

The court subsequently provided that the specific words, "Commercial Publishers of the Volume Library" be used with the name of the corporation in carrying on its business and be so used that the nature of its business be thus revealed.

**IMPORTANT TO REMEMBER THE BETTER BUSINESS BUREAU WARNED IS THAT ANY VIOLATION OF THE CONTRACT ON THE PART OF THE STUDENT RELEASES THE ASSOCIATION FROM ITS AGREEMENT IN THE CONTRACT.**

"If the students will live up to the contract" a Better Business Bureau official declared yesterday, "I have no doubt that the com-

pany will fulfill its part. However, students should know what exactly is in the contract."

### Many Requirements.

According to the bureau's information, daily reports and many other orders are required of the student workers, and in the past, the corporation has broken the contract, refusing to pay agents full salaries, because of a technical failure to hand in every order and report promptly and according to rules.

The terms of the contract which each person signs when he agrees to become a solicitor require him to spend one week in the division training office at Iowa City. There is also an initial charge of \$5.50 for equipment such as kits, prospectus, text book, etc.

The contract also states that each solicitor is guaranteed \$180 for his summer's work; he must work eight hours a day for 72 days or he does not get the guarantee. Any infraction of the "requirements" by the solicitor will make the entire contract void.

Refunds for transportation and board and room during the training period is not made unless the solicitor completes the full 576 hours of work. The fee for equip-

ment is refunded only after 120 hours of work.

### Lantz Quotes.

When the association was investigated here in 1939, it was found applicants at the corporation's office were sold on the Volume Library by the size of the organization and a number of quotes from educational experts, including one by Prof. E. W. Lantz, of secondary education department.

When questioned concerning the quote, Professor Lantz said, "I have never in 15 years given my endorsement to any book, and certainly not the Volume Library. There is a university ruling against the practice."

The 1939 order of the trade commission which was affirmed by the court of appeals provided that corporation should "cease and desist from representing to prospective representatives that they will refund deposits or pay any specific sums of money or salary to such representatives unless they fully disclose all the terms upon which refunds or payments are actually made."

It further orders the association to cease and desist from representing or implying that they or their representatives, agents or canvass-

ers are connected in any manner with public schools or other educational institutions, or that the Volume Library or any other similar publication is prescribed as a text book or required to be used in connection with school work."

### Hire Many.

The Volume Library sell now from \$11.75 to \$17.75 and are sold thru agents. Over twice as many agents are hired in summer than the rest of the year.

The Better Business Bureau has cases in its files which show that canvassers have been found to have gained admission to houses by implying that they came from the schools attended by the children of prospective purchasers, and sales talks are so worded as to hint that the book is a necessary requirement in such schools.

Also on record are cases in which students hired as solicitors claimed that the contracts of employment given to them were misleading.

The first complaint was issued against the association on June 2, 1937, when the trade commission issued a complaint against the corporation, certain officers and 13 individual representatives charging unfair competition in the interstate sale of the Volume Library.

The complaint also charged the corporation with inserting misleading advertisements in newspaper, "Help wanted" columns.

## Patterson . . .

(Continued from Page 1)

How can two people come to trust each other unless they have first learned to trust something else?

By putting their trust in something worth trusting individuals

can learn to trust others and a happy marriage cannot exist without the trust of each other.

Married couples should attend church and take their families with them. This binds the members of the family together and gives them something common in a spiritual and emotional way.

Speaking on the value of worship by oneself Dr. Patterson said it is easier to live up to ideals when someone else is doing just that than by yourself. For this psychological reason he recommended that people attend church.

The "song" of religion comes when you are tired or out of patience, he said. It is an emotion which renews your strength and revives your spirits.

Prayer is very important in maintaining the ideals set up for marriage. A visiting professor on this campus not so long ago said that it is necessary to "frequently restate your ideals to yourself." Prayer is one of the very best ways to restate the ideals of marriage.

Gifts reported to the University of Michigan regents in the 1940-41 school year totaled \$1,613,562 of which \$1,579,455 was in money and \$34,107 in other forms.

College students today are two inches taller on the average than students 10 years ago.

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