





Don't Stop With Sale, Is Advice Of Authority To Land Salesmen

Jerome J. William, in the Detroit in America tectay the two customers.

In America tectay the two most used words are "Geo-peraism without any thought! of personal use service." At the alme time as service. So many in the profession of the control of the contro

speen installed and the ConsumTower company is ready to give
By going back to the buyers of
spat with these facts the salesin keeps them well sold on his the district development of its kind in
rehase, as the buyer has a feeling
appreciation because of the side of the state of the side of

THROUGH years of conscientious service to an ever increasing throng of satisfied customers, the McBride Hardware Company has attained a pedestal of prestige in Birmingham merchandising circles.

Doubtless, the fact that this concern has been a distributing center for Russell and Erwin, as well as McKinney Builders Hardware has been a factor which has contributed largely to this firm's popularity and prominence.

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Seen As Great Need

"In America at least the home is the most important of all institutions. From it are the issues of life. In the little world of the home children of the second of the home children of the second of the seco

"From the home parents and older children go forth to their daily toil, and to the home they bring the products of the earnings of their labor, to be expended, when and predently food, clothing and shelter and to the necessities and luxuries of life. "For most people the home is the heir activities proceed from it and return to it. Therefore, of all the arts those which find their application in the home, making us intelligent to the state of the proceed from the arts those which find their application in the home, making us intelligent the proceed from the proceed from the arts those which find their application in the home, making us intelligent the proceed from the proceeding the process of the proc

lark, Emmons, Bryan 2303 First National Bank Bidg., Michigan. NOTICE OF MORTGAGE FOREC SALE—Default having been made and conditions of a certain middle.

Woodward Area Offers Chance To Indulge Hobby, English Says

One thing that has contributed in large measure to the great increase in population out Greater Woodward wavenue is the fact that those who live in Deteor's northeant areas have attended to the contribution of the contribution

sociation.
"For example," says Mr. English, "some of the most famous fog kennels in the country are located of woodward. These kennels are not the type and quality of the animals bred.

Ope Raising Is Hobby:
In this connection it is interest, to note that in practically up a learn the dogs raised for profit with the rate of the rate o

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