

LEGION PLANS MEETING HERE

Commander Lays Outline Of Business For Next Assembly

Rapid progress of the Charles Edward's post of the American Legion in Birmingham is reported today by Lloyd L. Stanley, commander, who is making arrangements for the meeting to be held in the Community House at 8 p. m. next Wednesday.

Several issues of importance to members of the organization are to be taken up at that time, Mr. Stanley said. And a report will be made on the success of the motion picture shown on American Legion Night, Feb. 29.

REPORT SHOWS LIBRARY GAIN

2,239 More Books Circulated in Month Over Corresponding Time Last Year

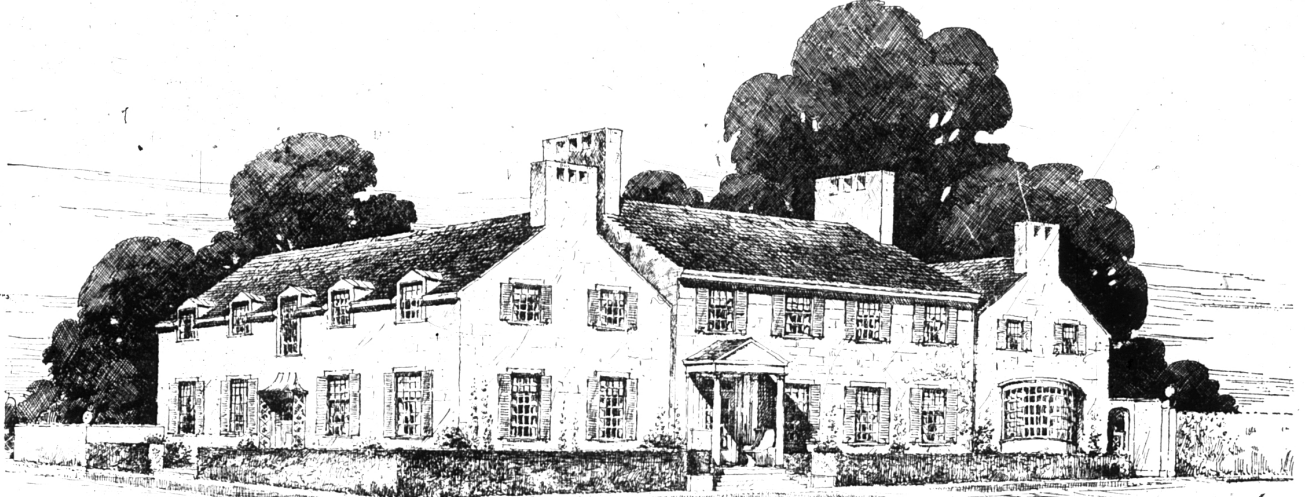
A comparison of the number of books circulated at the Baldwin Library in February of this year and in February last year shows an increase of 2,239 books, according to the monthly report Mrs. Nancy Thomas librarian gave out today.

There were 261 new books added in February, 118 of which were for children. Approximately \$350 was expended for these books, it is stated in the report.

One of the most interesting data in the report was concerning with Baldwin Public Library being chosen as the seat of the round-table conference at which delegates from all libraries in the southern and eastern parts of Michigan will be present April 18.

Miss Myrtle Herson of Philadelphia identified James Leber as the masked man who held her up, by pointing to his deformed feet.

ARCHITECT'S DRAWING :: OF NEW PROPOSED :: COMMUNITY HOUSE



This is the architect's drawing of the proposed new Community House, the drive for financing of which will be concluded May 24. The house board plans to raise \$125,000 for the new building. The site is adjacent to the site of the present house on Bates street. The new building is to contain all the latest features. Muehlman & Farrar are the architects.

Hawkins Likes Village; Sidelights Flash On Ford

Novral A. Hawkins, recognized in business circles as one of the world's greatest salesmen, for 15 years in charge of sales for the Ford Motor company, was the speaker at the Birmingham Rotary club luncheon Monday noon at the Chateau Tea Room.

He was the guest of L. E. Colgrove, who at one time worked under Mr. Hawkins in his position for the General Motors corporation.

Praising Birmingham and adjacent territory as Detroit's most ideal, suburban community, and pleading for the development of Birmingham as a strictly residential area, Mr. Hawkins captivated his audience and impressed upon them the necessity of loyalty to the ideals of making Birmingham the finest place of its kind in Michigan.

"Birmingham is fortunate in its geographical location, situated as it is between Detroit and Pontiac, two of the country's fastest growing industrial centers," stated Mr. Hawkins. "Blessed by nature with splendid rolling lands, dotted with great trees, Birmingham extends an appeal to the city-tired person that is most difficult to overcome; that is why Birmingham has grown so rapidly in the past few years."

The speaker related numerous incidents of his boyhood in and near Birmingham, and said that soon he hopes to come back here to live.

Novral A. Hawkins, who spoke before Birmingham Rotarians here Monday noon, must have been the cause of Detroit's slogan, "dynamic." Veritably alive with an expressed human fire, Mr. Hawkins threw himself entirely into the task at hand—whether it be selling a million Ford cars annually, cutting a meal, or making a speech. He is one of few speakers who can keep an audience interested and smile at the same time. When he rose to his feet here Monday he continued to smoke his cigar.

"I told Henry Ford in 1923 that he ought to start plans for a new line of automobiles," said Mr. Hawkins. "I based my belief upon the knowledge that no car of automobiles are purchased by women, or under their influence. Mr. Ford disagreed with me—and had to close his factories for nearly two years to effect a modern car. That is why General Motors made such great advances during Ford's non-production period."

One of Henry Ford's greatest powers is his ability to decide a thing, act upon it, and then dismiss it from his mind for other things. Of course, the thing being acted upon must be watched for results. The Ford Motor company is filled with people who watch the progress of plans that are decided upon, said Mr. Hawkins. Ford's original plan of conceiving a cheap car to fit the needs of the masses, and then building a plant to produce such a conception, is responsible for his success.

Birmingham has an especial attraction for Novral Hawkins. Back in 1893, he confessed, he made his first sale—he "sold himself" to the daughter of Jake Baumann, of Dahlia fame just north of Birmingham. He believes that salesmanship is the greatest profession in the world. "Everybody is a salesman," he declared. "Some sell merchandise, some ideas, and

some themselves in their personality."

In the good old days in Birmingham when Ed Daniels, Charlie Tom, and others who have now passed on, were playing ball on the village's ballgrounds, Mr. Hawkins was on earth. He didn't say how old he was at the time, though he well remembers George H. Mitchell, of Brown street, was the popular Democratic umpire for most ball games.

Mr. Hawkins referred to Henry Ford many times during his talk. "Ford is the greatest circus salesman the world has ever seen," he said. "He can get more free publicity than a dozen other brilliant men. In his organization he surrounds himself with a great corps of assistants. These assistants organize, deputize, and supervise. That's all they do—and it keeps them busy."

Most people live next door to opportunity and seldom see it. Mr. Hawkins related the rise of Oakland County realty values, and said that most of the profits that have come from really development in and about Birmingham have gone into the pockets of outside citizens. Within the next five years, Mr. Hawkins believes that General Motors will spend 150 millions of dollars for development of the industries in Pontiac. He says that they may bring Frigidaire up from Dayton, and Buick down from Flint. That means more to Birmingham and adjoining territory, he said.

James Couzens will do much for Birmingham, thinks Mr. Hawkins. Birmingham people should talk Birmingham to all with whom they come in contact. "You really have something extraordinary to talk about," said Mr. Hawkins.

Mr. Hawkins—like all good salesmen and trades—has a fund of humor at his disposal. He told of the origin of several good Ford jokes. "Ford's chief designer one time worked out a body with doors only on one side. Before adopting the pattern I circularized 500 Ford dealers for their reaction. One chap down in El Paso, Texas, wrote back, 'Dear Hawkins: Why not turn 'em out without any doors? Just include a can-opener with the tool kit and the customer's cut the doors where they please?' Another chap down in Indiana, reading our advertisements that said a Ford is turned out every 30 seconds, wrote Mr. Ford as follows: 'Dear Mr. Ford: I notice you turn out a car every 30 seconds. I've had my order in for a car three months. When you come to it will you personally see that they take at least an hour and a half to build it?'"

Here are three good "Scotch" stories from Mr. Hawkins.

A Scotchman receives a pair of spats for a birthday present. Immediately he rushed them over to the cobbler to have heels and soles put on them.

Another Scotchman, noticing a "Free Air" sign on a car, drove up and blew out all four of his tires and then filled them. A Sunday morning, he went off a revolver five times. He then went to bed and his children that Santa Claus had just committed suicide.

Owing to the depletion of fish in Lake Erie, a conference was recently held to devise means of conservation.

WE HEARD IT SAID BY—

J. B. Howarth, of J. B. Howarth & Son, real estate and insurance, "I quite approve of the suggestion to place a tablet in the Baldwin High School in memory of the late Harry J. Brooks. Certainly a constant reminder of the accomplishments of this young man, placed before the youth who are to attend the school, would be inspiration for them to emulate his achievements." Harry Brooks was a celebrity and this would be a splendid tribute to his memory.

PEOPLE'S COLUMN

The Eccentric is pleased to receive communications for this column. All communications must be signed, but signatures will be kept confidential upon request.

To the Editors:

I wonder how many Birmingham people are familiar with the fact that Detroit still has its Greek customs expressed in the coffee houses that line Monroe avenue.

I visited one of them recently and found that the customs have become Americanized but that there still were semblances of the Greek traditions.

I expected to find Greek dancing and Greek music. You see I have read a good deal about the history of that country and I believe I expected to come in contact with a 1928 Aristotle. I was disappointed. Terribly disappointed.

Instead of shades of Athens I discovered shades of heaven knows what.

In one end of the place I visited was a raised platform upon which sat the orchestra. They played upon instruments that I had never seen before. When the noise was not drowned out by the hoarse voice of a sooty waiter, who flapped about the room with his waving apron and napkin like a lost crow in a cornfield, the orchestra emitted weird and angry sounds which I designated as Greek music.

When the orchestra was bored that it refused to throw loose change at its members—they subsided while two Greek girls, one young and one not so young, took the stage. They came to the tables after doing some dances and collected coins from the patrons. When they were through dancing they sat and the patrons smoking with a carelessness and ease that made me fairly envious.

Just as we had become somewhat cheerful a woman approached us with a basket of typewritten cards upon which was the usual tale of woe; the usual story of a dying husband, an afflicted family and she the sole support. Being in that generous mood that follows a little coffee we gave all but our bus-fare. Our attention was attracted by the Christmas message. But this is not a good letter because it does not do the people justice. You see I was disappointed because I did not like the show they put on. I have failed to tell of the men who have great mustaches and wear their hats at table, of the fact that women are few in number, that many of the

THE BIRMINGHAM DEMOLAYS
— PRESENT —
Their Second Annual Play
"FIFTY-FIFTY"
"A Sparkling Comedy in 3 Acts"
HIGH SCHOOL AUDITORIUM
THURSDAY, MARCH 29th, 8:15 P. M.
Tickets on Sale at Shin's - Monday, March 19th

RANDOM DOINGS of a Random World

Miss Myrtle Cook of Toronto won the 50-yard sprint at the Millrose athletic games in New York, while Miss Kay Flanagan, also from Toronto, ran second.

A REFORMER

Mrs. Sophia Maul, who recently died in Cincinnati at the age of 101, had lived in America 76 years without learning to speak English.

Miss Elizabeth Scott of Bourne-mouth, Eng., won first prize for her design of the proposed Shakespeare memorial theater at Stratford-on-Avon.

Ontario's manufactured products now reach a total of annually, industrial development ducts now reach a total of more having been greatly assisted by than a billion and half dollars in the use of water-power.

Chas. R. Peck Sons
take this opportunity to announce
A New Department of Men's Fine Shoes
EDMONDS
Beau Brummels
in harmony with the Clothes you Wear
featuring one price
\$8.50

The Picking Of A Good Investment
The present security market calls for special care in selecting new investments.
Full information on the offerings you may be considering is available to you at this friendly bank.
We invite you to consult with any of our officers on your investment problems. Our customers find this service very helpful for making the right choice.
Send For Our Latest List Of Selected Securities
four per cent on savings
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BIRMINGHAM, MICHIGAN