### Your Salesman Versus .... Buying Committees

Your salesman may present your sales case effectively and convincingly, but he presents it to only one man. Purchasing decisions are rarely made by one individual. The purchasing agent gets the opinion of the superintendent and the master mechanic.

The treasurer checks the cost against his budget. The sales manager discusses the purchase with his luncheon companions. The president asks the directors for an appropriation.

Any one or all of these executives may affect the success of YOUR selling effort, yet your salesman tells his story to only one.

PRINTING can take your sales story to all of them. The use of folders and general direct mail that is properly written will PUT your message before all of them.

We are interested as printers in making possible greater sales efficiency in your organization. The use of our creative resources to your advantage is extended to the many business executives living in and about Birmingham.

Member of the United Typothetae of America, an international association of Master Printers

### The BIRMINGHAM ECCENTRIC

Printers :-: Publishers

Phones: 11, 12

# DANIEL WALZ

Former Village Campaign Manager Succumbs In Ann Arbor Hospital

noon in Auviees at the home of Dr.
F. Brown.
Mr. Wall was in Birmingham
oughout the campaign and
organization and content of
lections for funds for the new
lections for funds for the ref

collections for tunes for the new building. He has lived in both Detroit and Ann Arbor. Since leaving Bind Ann Arbor is like leaving for the leaving building to the first the leaving leaving the leaving the leaving the leaving leaving the leaving

### (Concluded | from Page 1)

nel for the team representations supervisors.

E. Anderson, Saginaw school pastor che, Merrill Schlaack of Bir. Sunday masses, S, all Oak had charge of the Daily Mass at 7.



from the Kurse of Konstipation



50 cents

Rezall Orderlies attract water from the system into the colon—soften dry, hard food waste— flush'it out of the body in easy, natural elimination. Sold only at your Rexall Drug Store

#### SHAIN'S

The Renall Store

RIVAL QUEENS OF THE COURTS



## CHUPCHES DEATH TAKES

neral Friday

D'MOLAY CAMP

IN AIR RACE

AMELIA EARHEA

Reverend William W. Ryan,
pastor
Sunday masses, 8, 9:30, 11 and
Daily Mass at 7.

Reverend William W. Ryan,
pastor
Sunday masses, 8, 9:30, 11 and
Highland Park, and Fred, Jr., of
Lansing: and a daughter Mrs.

coach; Merrill Schlaack of Birmingham and Ogle D. Scott of 12. Daily Mass at 7.

Ten men from each of the road first first so the county took part in the tug of war. Captains of the districts were C. G. Turner Highland. Bear of the same of the districts were C. G. Turner Highland. Bear of the man of Highland. Bear of the same of the districts were C. G. Turner Highland. Bear of the same of the districts were C. G. Turner Highland. Bear of the same of the districts were C. G. Turner Highland. Bear of the same of the s

not exist in mortality" (p. 335).

First Baptist Charch
David Loon Benodward, Minister
248 Ferne Baptist Charch
Phone 131;

During the summer period our
services of worship are just one
planned for your benefit and are
planned for your benefit and are
planned for your benefit and are
invite you to share them with us.
Sunday School, 10 a. m. (lasset for all ages. Both young and
Morning Worship, 11 a. m.
At this service the pastor wig
give the second sermon of the
stress the "A. Christ-like World,"
For A. Christ-like World,
"For A. Christ-like World,"
cial music appropriate to the
ecasion will be supplied.

Union Evening Worship, 7:30

m. Union Evening Worship, 7:30

D. M. D. Sevening Worship, 7:30 p. m.

The Rev. Warren E. Jackson, one of Birmingham's own boys who is now the minister of the First Baptist Church of Tecumseh, Michigan, will give the sermon of the community at the people of the Methodist Church will furnish special music.

special music. Mid-Week Prayer Service, Wednesday, 8 p. m.

Join us in a special study of the lives of the Apostles.

St. James' Episcopal
Rev. Warner L. Forsyth, Rector
Rev. M. C. Davies. Supply
Thirteenth Sunday after Trin-

Testifying in court, G. V. More-sead of Chicago said: "I deny em-shatically that I was drunk; why, had only 14 drinks."

### GOLF CLUB **OPENS HERE**

Lancaster Hills On Twelve Mile Road Gets Under Way

The Lancaster Hills Golf club the Twelve Mile and Telegraph 

### **GOLF TOURNEY** BEING PLANNED

(Concluded 3 from Page 1)

Mary Jane England, 64,

JANUARY CAMP

Lowis M. Raddall, business manness are residence for two years. Siness and particular the second of the first spear of the second of the s NOLAY CAMP
STARTS SUNDAY

California. He is a Mormor member of the "Eccentrels," a club composed of the "old timers" and from whose ranks came the founders of this newspaper, [5] year ago—the late George H. Mitchell and the late Almeroy Whitehead.

Earl G. Petter, of Rivenoak avenue: "All my life I
have been connected with
churches and lodges, and
churches and lodges, and
churches and lodges, and
brother." Been called
brother. The been called
first became a member of
the Highland Park Rotary
club, and was called 'Earl'
club, and was called 'Earl'
club, and was called 'Earl'
and part of the Miss
had been considered that
I welcomed the friendliness
that it implied."

Miss Ruth Martin of the Miss issippi State College for women won the national hurl ball champ pionship with a mark of 86 feet inches, exceeding all previous records by nearly nine feet.

#### -A Sympathetic SERVICE

that relieves you of all detail -- of all responsibility.

A C. ADAMS 108 North Bates Ambulance Service Phones 1138, 1496



School Days Will Soon Be Here!

Many a child considered dull or lazy in school has simply heen suffering from defective vision. And often correct glasses have changed entirely the record of performance.

We will appreciate the privilege of caring for your eyesight needs and welcome every opportunity of temoristrating our ability in this most delicate and exacting science of optometry.

### J. H. Stover, O. D. OPTOMETRIST.

### The Supreme Test OF HEATING

If a heating system can keep every corner of a house at 70 degrees, through the worst storms and cold—that is real heat. American Radiator Heating Equipment is guaranteed to give this service. Let us tell you how inexpensive and easy it is to buy and how simple to operate. We guarantee all work.

Trade in your old heater-Liberal allo

D. B. WILKINSON

Plumbing and Heating
411-413 E. Maple Ave. Phone 313
BIRMINGHAM, MICHIGAN

## Little Chats About Your Health

### What to Do If **Tuberculosis** Threatens

Realizing the danger of allowing tuberculosis to gain headway the U.S. Public Health Service advise as follows:

"Regard any cough lasting more than three weeks with suspicion. Buy a clinical thermometer and when in doubt watch your afternoon temperature. A daily rise of more than half a degree, except after exercise, is suspicious.

"Remember that tuberculosis is the most common of all serious diseases and that it may simulate the common cold asthma, malaria, rheumatism, neurasthenia, dyspensia and a host of other ailments."

Always consult your doctor when illness threatens. Let us fill your prescriptions whenever medicine is prescribed.



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