Other Salesmen Call Upon Your

The best way to get an order is to be present at the time the prospect decides to buy. But such a perfect situation is rarely possible. Your salesmen call perhaps once a month.

Clients

Competitive salesmen call during the interval and the salesman whose call is most timely has the best chance to get the order . . . unless'...

PRINTING (mailing cards, blotters, folders or illustrated letters) timed to reach customers during the interval between your salesmen's calls, will help hold orders in abeyance that competitors might otherwise get.

We shall be glad to assist you in the planning of direct mail which will supplement your salesman's efforts. Our experience in this matter will serve you to great advantage and there is no charge for this service!

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

The BIRMINGHAM ECCENTRIC

Printers :-: Publishers

Phones: 11, 12

A phone call will bring one of our

SCHEMERS IN DRAGON HUNT GIVEN MONEY, JAIL TERMS

ivory.

Betty adorns herself with earrings of diamonds or pearls, and
Miriam found ornaments of gold
ehiselied by a patient native workman just the thing to insert in her

Forlorn Figures



Both the control of t

"It was only a back fire," he said.

Came the Dawn
Calm followed. Noises in the
streets ceased. Langor and drowsiness captured Birmingham, and
the people on their way to church
next morning wondered as I head
ed for sleep, why I looked so soiled and unshaven... and maybe
nale.



Complete **Optical** Service

EYES examined thoroughly by the latest scientific methods without

GLASSES of the finest quality and newest styles furnished.

WE PREFER to do business with many at moderate prices, than with a few at exhorbitant prices.

J. H. Stover, O. D.

ARE THE CHILDREN ASHAMED OF HOME?

THE children won't bring their friends to an uncomfortable home. But they'll be proud of an American Radiator heated home—and we'll make a generous allowance on the old furnace. We'll be glad to explain how little it costs and how conveniently you can pay for it.

We Guarantee All Work

D. B. WILKINSON
Plumbing and Heating
411-413 E. Maple Ave.
BIRMINGHAM. MICHIGAN
Phone 313

Big Gala Opening

BIRMINGHAM BOWLING ALLEYS

LABOR DAY MONDAY SEPT. 2nd

RUSSELL CHAPMAN

Ladies Invited

Look at your Silverware

Your guests do!

Like reading the latest book—seeking the latest play—knowing the latest fashions—is seeing the new modern patterns in 1847 Rogers Brgs. Silver-

Modern as the latest hat from Paris Modern as the latest bat from Paris.
Modern art in its simplest, stateliest form. In the spirit of this age—but ageless in quality, and good design, and guaranteed without time limit.

1847 ROGERS BROS

B. L. McNellis











Here's an artist's conception of a modern flapper and a flapper of 3100 years ago meeting—and learning that after all they're much alike.

From the hed Sea served the purpose. Since the purpose of the server does not be seen to be served the purpose of the server does not be seen to be seen t