

Each day opens up a new, a fresh chapter in your book of life. You may use your minutes, your hours for many things, either to add or subtract yourself. You are, after all, the sum-total of what you think and do.

FIFTY-THIRD YEAR—NO. 23

LEAVES FOR COLLEGE

William L. Story, the son of Mr. and Mrs. W. M. Story, of Bloomfield Hills, is leaving this week for Cambridge, Mass., where he will take a post-graduate course in landscape architecture at Harvard College.

"You wouldn't put worn-out strings on a Stradivarius, would you? Neither would you neglect to change the oil in a Cadillac.

"Why, then, pay \$200 for a fine radio and handicap its performance, as well as ruin your enjoyment of its tonal qualities for the sake of a few dollars saved on tube renewals?"

Warm-out tubes make it necessary to turn volume control high, thereby using more current and endangering transformers.

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WAGNER ELECTRIC CO. Wabash Building

Planting Time Is Here Now for Evergreens and Perennials

The recent rains have been beneficial, so that right now is the ideal time to plant evergreens and perennials. It will please you to see our latest selection of plants . . . perfect specimens all . . . well-rooted and hardy. Afid because our business has been good we are, in appreciation, announcing a

Sale of Evergreens September 18-27

Here are a few of the specimens:

Beautiful *Pyramidal Arborvitae*. You must see their color to appreciate them.

Globe Arborvitae, 2 ft. spread.

Arbutus, bushy specimens up to 7 ft. These are the best we have ever purchased.

Silver Cedars with their silver colored foliage also *Chamaecyparis*, *Retinospora*, *Pinus*, and *Plumosa*.

WANGBERG GARDENS
SOUTHFIELD ROAD
Across from Acacia Park Cemetery
Phone: BIRMINGHAM 2041-W. AND 2041-R

'L' PROJECTS UP TO VOTERS

Detroit Council Approves Ordinance; Full Agreement Reached

Detroit's common council Tuesday night formally approved the proposed ordinance which will be submitted to the voters of that city Nov. 4, for the construction of an elevated highway to be built above the right-of-way of the Grand Trunk Railway, operating between Detroit and Pontiac on the main line running through north Woodward communities, including Birmingham.

An agreement between Detroit city officials represented by Clarence C. Wilcox, A. C. promoter of the highway, was reached on Friday following months of conferences between the representatives. Thirty-seven amendments to the original draft have been agreed upon.

Of the terms of the agreement, four courses will be open to the public, Wilcox announces. The city may take over the highway by paying the original cost; the operating company may be permitted to continue under a day to day agreement; the city may order the company to raise the 25-mile long structure; or the city may allow the company to operate the highway at toll rates for an additional 30 years.

The measure provides, in its final draft, that plans and specifications for the highway must be submitted for approval or rejection by the council and the project supported by the city.

The 'southerly end of the proposed highway, a much disputed question, has been agreed upon. It will be located about 100 feet north of Congress street, in Detroit.

Birmingham is expected to benefit by the proposed highway because more rapid transportation to Detroit will be afforded. Because the project is now only in its first stages, little can now be done by the Village of Birmingham, except to study the engineering and legal phases of it. Harold H. Corson, village engineer, reports.

The feasibility and accessibility of the highway, probably will be of first concern, Mr. Corson says. The project, of course, will take a long time to complete. If the highway is entirely on railroad property, do not know how just what the village rights in the matter might be. We propose to investigate the plans and study the matter thoroughly, of course."

School District Feast On Sept. 25

Residents of the Barnum School district, are looking forward to the hot luck supper at Bloomfield Park Thursday, Sept. 25. The supper has been planned by the new president of the Barnum School Parent-Teachers' Association to open the season for the enlarged group, and every father, mother, teacher, and pupil in the district is expected to attend.

Games, including golf, tennis, bowling, shuffleboard, croquet, will be played throughout the afternoon. Shaffer will be eaten at 6:30, the coffee served by members of the Association. Mrs. Howard Coffey is in charge of the supper.

OLD RESIDENT DIES IN TEXAS

Mrs. Mary McManus, 75, Was Daughter Of Village Pioneers

Word was received Monday of the death in Dallas, Tex., a week ago, of Mrs. Mary S. McManus, 75 years old, the daughter of the late Mr. and Mrs. Alvin D. Simonson, pioneer residents of Birmingham, who came here in the early part of the nineteenth century and established their residence in what is now known as the Bloomfield Village subdivision.

Mrs. McManus died suddenly, Sept. 7, and the funeral was held from her residence, 623 West Tenth street, Dallas, the following Wednesday. Services also were held in the Oak Cliff Presbyterian Church there with the Rev. Thomas F. Gallagher officiating. Burial was in the Oak Cliff Cemetery.

Mrs. McManus' parents came to Birmingham when Woodward avenue was a narrow dirt road. Mrs. McManus left Birmingham for Texas with her husband, J. W. McManus, Mrs. McManus leaves a daughter, Mrs. J. A. Proshier, of Los Angeles; two sons, George A. McManus, and J. W. McManus, Jr. of Atlanta, Ga.

Word of Mrs. McManus' death was received through Mr. and Mrs. C. S. Hubbard, of Algonac, Mich. Hubbard is a cousin of Mrs. McManus.

At a society wedding in London, Miss Ada Clarke was arrested because she attended without an invitation, hoping to partake of the champagne served.

SALES TALKS CLOSE FRIDAY

Ray M. Hardy Concludes His Conference At Community House

Ray Morton Hardy, business analyst and retail sales counselor, has been conducting a series of conferences on salesmanship and merchandising at the Community House since Sept. 8, to conclude the series tomorrow night at eight o'clock.

During the series, Mr. Hardy has discussed individual salesmanship, co-operation, the psychology of salesmanship, advertising, window displays and other business subjects.

"All good merchandising begins with the customer," Mr. Hardy says. "In order to serve the customer effectively you must know how to have on your shelves the goods they want when they want them. The secret of having the right goods at the right time lies in the intelligent selection of your stock. This intelligent selection is the result of a careful study of what folks buy or what they ask for. My advice to the merchant is: Keep stocked up in the quick-moving lines. Cut out, as far as possible, slow-moving lines and slow-moving prices."

The first principle of an alluring window display is cleanliness. Polished windows are a wonderful asset to any business. Another principle of vital importance in window display is a properly balanced background. Make your display to stand out like a diamond in its setting. Make your window tell one story at a time. Arrange your goods by panels so that the window will impress the passerby because of its orderly simplicity. Goods should be arranged on the window in neat tangles and laid in parallel lines. Proper lighting both in the window and the store is an effective means of silent salesmanship.

The purpose of advertising is to bring people into the store. Advertising attracts by its sincerity, truthfulness and its appeal to deep-seated, fundamental human instincts, desires and aspirations.

"Salespeople are either an asset to the business or a definite hindrance. To many salespeople regard their jobs only as a means of earning wages. To them, their job is dull, drab and gray. With little incentive for constructive thinking or effort. Yet, there is no job in all the world that affords such an opportunity for enthusiastic, creative work as that of salesmanship.

"Salespeople who are courteous, considerate—who have learned to stand on the customer's side of the counter—can make of their positions a definite source of enjoyment as well as a means of ever-increasing income.

The importance of co-operation among the merchant cannot be too forcibly expressed. We must understand the plan of sales promotion and execute it in order to enable us to work together more effectively for the establishment of a definitely sound business program."

DUCK! DUCKS, OR YOU'LL BE ROAST DUCK

These are troublous days for duck hunters.

Ever since Tuesday morning at 10 minutes to five, ducks in Michigan have been ducking the proverbial "ball of lead" from the various waterfowl refuges in the state. There is a vast army of leather-coated rubber-belted, well-armed nimrods baldring away with both barrels every morning in the dripping fog. And many a morning a flock of deceiving wood decoy ducks floats out into the misty surprise.

Some of these decoys are painted in the modernist style, others are turkey. Some are cross-eyed. Others have one eye. Some are very old ducks and all have glass eyes. And while you can't tell an old decoy from a new one—it isn't necessary. Any old decoy duck will do the trick if the strenuous work from a brass horn sounds plausible enough.

And once the ducks are in range—well, it usually means roast duck for supper and a lot of hunters' stories about the big ones that got away.

Among the 100,000 and some licensed duck hunters in the state this season are the following: Birmingham and Bloomfield Hills huntsmen who are expected to bring their share from the cold water of the refuges; Earl Schiack, Elliott Corvell, Clayton Richardson, William P. Honick, J. J. Bruce, Harry B. Smith, George Atkinson, J. Buffmeyer, Marlow A. Fisher, A. W. Dorgan, J. H. Hunter, James Blackley, Eric Kurl, Earl Boyce, and D. I. Miller. More than 140 licenses have been issued recently by the Birmingham Hardware store and the Huston Hardware Co. and large quantities of shells, gloves, boots and other hunting equipment has been sold to prospective buyers of ducks between Tuesday and Monday, Sept. 21, when the season will be closed.

Seasonal covering dates and bag limits remain the same as last year with the exception that the federal daily bag limit for geese has been reduced from five to four.

The season for ducks (except wood-duck and eiders), geese, brant, coots and jack snipe, remains open to Dec. 31. The gullible and rail season does not open until Oct. 1.

The bag limit for ducks is 15 a day, 20 in possession at one time and 100 for a season. The federal regulations specify that only four geese may be shot in one day by one person, which automatically sets aside the State regulations which allow for five.

Regulations covering jack snipe and coots are 10 in one day, 20 in possession at one time and 50 in a season.

The three waterfowl refuges established last year, at Wildfowl Bay, Mammoth Bay and Little Bay de Noc marshes, are still in operation and are, of course, closed to hunters.

Plan To Organize Bowling League

A new bowling league (composed of members of the service clubs in the village is expected to be organized and in operation by the second week in October, it was announced Tuesday by C. W. Osborne, at the regular meeting of the Exchange club.

On Monday 20 members of the Rotary Club signified their willingness to enter the league and 14 members of the Exchange Club on Tuesday agreed to form teams. Members of the Lions Club have also expressed the desire to join the league.

STANDS MUTE IN CHECK CASE

Former Policeman Bound Over To Circuit Court For Trial

Frank G. Williams, a former Birmingham and Orchard Lake police officer, who was arrested in Lima, O., last Thursday by Lieut. Richard Lawler and Detective Joseph MacGregor of the Birmingham Police Department, was arraigned in Justice Floyd S. Buck's court Saturday on charges of uttering and publishing a worthless check.

Williams stood mute, and a plea of not guilty was entered for him by the court. He waived examination and was bound over to Circuit Court. Not furnishing

WE HEARD IT SAID BY—

Mr. E. M. Maddox, general manager of the Washburn Michigan Motorcars, said that Birmingham is somewhat smaller than Royal Oak, just as many buses pass through here as through our southern neighbor.

band of \$5,000; he was committed to jail.

The specific complaint against him was sworn out by Samuel R. Mills, of the Washburn Pharmacy to whom he gave a worthless check for \$15 last May 29, Mills says. Police officers claim he will that he cashed about 40 other worthless checks in this vicinity last spring.

Miss Mary Hanley was put under peace bonds after being examined by Mrs. A. G. Fraser of St. Paul, Minn., so hard that all her good teeth rattled.

FUNERAL IS HELD FOR MRS. S. E. WOOD

Life-long Resident Of W. Bloomfield, Died Friday Of Heart Disease

Funeral services were held at 2 p. m. Monday for Mrs. Sarah E. Wood, 77 years old, who died Friday, of heart disease, Mrs. Wood was a life-long resident of West Bloomfield Township and a prominent member of the Evangelical Methodist Church.

The services were conducted by the Rev. Marjorie of the Wall Lake Baptist church and the burial was in Cothren Cemetery.

Besides her husband, William S. Wood, Mrs. Wood leaves a daughter, Mrs. Ora Cook of Wall Lake, and a son, Carl Wood, of New York.

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THE INCREASING BUSINESS IN OUR BIRMINGHAM-BLOOMFIELD HILLS DEPARTMENT MAKES IT NECESSARY THAT WE ADD TWO EXPERIENCED SALESMEN TO OUR ORGANIZATION.

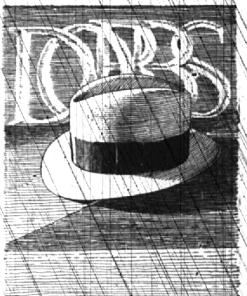
See Mr. Snyder

Wormer & Moore
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Clothing - Men's Wear - Shoes - Luggage
108 SOUTH WOODWARD AVENUE



When Time Brings Sorrow

It is a comfort to know that all arrangements and details will be taken care of by an understanding organization . . . in a manner that will relieve the sorrow of every thought and worry.

G. DEWEY KIMBALL FUNERAL DIRECTOR

381 NORTH WOODWARD AVE. PHONE 810