One of the Canadian electrical industry's best-known "showmen", Arthur Wilson, vice president of Smith and Stone Limited, retires this month after building up a service record that matches the age of most men when they retire. He has been in the electrical field for 63 years - 25 of them

with Smith and Stone. A salary of \$100 a year was all that was required to attract him to the infant industry sixty-three years ago, but Art Wilson makes no claim to exceptional foresight, .. As a fourteen .year-old boy, he says, "It was the \$100 that looked good to me. I don't believe I was too concerned about the long - term growth prospects at that time, but looking tack, I can't think of a line that, 60 years ago, offered more opportunities for development than the electrical business."

One of the opportunities was the flashlight. Wilson was the first flashlight salesman in Canada, and his talents for showmanlike demonstration carned him the awed interest usually accorded a magician. For it wasn't just the flashlight itself that had to be demonstrated. The whole idea of carrying your own mechanical light had to be "sold." - not a simple proposition in the case of the first flashlight introduced in this country.

Art Wilson's first Job was with the Canadian General Electric Company as a mail boy. For a man who says he didn't forsee the great possibilities in the electrical industry when he entered it, he showed a remarkable abthity to grow with it. In rapid succession he rose to shipper, assistant superintendent of warehouse, superintendent and then was transferred to the sales department. By the time he was 20 he was out on the road as an experienced company representa-

Being out on the road in those days was a different proposition than it is now, Mr. Wilson says.

"The average traveller today doesn't really know his customers. We used to spend evenings and Sundays with our customers. We visited their homes and got to know their families. They looked to us for news "

And more than news, evidently "When we called on contractors, 'we generally had to tell them what to use," he says "There were no electricians - just handy men Wheelwrights used to do all the mechanical

Wilson believes that quality and price of your goods are only a part of selling a product "By themseives they aren't worth much unless the salesman does everything possible to give service."

In his early days on the road, he carried this service aspect of his business pretty far. When he visited owners of private power stations he was often asked to take on the job of firing the boilers while the owners had a rare evening out.

The Canadian National Exhibition is sort of a corporation counterpart of Art Wilson. He has been an annual visitor throughout his career. Lately, however, he has stayed close to the electrical building where he meets his old-time friends. It's a bad - and a rare - day when he is unable to remember a name, even when he hasn't seen its owner for ten years.

With two full generations of selling experience behind him, Art Wilson has this advice for anyone following the same career: "Put your company first and yourself second. Do it the other way around, and you won't make even a poor third."

STEWARTTOWN

### ST. JOHN'S GUILD HOLD EUCHRE, DANCE

St. John's Church Guild were sponsors at the cuchre and dance held in the township hall last Friday night. Prize winners were: ladies: 1st Mrs. Thomas Warnes; 2nd, Mrs. Pearl Burt; Men, 1st, Mr. J. Cain; 2nd, Mr. C. Carey. 3 lucky draw prizes went to 1st, Mrs. George English; 2nd, Miss Muriel Burt; 3rd, Mr. John Stoddart, Doris Hulls' Orchestra played for dancing, with Jim Brooks floor manager, Jim and Nora Staddon won the spot dance

prize. Junior W.A. meeting was held at Mrs. Baily's home, Maralyn Murray presiding. Jesu from Thy Throne on High was the opening hymn of the worship service. Judy Walker presented the prayer for the Sunday pledge. The Sunday School by post. Scrap books were made in the busy

period. Lynda Bartlay celebrated her eighth birthday last Tuesday with a birthday party for all her girl friends. Every one enjoyed the party, the games and the cake.

Happy birthday to Gary Smith Johnson who will be ten years old on Thursday May 26th; and to Patsy Harris, 9 years old Tuesday, May 30th, and to Mervin Densmore, 7 years old on May 28th.

The WA meeting was held at Mrs. Sanford's home Thursday of last week. A quilt was bound, Mrs. Sanford berved afternoon tea.

Mr. P. R. Bally and Paul of Islington spent the Victoria Day holiday with Mrs. Mary Bally.

Grace Baptist Church Rev. Glen Wardell, pastor Bruce Penny, student pastor 8 p.m: - Sunday School 7 p.m. --- Evening service Georgetown Oddfellows Hall.

Winners of the High Triple for girls was Marion Johnson with a score of 833 and Bill Avery topped the men High Triples with 811 points. Both

received trophies. After dinner, election of officers, and presentation of trophics and prizes, the bowlers enjoyed an evening of dancing to the music of Reg Ryall

and his Rhythm Kings. The S & S bowling committee for 1954-55 were Dave Stamp, president; Ace Bailey, treasurer; and Mrs. Elmer Fendley and Jim Hyatt, secretaries. The same committee was appointed for the coming season, except that Mrs. John Haines took over the job of secretary from Jim Hyatt.

Trophies for the playoffs donated by Lucky Strike Bowling Club were presented as follows; fligh singles, (girls) Marie Gibbs, 352; high single, (men), Harold Eagles, 360; high triple (girls) Mrs. Earl Emond, 942; high · triple (men), Harold Eagles, 801.

The tool room won the league trophy, each receiving individual trophies Members were: captain, T. Beckett, Fred Spires, Dave Stamp, Maurice Herbert, Harold Gilmer, Jack Sunnocks, Earl Walters.

The Glazers won the trophy for playoffs with each members receiving a trophy Their team was headed by captain. Henry Chaplin; Charles Day, Ron Cash, Don White, Dan Mossop, Joe Hall, George Greensward, Gord Jamieson and Lorne Cross.

Marie Gibbs and Ken South, Mr. and Mrs Jim Sargent won the spot

dances during the evening Lucky draw winners were -Mrs. John Haines, Mrs. John Patterson, Lorne Cross, Reg Ryall, Cy Lang, Mrs. Earl Emond, Ethel Webster, Sid Hulme, Harold Eagles, Mrs. Homer Stennett, Jim Timleck, Ace Bailey, Charlene Robertson, Carol Ottaway, Fred Spires

### 15-YEAR-OLD SAVES BOY FROM DROWNING

A local couple, Mr and Mrs John Oliver are proud of their grandson, Jackie Cardinell of Huttonville, whose picture appeared in the daily papers yesterday when he saved a young lad from drowning in the river there

Jackie dived, fully clothed into five feet of water when he answered a cry for help. The unidentified lad ran off home before his name could be

Fifteen year-old Jackie was struck by polio when he was a baby and it was feared he would never walk. He ·has had four major operations and still wears a metal brace on his leg. His parents, Mr. and Mrs. Ernest Cardinell are particularly proud of his bravery because of this

### Order Office Manager Hobby Show Prizewinner

A Georgetown lady won a cash prize for a pair of leather gloves submitted in a hobby show for empleyees of the T Eaton Co.

Mrs. Wallace Thompson, manager of the local order office, and member of the Arts and Crafts of Georgetown, has had glove making as a hobby for several years. This was the first time she had entered the hobby show. With other entries, her work was on exhibit in the store last week.

### LEADERSHIP COURSE AT CAMP ARTABAN

Many leaders and friends of Camp Artaban, an Anglican summer camp at Ancaster, assembled for a week-end leadership camp. Rev. David Blackwood, Wainfleet, was in charge and a profitable time was spent in leader-

ship techniques. Those attending from St. George's were Sandra and Claire Bradley, Bob Kidd, Bob Simson, Kerry Jepson and Ken Gregory.

# CLUB MIDTOWN REPORT

The committee meeting, May 17 at Donna Bennett's, came forth with a hay ride and scavenger hunt planned for June 24. We are glad to have everyone's suggestions. Let's have more. We thank Mr. and Mrs. Mc-Cumber, our chaperones of last week. We appreciate the willingness and cooperation of our chaperones very

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See Sample Book at The Georgetown Herald

## CHURCH NEWS

St. George's Anglican Church Rev. Kenneth Richardson WHITSUNDAY:



8.00 a.m. Holy Communion (Corporate for B.A.C.); 9.45 a.m. Church School; 11 a.m. Matins, 7 pm. Evensong. ( Every Thursday, 10 a.m., Holy Communion.)

St. Alban's Church, Glen Williams 0.30 a.m. - Holy Communion 10.30 a.m. - Church School

Knox and Limehouse Presbyterian Churches Minister: Rev. Alex J. Calder, BA, BD Organist and Choir Leader: Mrs. Bernice Gowland, ATCM Carilloneur: Mr. Joseph Young

Knox Church School - 10.00 a.m. Public Worship - 11.00 a.m. Limehouse Church School - 130 p.m. Public Worship - 2.30 p.m.

First Baptist Church Rev. A. J. Barker, B.A., B.D. 10 a.m. - Church School 11 a.m. - "The Freedom of the Spirit"

7 p.m. - "Crisis at Hand"

Norval Charge United Church of Canada Rev. A. R. Muir, B.A.

-10 a.m. - Public Worship · 11 a.m. - Sunday School and Bible

Glen Williams 10.30 a.m. - Sunday School 7 p.m. - Public Worship Home Church 10.15 a.m. — Sunday School 11.15 a.m. - Public Worship

Holy Cross R.C. Church Rev. Fr. V. J. Morgan Mass at 0.00 a.m. 2nd and 4th Sundays. Mass at 11 a.m. 1st 3rd, 5th Sundays. and 7.30 p.m.

St. John's United Church Rev. M. G. McFarlane, B.A. Norman Laird Organist and Choir Director 10.00 a.m. - Sunday School 11.00 a.m. - Service of Worship Care for nursery children while parents attend the service of worship

Norval and Union Presbyterian Churches Rev. G. Lockhart Royal, B.A. Union

10 a.m. - Sunday School 11 a.m. - Public Worship Norval 1.30 p.m. - Sunday School 2.30 p.m - Divine Worship Zion Tabernacie

Rev. F. M. Fletcher Sunday School - 9.45 a.m. Services each Sunday at 11.00 a.m. We welcome you

Norval, Hernby, Stewarttown Church of England Rev. J. E. Maxwell, B.A., L.Th. St Paul's, Nerval 10.00 a.m. - Holy Communion and Junior Congregation 7.30 p.m. - Evensong 1st Sunday of the month, 11.00 a.m. Holy Communion.

St. Stephen's, Hernby 11 a.m. - Morning Service -1st Sunday of the month, 3 p.m. Evensony.

St. John's, Stewarttown 9 a.m. - Morning service. 10 a.m. - Sunday School-1st Sunday of the month, 10 a.m.

THE RESIDENCE OF THE PROPERTY OF THE PROPERTY

· Tuesday the junior altar guild of St. Alban's Church met for a devotional and instructional meeting in the

Rev. Kenneth Richardson showed a filmstrip on the work "The Care of the Sanctuary" which was loaned by a former rector Archdescon Fred Wase, Dunnville. A similar meeting

were Hostesses. . in GEORGETOWN . . it's

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MEN'S AND LADIES' CLUBS WILL COMBINE FOR THE GRAND OPENING

THURSDAY, MAY 26th - 8 pm.

BOWLING . . . SOCIAL TIME . . . LUNCH The clubhouse has been completely renovated, and the greens

are in great shape. NEWCOMERS WELCOME Plenty of Bowls Available

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GEORGETOWN

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