

J. F. McGRILL SPEAKS ABOUT SALESMANSHIP

Interest in the Lloyd Hollister subscription campaign was increased by the talk of Mr. J. F. McGrill, on salesmanship. Mr. McGrill, from New York, is the editor of System magazine. He is studying business conditions in the United States and Canada to show the business men what the future holds in store.

Mr. McGrill said that honorable success is the desire of all because of the glory it affords. There is only one way to achieve success, and that is by hard, honest work. The factors for salesmanship are: first, the man, and the man depends on area, the four letters of which signify ability, reliability, endurance and action; second, the goods; third, the customer; fourth, the sale, attention, interest, desire and action are the big points in making a contract.

The trips offered as prizes are something to be sought after, because they are large rewards for easy work. Any boys who wish to enter into the competition may do so by seeing Mr. Cavanaugh in room 303 after school. Start now to be one of the lucky three.

AN ORDINANCE

MAKING EMERGENCY APPROPRIATION FOR THE FISCAL YEAR BEGINNING MAY 1, 1925 AND ENDING APRIL 30, 1926.

WHEREAS, the capacity of the intake pipe at the City Water Plant at the present time under favorable conditions is estimated at four million gallons per day, which capacity under unfavorable conditions may be reduced to a point where the water supply of Highland Park would be almost, if not entirely, cut off; and

WHEREAS, in order to correct the situation it is necessary to purchase and install a low lift pump with necessary motor equipment and to connect the same direct to the existing intake pipe so as to increase the intake capacity of the water works under normal conditions from approximately four million gallons per day, and to purchase and install in connection therewith a high lift pump together with necessary motion equipment to increase the present capacity of water to the distribution system, and to insure an adequate supply of water under unfavorable conditions for general use and fire emergency; and

WHEREAS, the estimated daily requirements of the City for the spring and early summer are six million gallons per day; and

WHEREAS, the estimated cost of installation of a high lift pump and a low lift pump with the necessary connections, together with repairs of the present intake pipe, including the chlorinator and engineering services, is approximately Thirty Thousand Dollars (\$30,000.00); and

WHEREAS, there is no appropriation in the annual appropriation ordinance of the City of Highland Park for the fiscal year beginning May 1, 1925, and ending April 30, 1926, for such expenditure of money; and

WHEREAS, the conditions above recited have arisen since the passage of said annual appropriation bill due to change of weather conditions and the lowering of the level of the water in the lake to less than one foot higher than the level of the intake pipe and the settling well at the pumping station, which conditions were unforeseen at the time of the annual appropriation bill, and which now threaten to diminish and cut off the water supply of the City; and

WHEREAS, the cutting off and diminishing of said water supply for the City will result in great loss and damage to property, and the spread of contagion and disease; and

WHEREAS, such conditions require immediate action to suppress or prevent the spreading of disease and to prevent or remove immediate danger to persons and property;

NOW, THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF HIGHLAND PARK, LAKE COUNTY, ILLINOIS:

SECTION 1. That the following sums, or so much thereof as may be authorized by law, be and the same are hereby appropriated for the corporate purposes of the Department of Public Health and Safety during the fiscal year commencing May 1, 1925, and ending April 30, 1926:

- 1 Low Lift Pump pit and superstructure including electric light and power wiring and concrete pipe trench for high lift discharge main. Estimated cost\$9,100.00
- 1 7.0 M. G. D. motor driven centrifugal pump. Estimated cost erected\$4,500.00
- 1 3.0 M. G. D. high lift gasoline driven centrifugal pump. Estimated cost erected\$7,250.00

Total Estimated Cost.....\$11,750.00

- 90 ft. 20 inch cast iron pipe; flanged, 80 lbs. test,
- 60 ft. 16 inch cast iron pipe; flanged, 300 lbs. test,
- and specials; Estimated cost f.o.b. Highland Park\$2,400.00
- Laying cast iron pipe, specials and valves; estimated cost\$1,800.00
- 3 20 inch double gate valves, flanged, 80 lbs. test,
- 1 16 inch double gate valve, flanged, 300 lbs. test,
- 1 12 inch double gate valve, flanged, 300 lbs. test,
- 1 20 inch check valve, flanged, 300 lbs. test,
- 1 12 inch check valve, flanged, 300 lbs. test,
- 1 16 inch foot valve, flanged, 300 lbs. test,
- Estimated cost delivered f.o.b. Highland Park, Ill.\$1,282.00
- 1 gasoline storage tank installed100.00

Total\$1,382.00
Chlorinator\$1,300.00
Engineering services\$1,500.00

TOTAL ESTIMATED COST OF WORK\$29,232.00

JAZZ IN 20 LESSONS on Piano.
Banks, Est., etc.
Christensen
SCHOOL OF POPULAR MUSIC
20 E. Jackson Blvd., Chicago
Write for free booklet

JAMES MCGARVIE
PAINTING & DECORATING
IN ALL ITS BRANCHES
A wonderful assortment of modern art wallpapers to select from, including some of the finest imported.
Phone Deerfield 267-J
Deerfield, Ill.

SECTION 2. All ordinances or parts of ordinances in conflict herewith are hereby repealed.

SECTION 3. This ordinance shall be in force and effect from and after its passage, approval, and publication.

FRANK L. CHENEY,
Acting Mayor.

ATTEST:

V. C. MUSSER, Acting City Clerk
Passed, March 19th, 1926.
Approved, March 19th, 1926.

Congress is asked to protect the migratory birds, but if those birds called hens migrate into the neighbor's yard, they are likely to get into trouble with the housewives.



SOLDIERS MEMORIAL OAK PARK
Granite Cut and Erected by
J. H. ANDERSON MONUMENT CO.
We Make the Better Class Memorials
5751 Ravenswood Ave.
Write for Catalogue

PRESS WANT ADS BRING RESULTS

Lake Forest School of Music

FOURTH SUBSCRIPTION CONCERT
ENSEMBLE CONCERT

MARTA MILINOWSKI, Pianist
ALFRED WALLENSTEIN, Cellist
ROBERT LINDEMANN, Clarinetist

SATURDAY EVENING, MAY 1st

at a quarter after eight o'clock in the College Chapel
Reserved seats \$2.00 obtainable at the School of Music, Telephone Lake Forest 999, or at Kraft's Drug Store

AUTOMOBILE INSURANCE

Aetna Casualty and Surety Co.
Ohio Casualty Insurance Co.

Central Insurance Service

A. E. Smith
Room 3, State Bank Bldg.
Telephone 574 - 1046

J. A. Torstenson & Co.
PAINTING AND DECORATING
IN ALL ITS BRANCHES
Imported and Domestic WALLPAPERS
368 Central Ave.
Highland Park
Phone H. P. 2443

BEFORE YOU BUILD YOU NEED UP-TO-DATE PLANS
Special Plans and Estimates submitted for your approval
—COME EARLY AND AVOID DELAY—
JOSIAH L. RICE, Architect
OFFICE 502 CENTRAL AVE., HIGHLAND PARK, ILL.
Phone H. Pk. 2452 — Hours 2 to 5 p. m.
and by appointment — Chicago Phone Buckingham 1138
CHICAGO OFFICE 4213 N. ASHLAND AVE.

NORTHWESTERN CHICAGO LINE
FAST SUBURBAN TRAINS
(Central Standard Time)
Clean, Comfortable Cars Parcel Racks for Shoppers
HIGHLAND PARK—CHICAGO
Through tickets also sold, sleeping car reservations made and baggage checked
Ticket Agent—E. C. OHRMUND—Telephone 972

South—Week Days				North—Week Days			
Leave Highland Park	Arrive Chicago	Leave Highland Park	Arrive Chicago	Leave Chicago	Arrive Highland Park	Leave Chicago	Arrive Highland Park
A.M. 4:45	A.M. 5:50	A.M. 4:45	A.M. 5:50	A.M. 6:00	A.M. 7:00	A.M. 6:00	A.M. 7:00
4:54	6:35	10:39	11:15	7:00	7:31	7:00	7:31
5:59	7:00	11:50	12:29	7:05	8:00	7:05	8:00
6:17	7:25	12:47	1:25	7:45	8:18	7:45	8:18
6:27	7:40	1:17	1:55	8:05	8:31	8:05	8:31
6:32	7:40	1:17	1:55	9:00	9:37	9:00	9:37
6:37	7:28	3:50	4:27	9:05	10:09	9:05	10:09
6:50	7:48	4:31	5:08	10:05	10:50	10:05	10:50
7:12	7:57	5:13	5:49	A11:20	A12:09	A11:20	A12:09
7:23	8:20	5:49	6:25	B11:35	B12:22	B11:35	B12:22
7:28	8:45	7:32	8:15	B12:02	B12:49	B12:02	B12:49
8:45	9:25	8:58	9:40	B12:05	B12:52	B12:05	B12:52
8:54	9:45	9:58	10:39	B12:25	B1:12	B12:25	B1:12
A.M. 9:45	A.M. 10:30	P.M. 1:15	P.M. 2:00	A 1:05	A 1:40	A 1:05	A 1:40
				P.M. 1:05	P.M. 1:40	P.M. 1:05	P.M. 1:40

A Except Saturday.
B Saturday only.
A.M. lightface—P.M. boldface.

South—Sundays				North—Sundays			
Leave Highland Park	Arrive Chicago	Leave Highland Park	Arrive Chicago	Leave Chicago	Arrive Highland Park	Leave Chicago	Arrive Highland Park
A.M. 6:45	A.M. 7:40	P.M. 4:45	P.M. 5:30	A.M. 7:02	A.M. 8:02	P.M. 4:35	P.M. 5:32
6:53	8:40	5:53	6:39	7:02	8:02	4:35	5:32
7:52	10:25	6:40	7:25	8:00	9:00	5:29	6:14
10:30	11:15	7:28	8:15	9:22	10:22	6:29	7:14
11:30	12:50	8:15	9:00	11:07	11:55	7:29	8:14
12:30	1:15	9:00	9:45	11:45	12:45	8:29	9:14
1:30	2:15	9:45	10:30	12:45	1:45	9:29	10:14
2:30	3:15	10:30	11:15	1:45	2:45	10:29	11:14
3:30	4:15	11:15	12:00	2:45	3:45	11:29	12:14
4:30	5:15	12:00	12:45	3:45	4:45	12:29	1:14
P.M. 4:30	P.M. 5:15	P.M. 12:00	P.M. 12:45	P.M. 4:30	P.M. 5:15	P.M. 12:29	P.M. 1:14

* HOLIDAY SERVICE—On Christmas, New Year's, Memorial Day, July Fourth, Labor Day and Thanksgiving, SUNDAY SCHEDULES will be in effect.
WEEK-DAY trains indicated by a * will also be operated on the above holidays.
Effective April 25, 1926—Subject to change

for Economical Transportation

CHEVROLET

The Touring Car
\$510

- Roadster - 510
- Coupe - 645
- Coach - 645
- Sedan - 735
- Landau - 765
- 1/2 Ton Truck 395 (Chassis Only)
- 1 Ton Truck 550 (Chassis Only)

All Prices f. o. b. Flint, Mich.

so Smooth
—that after a single ride you will pronounce the Improved Chevrolet a revelation in low-priced-car performance.

so Powerful
—that its ability to conquer hills and plow through mud or sand will literally amaze you.

so Durable
—that the passing months will prove to you as it has to millions, the lasting economy of buying this low-priced car of modern design and quality construction. Let us give you one ride in the Improved Chevrolet!

CHEVROLET MOTOR CO., DETROIT, MICH.
Division of General Motors Corporation

WM. RUEHL & CO.
120 North First Street, Highland Park
Phone 1110

QUALITY AT LOW COST