

## Read Estate Bonds and First Mortgages

secured by  
**Property**  
in  
and around  
Highland Park.

Other bonds very attractive for investment of idle funds.

### North Shore Trust Company

### SCORES CUT-THROAT COMPETITION PLANS

#### SAYS MIND OWN BUSINESS

**Trust Company Official Believes Best Way to Meet Opponents in Business to Attend to Own Problems**

D. H. Cheney, vice-president of American Exchange Irving Trust Company, of New York, believes that the best way for business men to meet new forms of competition is to stop trying to cut their competitors' throats and to give more attention to the solution of their own business problems.

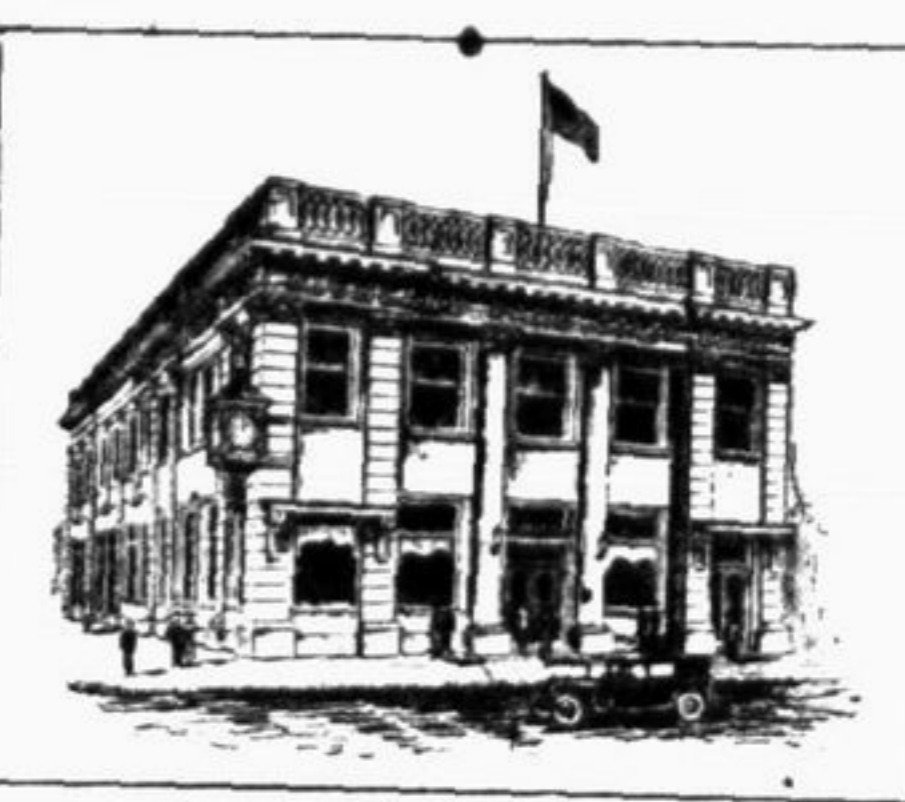
In an article in Nation's Business magazine, he says:

"The answer to the new competition may be the new co-operation, mergers and trade associations. Mergers are supposed to make a business more efficient—and sometimes they do. But a business can make itself more efficient without a merger. A trade association cannot solve all the country were taken unaware, would prosper if it showed strength and suffer if it were humbled and beaten. By the time we had reached New York, I had converted Gompers problems of an industry—it cannot lift an industry by its bootstraps. If, instead of fighting his competitors, each member of a trade association devoted his time to improving his own business, every trade association in the country would be a success!

**How to Do It**

"If every business man stopped trying to match his competitors' tactics or beating them at their own game, the Federal Trade Commission could go off on a long vacation and beautifully illuminated codes of ethics could stay in the trade associations' stockpiles. If every business man stopped listening to his salesmen and set his mind to make a profit, making sure that he was producing as efficiently and economically as possible, there would be no fear of price-fixing, 'red ink' and 'red ink' prosperity would turn to black.

"What a revolution it would be in American business if every executive would attend just one 'conference' of his own every week to a conference with himself! Behind locked doors, with strict instructions to the telephone operator and the office boy to bring a pad of paper and without a sign—all over this broad land—each business man devoting an hour to his own business. Not an hour of brooding, not an hour of thinking, not watching the clock follow, but minding his own business."



*"Give me the young man with \$50 in the bank—money he earned himself, and I will show you a young man who is started on the road to success." R. W. Sears*

Now listen: It is not the \$50 that this man who built a wonderful business is talking about, it is the fact that the young man earned the money himself and put it in the bank. That is what counted.

Young man! You have the same chance as all the successes. Get busy; open an account in our bank today and get on the road to independence.

## HIGHLAND PARK STATE BANK

The Old Reliable and Progressive Bank

#### MRS. THOMAS BOWDEN PASSES AWAY SUDDENLY

The many friends of Mrs. Thomas J. Bowden (Jean Glenn) were deeply grieved early this week to learn of her sudden death Monday night at the Ames Home hospital, Lake Forest.

Mrs. Bowden had been ill for a few weeks with rheumatism, but her condition was not thought to be serious. Sunday she was visited by relatives, who reported her feeling better than usual. She died suddenly Monday night.

Besides her husband and small daughter Jeanne who was a year old Sunday, she leaves to mourn her death her mother and father, Mr. and Mrs. Robert James and Aileen Glenn of Lone brother Thomas Glenn.

Funeral services will be held this afternoon at 2:30 o'clock from Scott's funeral home, Wilmette with burial in Memorial Park cemetery.

Mrs. Bowden was a graduate of the New Trier high school and was for some time employed in the bookkeeping department of the Highland Park State bank. She was 22 years old.

#### LEGION BANQUET HERE SUCCESSFUL AFFAIR

Given Tuesday Night at Green Teapot in Honor of Past District Commander

A very successful banquet was given by the Eighth district of the American Legion, which comprises the 1st and 2nd counties, on Tuesday evening at the Green Tea Pot in honor of Past District Commander Edw. McGeough and in recognition of faithful service rendered the district during the term of office, which he recently resigned to go to Washington, D. C. following an excellent dinner, during which music was furnished by the Great Lakes orchestra, a program of speaking was the feature, with Charles C. Kapschull of Deerfield, past division officer of the Eighth district acting as toastmaster.

The address of welcome was by William Woodard, district commander, Col. A. V. Smith, state's attorney of Lake county, spoke on "The Legionnaire and his Patriotic Duty," and then followed an address by Harold Hanson, grand chef de train, Illinois "Forty and Eight."

A notable feature was the presentation of a gift to Past District Commander McGeough, who made suitable response.

#### TO SUMMON SPECIAL VENIRE OF JURYMEN

Circuit Judge Edwards Monday directed Sheriff Lawrence A. Doolittle to summon 40 veniremen in addition to the regular panel for Monday, Oct. 22, when the criminal call is to start in Circuit court.

John Brown, Dominick Bresette, Harold Martin and George Boone, charged with the murder of William Beck, Jr., a farmer, who lived near Milburn, are to be placed on trial. Claude Clark alias Claude Puchamp, last week pleaded guilty to the charge of participating in the murder of Beck. A confession made by Clark at the time of his arrest implicated Brown, Bresette, Martin and Boone in this murder.

State's Attorney A. V. Smith will be in charge of prosecution and will be aided by Assistant State's Attorney Sidney H. Block. Attorney George W. Field is representing Martin, Boone and Bresette. Attorney Harry Hall, a court appointee, is counsel for Brown.

#### The kids are preparing to commit special depredations on the premises of the people who are opposed to Halloween celebrations.

They have talked about reviving the old time torchlight processions, but they would not go in these days when the boys are unable to walk, much less to carry a torch.

The ministers are supposed to call on their parishioners, but they would have to jump into many automobiles to do that now.

They used to tell about the politicians buttonholing the voters, but they put their hands in our pockets now.

### BARTLETT THEATRE

HIGHWOOD, ILL.

Daily Opening 7 p.m. Sunday 6:30 p.m.  
Matinee Sunday 2:30

Sun., Mon., Oct. 21-22. Adults 50c, Children 10c

**"HER CARDBOARD LOVER"**  
with  
MARION DAVIES  
Pathé News - Comedy - Fables

Tue., Oct. 23. Adult 25c, Children 10c

**"A SAILOR'S SWEETHEART"**  
with  
FAZENDA - COOK  
also Review and Comedy

Wed., Thurs., Oct. 24-25. 25c-10c

**"RAMONA"**  
DOLORES DEL RIO  
WARNER BAXTER

Friday, October 26

**"MADEMOISELLE FROM ARMENTIERES"**  
starring  
JOHN STEWART - ESTELLE BRADY  
Comedy, "Girl from Nowhere"  
also Novelty - "Golden Fleece"

Saturday, October 27

**"FLEET WINGS"**  
with  
BARRY NORTON - DOROTHY JANIS  
BEN BARD  
"Terrible People" No. 9  
Review and Comedy

### DE LUXE THEATRE

LAKE FOREST, ILL.

For clean entertainment and first run pictures  
The Old Theatre at Westminister Avenue

TELEPHONE 832

Daily opening 7 p.m. Sunday 6:30 p.m.  
Matinee Saturday and Sunday 2:30 p.m.

Sun., Mon., Tues., Wed., Thurs., Fri.,  
October 21, 22, 23, 24, 25, 26

2:30 Matinee Sun., Wed. and Fri. Mat. at 8:00

Now available for first time at popular prices  
Adults 50c, Children 25c  
exclusively at this theatre

**"King of Kings"**  
by  
JEANIE MACPHERSON  
with a cast never before in motion pictures  
H. B. Warner Ernest Torrence  
Dorothy Cumming Joseph Schildkraut  
Jacqueline Logan Victor Varconi  
Rudolph Schildkraut William Boyd  
Julia Faye Montague Love  
May Robson

Greatest picture of the Century!  
A screen masterpiece that will live forever in the hearts of mankind.

Saturday, October 27

**"ONE ROUND HOGAN"**  
starring  
MONTE BLUE  
also Our Gang Comedy, "No Nuts"  
"Terrible People," No. 2 - also Fables

#### HIGHLAND PARK YOUTH IS AT HOME ON LEAVE

"Jacob Walter Herman, U. S. Navy, has returned home from the training station at Great Lakes, Ill., after eight weeks of instruction. The father Mrs. E. J. Hayes residing at 121 Green Bay Road consented for the enlistment of his son last July, realizing the advantages that the navy had to offer in trades and schools of different kind.

Jacob Herman has passed the necessary examination for the aviation school at Great Lakes, where he will begin his studies upon his return from leave.

The navy has fifty-five different trades and many opportunities for young men are offered young men between the ages of 17 to 35. Anyone interested should communicate with Mr. Theodore W. Davis, U.S.N., of the Navy Recruiting Station, 608 S. Dearborn street, Chicago, Ill., who was instrumental in having Jacob Herman join the navy. Any information desired will be gladly furnished by Mr. Davis.

**A Popular Outing for All the Family**

## Milwaukee

Sunday, Oct. 21st

**\$1.55**  
ROUND TRIP

**From Highland Park**

Children Half Fare—No Baggage Checked  
Excursion Tickets Good Going and Returning on Special Train

Lv. Highland Park - 8:30 a.m.  
Ar. National Ave. - 9:55 a.m.  
" Milwaukee - 10:00 a.m.

**RETURNING:**  
Train leaves Milwaukee same day  
7:10 p.m.; National Ave. 7:15 p.m.

Make plans now to go next Sunday.


Buy Your Tickets in Advance  
C. & N. W. Ticket Agent  
Highland Park, Ill.

**CHICAGO & NORTH WESTERN RAILWAY**

### MOTOR MAXIMS

BY  
JEFFERY A. CARQUEVILLE

**A MISS IS AS GOOD AS A MILE!**



WHEN you buy a USED CAR don't MISS out on the required MILEAGE. Buy of folks who wouldn't sell a car unless they KNEW it would furnish the promised service. Buy here.

Nash Special Six 2 Door Sedan—1925 model.  
Nash Special Six 4 Door Special Sedan—1927 model.  
Nash Special Six Sport Roadster—Rumble Seat—1927.  
Nash Advanced Six 2 Door Sedan—1925 model.  
Nash Advanced Six 2 Door Sedan—1926 model.  
Nash Advanced Six 2 Door Sedan—1928 model.  
Nash Advanced Six 7 Pass. Sedan—1926 model.  
Nash Advanced Six Sport Roadster—Rumble Seat, 1927 model.  
Nash Advanced Six Victoria 4 Pass. Coupe—1927 model.  
Studebaker Coach—1925 model.  
Marmon 7 Pass. Sedan—1926 model.  
Dodge Touring Car—1923 model.  
Studebaker Touring Car—1923 model.  
Jordan Touring Car—1922 model.

## OUR DRESS SALE is Extended One Week!

In order to give all the ladies of the community the opportunity to benefit by this unusual sales event, we are extending our dress sale one week more.

**\$7.95 Each**  
2 for \$15.00

**Satin Dresses**  
We have just received a shipment of beautiful satin dresses from New York. They are exceptionally low priced at

**at \$15.00**




## All Winter Coats Greatly Reduced

An extremely comprehensive selection of winter coats, both for sports and dress wear. A coat for every occasion at prices you will find attractive.

### Mary Ann Frocks

"EXCLUSIVE BUT NOT EXPENSIVE"  
19 South St. Johns Avenue  
Highland Park, Illinois



## 25 Shrubs Free

With every purchase of 100 shrubs during the month ending October 15 we will give 25 shrubs free. This offer expires October 15th.

Now is the time to have us do your planting. We have a complete assortment of fine evergreens, fruit and shade trees and perennials, all carefully grown in our own nursery located on Route 22, one and one-half miles west of Milwaukee Avenue.

Our Catalog Gladly Sent on Request  
Telephone Highland Park 523



**Charles E. Fore Nurseries**  
SPECIALISTS IN  
Landscape Gardening  
Office

49 PRAIRIE AVENUE HIGHWOOD, ILL.

### HIGHLAND PARK NASH SALES

PARK AVE & SHERIDAN ROAD

PHONE H.P. 1608