Highland Park with them to spend 11, 12 and 13. the summer here.

has been chosen to work next year of Vine avenue, Highland Park, as a member on the business staff was graduated at Bradford Junior o fthe Daily Illini, University of Illi- | College, Bradford, Mass., at the nois student publication. The Illini 135th commencement on Monday, is a full-sized daily newspaper, and June 6. Miss Jones has been preswas the first college publication to ident of the Glee club and on the obtain full Associated Press mem- baseball team. She prepared for bership,

Two Highland Park students, Mary Louise Liebenstein, daughter of Mr. and Mrs. Harold the suburbs of Chicago, Illinois,

Miss Ancette R. Jones, daughter E. L. Stone of 128 McGovern of Mr. and Mrs. George R. Jones Bradford at the North Shore Country Day school.

Among the sixty students from

FOLLOW THAT SALES LETTER

WITH A TELEPHONE CALL

TO CLOSE THE ORDER!

HERE is a plan used with marked success by many

information. They know the approximate time this

should arrive at the customer's office. They telephone

while the letter is still on his desk, and the subject

fresh in his mind. Immediate orders have resulted

terested in his order. It allows you to answer any ques-

tions that may have arisen in his mind, and discuss

the matter further if necessary. It means swift ser-

vice in filling the order . . . always an asset in getting

ing your out-of-town sales, or meeting some other

business requirement? Just call our Business Office.

Would you like a special telephone plan for increas-

Telephoning shows the customer that you are in-

from an unusually high percentage of such calls.

First they send a letter giving quotations or other

sales executives.

new orders in the future.

and daughter Virginia and Miss Patricia Odell, daughter of Northwestern university at the Highwood are rejoicing over the Brantley Page Chappell of Winons, William Winters of Chicago spent Mr. and Mrs. Carl L. Odell, 212 80th commencement exercises to be birth of a son born Sunday, June Minn., which will take place Saturthe week end in Burlington, Ia., Maple avenue, are candidates for held in Dyche stadium Saturday af- 5, at the Highland Park hospital. day, June 24. with Mrs. Saathoff's father and B.A. degrees in Commencement Ex- ternoon, June 11, from Highland Her sister, Mrs. Gerda ercises at Carleton College, North- Park and Ravinia are John Robert and family of Dean avenue expect Monday for San Francisco, Cali-Braun and son David returned to field, Minn., the weekend of June Carter, 2092 Sheridan road, Elea- to leave next Saturday for their fornia, where they will attend the avenue, Robert Bernard Fox, 188 of Chicago will occupy the Sel- July. Lakeside Manor road, John E. V. fridge home during the three Hagberg, 431 S. St. Johns, Baker months they are away. Mr. Pol-Mayern Hamilton, 206 N. Linden lack is a music critic writer for one avenue, Carl J. Lanal, 335 S. Linden avenue, Dorothy Jane Melville, 724 Ridgewood drive, Rae Olga Seidenbecker, 700 S. Sheridan road, Harry Edward Skidmore, 332 N. St. Johns avenue, Zada Rowena Clarke, 240 Cary avenue, Elizabeth Patterson Haller, 290 Mashman, and John B. Robertson, 1250 Judosn avenue.

General M. F. Davis, who formerly was stationed at Fort Sheridan, died at his home Cornwall on the Hudson, New York, May 31, 1938. He left a widow, two daughters and a son. Mrs. Davis was formerly Miss Bessie A. Hall of this city.

Sam J. Sherer, son of Mr. and Mrs. Renslow P. Sherer, of 849 Lake avenue, has been announced as an inftiate to Psi Upsilon fraterdence, R.I.

Homewood avenue are the proud of the star players. parents of a son born Thursday,

Miss Ruth Card is among the recent arrivals registered at the Hotel Commodore in New York City.

Thomas M. Gilkerson, 11 Prairie avenue, Highwood, received his Master of Science Degree at the graduation exercises at Armour Institute, Chicago, Sunday.

Little Patricia Lee Rollman, 13 day old daughter of Mr. and Mrs. Clarence E. Rollman of Deerfield objects to being called a "son." The birth announcement appeared in last week's Press. We do hope Patricia will forgive us as we'd hate awfully to have Patricia grow up to be a "Tom Boy" just because of our error.

Mrs. F. A. Roberts of Oak avenue, Highwood, who recently underwent an operation at St. Lukes hospital, Chicago, is getting along nicely.

Miss Marjorie Weber of Ridgewood drive is leaving today with her house guest, Miss Amy Enselman, for Miss Enselman's home in Brooklyn, N. Y., for a three wekes

A daughter was born to Mr. and Mrs. Robert Nicholls of Deerfield on Monday, June 6, at the Highland Park hospital.

Mrs. W. R. Ruffner has gone to Schenectady, N. Y., where she will visit her two daughters, Mrs. Edward Wintersteen and Mrs. Harrison Todd, for a month. Mr. and Mrs. R. P. Sherer will

go to Amherst, Mass., next week to attend the graduation exercises of their son Renslow, who will graduate from Amherst college. Miss Ann Mills left Monday for Redlands, California, where she

will join her aunt, Miss Adele Everett, former resident of Highland Park, who now lives in California. The two will travel for three weeks through the Northwest and Canada.

Mr. and Mrs. Frank F. Selfridge of the Chicago newspapers.

Miss Janet Leonard of Carol at the University of Michigan. court will leave Friday for a week's vacation with the Seymour Gminer's in Appleton, Wis.

Mr. and Mrs. Carl Pasquesi of Highwood are receiving congratuborn Monday, June 6, at the Highland Park hospital.

Mr. Herbert Jarrett of Beverly Hills, California, former Pure Oil representative along the North Shore, will visit his many friends here this coming week end. Mr. and Mrs. Gordon Leonard will give a party for Mr. Jarrett at their summer home at Pistakee Bay on Friday evening and Sunday.

Winners of the tennis tournament played at Exmoor Country club last Sunday were Mr. F. P. Hunt, nity at Brown university, Provi- Mr. Harry Curan, Jr., and Mr. R. F. Walker. Mr. Vincent Richards, Mr. and Mrs. John Petik of former Davis cup player, was one

Mr. and Mrs. Whitt Schultz had June 2, at the Highland Park hos- as their guests of honor at dinner Tuesday evening, Mr. and Mrs. William Roberts of Oakland, Cali-

> Mr. and Mrs. Benj. F. Lewis spent the early part of the week in St. Louis, Mo., where they visited their daughter, Janet. Miss Janet, a student at Principia High school, returned home with her parents for the summer vacation.

> Mrs. F. N. Bard will entertain at a luncheon-bathroom shower for Miss Frances Odell on the Wed-

Mr. and Mrs. William H. Saa- E. Liebenstein, 48 Sunset road, and who will receive degrees from Mr. and Mrs. Paul Drack of nesday before her marriage to Mr.

Mr. and Mrs. Robert Denzel left nor Cuffey, 599 Onwentsia avenue, summer home at Long Lake, Phelps, Rotary club convention. They ex-Pauline E. Davis, 550 S. Linden Wis. Mr. and Mrs. Robert Pollack pect to be back around the first of

Miss Jane Garnett returned Wednesday for her summer vacation from Ann Arbor, Mich., where she attends the School of Architecture

Mrs. Dorothy Haskins of Pleasant court entertained at dessert bridge last Saturday evening.

Mr. and Mrs. Byron Howes attended the graduation exercises for lations of the birth of a daughter their daughter, Judy, who graduated from Principia high school at St. Louis, Mo., yesterday (Wednesday). Byron Howes, Jr., will return home Friday from Principia college, Elsa, Ill.

> Among the Highland Parkers who attended the large garden tea for Mr. and Mrs. Jacob Weber of Chicago who were celebrating their fiftieth wedding anniversary last Sunday were Mr. and Mrs. Hoyt Roush, Mr. and Mrs. Whitt Schultz, Mr. and Mrs. William Blessings, and Mr. and Mrs. P. J. Weber, The Jacob Webers are the parents of Mr. P. J. Weber of Ridgewood drive.

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