

Grand Jubilee Pageant, Durham Rink, Tues., June 28

Auspices I.O.D.E. Admission 50c & 25c A Gorgeous Spectacle

Traverston

(Our Own Correspondent)
The crops in this district are improving since the recent rains. Mr. J. H. Robson and sons are erecting a neat garage this week. Miss Evelina Cook of Detroit arrived home on Saturday for two weeks' vacation. Mr. Mike Quillinan has improved the appearance of his farm with considerable new wire fencing. Miss Kathleen Firth spent Sunday with the Cook family. Mr. and Mrs. Frank Twamley accompanied by Mr. and Mrs. Will Campbell and children of Welbeck spent the first of the week at the McCookin home. Miss Jean Florence Williams and Master Raymond Elmo Edwards were christened at Zion's service on Sunday by Rev. J. E. Peters. Mr. and Mrs. Philip Harrison of Swinton Park and Mr. and Mrs. Percy Harrison and son John of Egremont spent Sunday at the Nelson house. Mrs. Jos. Atkinson is spending this week with her daughter, Mrs. J. B. Edwards. Mr. and Mrs. Hugh McArthur and M. M. Edwards spent the first of the week with Mr. and Mrs. Jas. Crutchley of Dornoch. Mr. and Mrs. Arthur McClockin of Durham spent Friday with Mr. and Mrs. Chas. McClockin. Messrs. John O'Neil and Frank Haley recently visited with friends in Paris. Come to Zion picnic on July 1st. A good time is expected. Mrs. R. T. Edwards and son Spencer motored to Lucknow on Saturday and returned the first of the week accompanied by Mr. George Henry and Mrs. A. Irving. Mr. Dave Young of Owen Sound visited with kindred over the week-end. Mr. and Mrs. Geo. Newell, Jr. and Mrs. Newell, Sr. spent the first of the week with Mr. and Mrs. J. B. Edwards. Mr. and Mrs. Will Jack and daughter Clara, Mrs. W. J. Greenwood, Messrs. Herb and Graham and Miss Susan Timmins, Mrs. Will Timmins, and Miss Viola Neely were all visitors to the Seenie City on Saturday. Misses Ada and Grace Paylor and Elsie Mays of Mount Forest spent the week-end at home. Rev. J. E. Peters will preach his farewell sermon at Zion on Sunday before leaving for his new charge at Meaford. Mrs. Staples of Hanover is expected to address the league at Zion church on the evening of July 3.

Swinton Park.

(Our Own Correspondent)
The O. S. football team played here on Wednesday night with the S. P. team in a league game and the former team won by two goals. The play was very even throughout and the S. P. boys made it interesting at times but were not so lucky as the O. S. team. Mr. and Mrs. Wm. Piddle of Badgers spent Sunday with Mr. and Mrs. R. Knox. Mrs. R. S. Parslow left for her home in Vulean, Alberta on Monday, having spent a couple of weeks renewing old acquaintances. Statute labor has commenced here and now the roads are getting in dandy shape for motor traffic. The steady rain on Saturday and Sunday, followed by the warm weather has made a great improvement to the growing crops. A good number from here attended the District meeting held in Corbettton last Friday night. Wonder if the constable is sworn here yet?

Rocky Saugeen

(Our Own Correspondent)
Mrs. Wilkins of Swift Current is visiting with relatives in Kitchener after spending a few days with her mother, Mrs. Ed. Simpson. Mr. and Mrs. Angus McArthur are spending a few days with friends in Toronto. Rev. Mr. Armstrong is holding special service next Sunday at the usual hour appropriate for Confederation. The Rocky ball team played the

Willowdale

(Our Own Correspondent)
Miss Mary Alexander and gentleman friend from Welland are to the bereaved family and friends. Mr. and Mrs. Jim Crutchley spent Saturday with Mr. and Mrs. Russell Moore of Meaford. Mr. Chas. Schaefer, Jr. underwent an operation for appendicitis in the Durham Hospital on Saturday morning. He is getting along as well as can be expected. Mr. and Mrs. Ernest Greenwood Harold and Ralph, spent Sunday with Mr. and Mrs. R. Mortley. A school meeting was held recently and Mr. Campbell McLean was re-hired and given a substantial raise. All were very pleased with the progress of both teacher and pupils. Mr. and Mrs. Hugh McArthur and Miss Mina Edwards of Zion, Messrs. Bryson Morlock, Cliff Buschlen of Durham and Miss Allie Smith visited with Crutchleys on Sunday. Services in the Presbyterian church will be withheld on Sunday, June 26, as it is the anniversary of the Presbyterian church in Clatsworth.

Latona

(Our Own Correspondent)
On Saturday morning Mr. John Ray (Sr.) passed away. He was 78 years of age and has been ailing for some time. His funeral took place on Monday afternoon at Latona cemetery where a large number paid their respects to the departed gentleman. His pastor, Mr. McWilliam conducted the services at the house and grave. The community extends sympathy

Traverston

(Our Own Correspondent)
Dornoch team last week and the former were victors. Miss Kathleen Firth, teacher, has been re-engaged as teacher for 1927. Also Campbell McLean has been re-engaged as teacher of Latona school. Mr. William Hill spent the week-end with his sister in Guelph. The annual U. F. O. picnic will be held in Lauchie McLean's bush on July 6th. Also the church is having a garden party at the home of Donald Stewart on the evening of July 5th. Mr. L. A. McLean helped John McKechnie at a wood-see a couple of days this week when a big pile of wood was sawed. Mr. and Mrs. Albert Reid of Toronto spent Sunday with Mr. and Mrs. Lauchie McLean. Congratulations to Catherine McLean, who passed all her subjects from first to second form.

Holstein

(Our Own Correspondent)
On Tuesday the District Annual meeting of South Grey Women's Institutes was held here in the United church with a good attendance. There was a morning session which was mostly business and in the afternoon the meeting was addressed by two prominent speakers, Mrs. Meek of Alton and Mrs. Banks of Shelburne. Both are good speakers and gave interesting addresses. Other items on the program were readings by Mrs. Hildyard and Mrs. James Bunston, solo by Mrs. F. Watson and quartette by Dromore ladies. Mrs. Rogers very ably acted as chairman. A social time was spent between sessions and after the afternoon session, dinner and supper were provided for all in the basement of the church. Mrs. Richard Irvin spent the past week with friends in Fergus and Guelph. Mr. Wm. Freeman of Teeswater was a recent visitor with Mrs. E. Johnston. Mr. and Mrs. John Orchard left on Monday on a motoring trip to Owen Sound and other places. Mrs. Meek of Alton was the guest of Mrs. Tuck while here attending the District annual meeting of the Women's Institutes on Tuesday. Mr. E. Hildyard is in Hanover this week presiding at the exams in the High School being held this week. Mr. and Mrs. Thomas Allan called on a number of friends in the village on Thursday last. A number from Holstein attended the garden party at Fairbairn last Thursday. Mr. Gordon Koch left on Saturday for his home in Stratford, the continuation school being closed Friday.

Swinton Park.

(Our Own Correspondent)
Mrs. Carter and little daughter Gertrude of Gladstone, Mich., are visiting the McCall family and Mrs. Carter's father, Mr. James Brown. Mr. and Mrs. Rife were in Hespeler on Thursday last attending the funeral of Mrs. Rife's brother. Sympathy is extended. Miss M. Swanston is visiting her niece Mrs. Alex. Dodds near Cedarville and attended the graduation of nurses at Fergus hospital last Thursday. Miss Isabel Dodds being one of the graduates. Mrs. John Philip of Mount Forest is visiting her sister and uncle at the manse. Rev. G. S. Scott, Mrs. Scott and children visited Mrs. Scott's mother Mrs. John Brown and other relatives last week. Rev. Scott has accepted a charge at Brigidon near Sarnia and is being inducted there this week.

Traverston

(Our Own Correspondent)
The sessions of Saugeen material were held on Tuesday, 14, in Knox Presbyterian, Harrison, Mrs. R. B. presiding. The morning session, opened at 10 o'clock, was an appointment of Committees and hearing of reports the departmental secretary following facts are noted Saugeen exceeded its allotment fifth; Clifford Auxilia first in the Presbyterial, \$8.00 a member; Arthur stood second. There has increase this last year, senior and junior member hundred and thirty-five responded to the roll call meeting. Mrs. James McPhee gave a report of the meeting at Brockton. Three addresses of attention featured the afternoon Miss Hattie, superintendent Redemptive Home for girls to, urged her hearers to be religious practical and to be home is under the General the Presbyterian church, and takes care of all ages years of age, regardless of city or creed. Mrs. Fletcher, General secretary of the Provincial Society in Canada, in the Kingdom of God in There are now forty-two members in Canada. Miss Edith Sinclair, a past year has been elected Board to do special work young people, spoke. Among the Young People a practical talk in which ed that it was our duty our young people see. (Continued on page 9)

Who wouldn't be a small-town merchant?

Buying only small stocks enables the small-town merchant to try out the novelties and new styles people are looking for — on which the margin of profit is greater than on staple lines. Hand-to-mouth buying keeps down the capital investment, and additional quantities or odd sizes can always be ordered by Long Distance. Thanks to this method of conducting business retailers have never been able to show as many up-to-date styles as now. By using Long Distance the wide-awake small-town merchant with his low overhead expense can make his store the buying headquarters for a large surrounding territory.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.



The Late R. STANLEY WEIR

Owing to the fact that numerous suggestions were received from all parts of Canada that a uniform English version of "O Canada" be approved, the National Committee for the Celebration of the Diamond Jubilee of Confederation circularized the Prime Ministers and the Ministers of Education of all the Provinces. Replies were received that the version written by the late R. Stanley Weir, D.C.L., Recorder of Montreal, is being used in the schools of all the Provinces, including the English-speaking sections of Quebec. In view of this, the Committee is using the Weir version in its own publications.

O, CANADA

Words by WEIR Music by LAVALLEE

O Canada! Our home, our native land!
True patriot love in all thy sons command,
With glowing hearts we see thee rise,
The True North, strong and free,
And stand on guard, O Canada,
We stand on guard for thee,
O Canada, glorious and free,
We stand on guard, we stand on guard for thee!
O Canada, we stand on guard for thee!

Vacation Days Are Coming

Are You Prepared for Your Holiday Trip?

We have an excellent range of Club Bags, Suit Cases and Hat Boxes suitable for any occasion.

Don't fail to see the new Coat Case in a solid steel fame. It will stand any abuse and still remain presentable. This case retails at the exceedingly low price of \$9.00.

We also have a number of Boston or Shopping bags priced from \$1.50 to \$5.00.

REPAIRING A SPECIALTY

J. S. McIlraith

The Cash Shoe Store Durham, Ont.

Rexall Milk of Magnesia Tooth Paste

contains 44% true Milk of Magnesia. It contains NO soap, yet it corrects acid mouth, which prevents tooth decay. It restores natural color by removing the film. It soothes sore gums and is ideal for sensitive teeth. It cleanses the teeth and keeps them white. It polishes the teeth and gives them new beauty. It's pleasant to use and keeps the mouth clean and the breath sweet. Its daily use, twice a day, will prevent pyorrhoea. It's best for children and best for grown-ups. "Its daily use—a sensible habit" "We sell it on our personal guarantee to do every one of these things or we refund the money."

25c. and 50c. Tubes

McFadden's Drug Store

The Rexall Store Successors to Macfarlane & Co.

THE VERY LATEST Men! Look These Over

Men's Duchess Wide Sport Trousers
Men's Blazers in Flannel and Knit
Men's Straw Sailors and Leghorns
Men's and Boys' Hatchway Underwear
Bolsalino Felt Hats

We carry the largest and most up-to-date stock of Men's and Boys' Clothing in Town.

Give us a call. We guarantee to please you.

D. M. Saunders

MEN'S AND BOYS' READY-TO-WEAR
"MORE FOR LESS"
One Door South of D. C. Town, Jeweller, Durham

VETERANS' STAR THEATRE

FRI.-SAT., JUNE 24 & 25
John C. Flinn Presents
"Whispering Smith"

Whether he faced a pair of loving eyes or a pair of six shooters, "Whispering Smith" always was undaunted. Perjured, plotted against, almost on outcast, "Whispering Smith" endeared himself to the community when he rid it of a scourge.

Comedy—Ben Turpin in "Harem Knight"
First Show Starts 7.45
Adults—25c. Children—15c.

NEXT WEEK—
"THE WHITE OUTLAW"

SUPERIOR GROCERY

Our Delivery Is FREE Quality and Service Why Carry Heavy Parcels?

The Home of Pure Wholesome Food Stuffs,—Kept Under the Most Sanitary Conditions

SUGAR 10 lbs. for 78c.	SYRUP Crown, 5 lb. pails 38c.	SHORTENING 1 lb. prints 18c.
JELLY POWDER All kinds, 4 for .25c.	TAPIOCA FANCY Bullet Type, 2 lbs 23c.	RICE Large pearl, 2 lbs 23c.
DATES Fresh Quality 2 lbs. for 25c.	PEANUT BUTTER Sweetheart Toy pail 22c.	FIG BARS Special, 1 lb. 22c.
LUX SOAP 4 for 32c.	SLICED PINAPPLE Tin 18c.	SHORTENING Pails, 3's 54c.

Lettuce, Celery, Pineapples, Strawberries, Cucumbers, Tomatoes

H. Morlock & Sons

Phone 51 DURHAM, ONT. WE DELIVER

Groceries at Reduced Prices
FRI. and SAT.
June 24 & 25, 1927

QUEEN ST. LADIES IN REGULAR

Met Thursday of Last Successful Monthly Which Many Topics Cussed.

The June meeting of Queen St. Ladies held Thursday afternoon at the home of Mrs. R. Mrs. Knechtel occupied during the devotional study period, opening with singing "A better home" The Lord's Prayer repeated in unison and read the scripture Matthew 11, 25-26, states the possibility of the story of Peter was Jesus on the sea. read a leaflet entitled "Is Obstacles". Through and disappointments, built and faith is strong. The chapter from the on India was on the the Christian community of the uplifting influence by even one Christian. Mrs. Wolfe, Mrs. Earl McDonald gave a this line of thought. Mrs. McLean opened part of the meeting "Love Divine". The of watchtower members aging, yet show a lot of the average minutes of those were read and adopted short session for discussion, Mrs. McLean prayer.

Widow of the Late Chatham Was Known Egremont

We have received office of the record of Mr. G. S. city, a prominent passed away in. The late Mr. Kinsey month from status was a former resident where he designed residences in that prepared the plans of the post office years ago he move engage in his profession. The late Mr. Kinsey married his first wife in 1898. Twenty he married Mrs. W. maiden name was Meekin, daughter of Mrs. James M. his widow he had four sons and two residents of various Dominion. The late Mr. Kinsey of note and for 6 was 14 years of age interest in choir was a teacher of vocal Old Egremont. Her will sympathize her bereavement.

SAUGEEN PRESBYTERIAN MET AT HARRISON

Several Cars of Durham Celebration Attended Thirteenth Meeting.—Next Year's Meeting Be Held in Durham.

The sessions of Saugeen material were held on Tuesday, 14, in Knox Presbyterian, Harrison, Mrs. R. B. presiding. The morning session, opened at 10 o'clock, was an appointment of Committees and hearing of reports the departmental secretary following facts are noted Saugeen exceeded its allotment fifth; Clifford Auxilia first in the Presbyterial, \$8.00 a member; Arthur stood second. There has increase this last year, senior and junior member hundred and thirty-five responded to the roll call meeting. Mrs. James McPhee gave a report of the meeting at Brockton. Three addresses of attention featured the afternoon Miss Hattie, superintendent Redemptive Home for girls to, urged her hearers to be religious practical and to be home is under the General the Presbyterian church, and takes care of all ages years of age, regardless of city or creed. Mrs. Fletcher, General secretary of the Provincial Society in Canada, in the Kingdom of God in There are now forty-two members in Canada. Miss Edith Sinclair, a past year has been elected Board to do special work young people, spoke. Among the Young People a practical talk in which ed that it was our duty our young people see. (Continued on page 9)

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.

THE SALESMAN

There is no profession in the world that calls for more ability than is required by the salesman if he would rise to the top. To be a successful salesman a man must possess courtesy, tact, unselfishness, perseverance, broadmindedness, enthusiasm, confidence and loyalty. True, the quality of his goods counts for much, but his character counts for more. No professional man has the competition to contend with that the salesman has. The professional man has only competition with others in his own locality, while the salesman has to contend with the entire industrial world. To rise to the top as a salesman one must be a man among men and we can still afford to take off our hats to those who succeed. If writers and poets starve in altitudes, it's their own fault. There's much more inspiration to be found in cellars.—Judge.