# The Sanford Daily Herald

SUPPLY PRESENT DEMAND AND

**Gives** Opinion

By P. H. McGOWAN in the Tampa Tribune

WASHINGTON, July 14 .- Dr. W. duce a surplus of corn that would

J. Spillman, consulting specialist in have to be sent to distant markets, the

the Bureau of Agricultural Economics price would then become the price at

NEW MARKETS MUST OPEN

TRUCKING FARMS IN FLORIDA

IN THE HEART OF THE WORLD'S GREATEST YEGETABLE SECTION

SANFORD, FLORIDA, SATURDAY, JULY 14, 1923

### **VOLUME IV.**



### FORT AND PROTEST HAS HELD IT UP

# **AVOIDS HANDICAP**

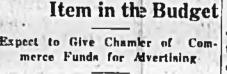
That Would Be Serious to Every Grower and Shipper in the State if Allowed to Stand

ORLANDO, July 14 .- Prompt and united protest by practically all the citrus and vegetable shippers in the state has avoided a serious handicap to these industries through the proposed increase in refrigeration charges. This is the opinion of F. L. Skelly, manager of the American Fruit Growers Inc., Orlando. While the subject has not yot been finally disposed of, as it will remain for the Interstate Commerce Commission to adjudicate the matter, Mr. Skelly feels that the proposed increases in refrigeration charges not only will not go into effect on the date 'scheduled, but he believes they will be five avoided entirely.

Practically all shippers are reported as having been considerably stirred by the sudden issuance of a supplement to the refrigeration tariff carrying an advance in the refrigeration charges of approximately twenty per

cent without previous notice to Florida shippers or any discussion of the subject. Mr. Skelly points out that two

years ago, following a stubhorn contest, Florida shippers were able to then existing refrigeration charges fifteen per cent. This order was twice subjected to review at the urging of trouble was trans tted by other prices.



At the last meeting if the City Agriculture, has recently been mak- would mean much less than \$1.00 a Corporation, stated today the abolicommissioners a special committee ing a deep and exhaustive study rel- bushel for carn in the Southern states, tion of the twolve-hour day in the

was \$14,000 which woul include an sible, at least in a general way, to and 6.6 in vegetables. The present actively taking steps to reduce num- shi dto be armed. amount of \$5,000 still ue from the determine what farm enterprises are development of the trucking industry ber of twelve-hour workers within city. The balance augmented by adapted to a region by studying all in Florida is about as extensive as the next six weeks." 'He declined to tee, assured that the neessary finan- prises to these conditions." . cial provisions have been made, will Continuing, Dr. Stillman said: "A these localities are producing all the in six' weeks period. meet this week to decke on the ad- practical question which confronts the vagetables that can be sold in normal

vortising mediums to be used during farmers at all times is whether to years and more than can be marketed DEFINITE STEPS the ensuing year.

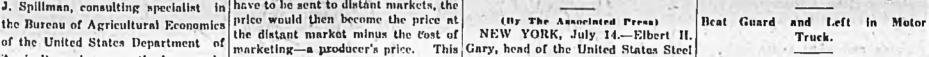
# FOR THREE DAYS

farming or to change to other types, winter and early spring vegetables In the South probably like most fre- for northern cities. quent question would be whether it "The market for such products will would not be to the advantage of that expand as the cities to be supplied insection to diversify its farming so as crease in population, but it is evito become less dependent on cotton." dent that there is no possibility of and in the fruitand vegetable sections ton states to take the place of cotton

of the far South and Florida. Dr. over any large area. Southern farm-MONTEVIDE July 14.-Three Spillman said: "As to hay, the high ers could make no greate mistake than days of storm and bod have wrought price at which this commodity sells to extend suddenly the acreage of a damage to the cly and harbor of in the South is due to the fact that crop like potatoes, watermelons, or

Montevideo estimated at \$1,000,000 much of the supply is brought from a sweet potatoes, of which the producand have been resphilible for the loss distance. This is expensive in the tion is already so great as to be mrof at least five live by drowning. case of a cheap, bulky product like keted only with difficulty. Up to last midniht the marine nu-hay. If methods can be devised that Dr. Spillman then discussed other

ohtain an order from the interstate thoritic shad not listed the position will enable southern farmers general- kindred subjects, physical factors, in-Commerce Commission reducing the of the British freigher Trefusis, re- ly to cure their hay satisfactorily, it cluding soil and climate, and said that ported aground of the Uruguayan will then pay them to grow their own while a diversification of farming is coast. Nows that a vessel was, in rather than buy it at prevailing much to be desired, due care should be given any plan that has for its obteh transportation lines, and on De- ships which relayener repeated "S- "The South ordinarily does not pro- ject the sudden changing of one crop



12 HOUR DAY

Will Start in Six

Weeks

(By The Associated Press) PHILADELPHIA, July 14 .- Six from the Chamber of Commerce ap- ative to the distribution of types of "Florida alone of the cotton group steel industry recently planned by convicts escaped from Eastern state peared before them with the request farming in the United States. The of states shows a considerable acre. President Harding would probably be preitentiary today after beating the that they make an inclased appro- result of these studies has become age of fruits and vegetables. Accord- begun within the next six weeks, guard. They oscaped over the wall printion for publicity in the ensuing known, and Dr. Spillman in speaking ing to the census of 1919, Florida had Speaking through Secretary, Gary and held up a motor truck and fled in year's budget. The amoint asked for of them yesterday said: "It is pos- 8.3 per cent of her crop area in fruit said, "We shall probably commence direction of Fairmont Park. All were inland waterway that would connect

**REPARATIONS MIAMI MAN** 

Head of Steel Trust Says Six Convicts Escaped

calm but lowered themselves swiftly. river.

GULF

**From Eastern Pen** 

Truck.

Small motor truck came along and one of the convicts stopped the driver and all piled in. Driver was ordered to continue driving and the truck sped north and then turned west.

WAS ROBBED

THROWN FROM AN

AUTOMOBILE

flly The Associated Press)

parade Thursday.

Another Woman

Will Be Executed

in the Courts

to Meet, Plan New

Very respectfully,

IN ATLANTA

#### As to conditions in the cotton belt expanding truck farming in the cot- TREATY TAKEN TODAY BY SEC-RETARY DENBY AT WASHINGTON

TOWARD PLANS

(B) The Associated Press) WASHINGTON, July 14.—Definite BEATEN AND ROBBED AND WAS teps toward fulfilling terms of naval limitations treaty now ratified by all powers taken today by Secretary Denby when he called meeting of naval council to arrange details of scrapping battleships abandoned under limitation proposal.



CANAL ACROSS THE STATE OF FLORIDA WOULD SAVE MONEY Near Philadelphia THE SHIPMENTS

**INLAND WATERWAYS CONNECT** 

WITH ATLANTIC OF

IS BEING REVIVED

NUMBER 91

To Europe by Way of Atlantic Ports Hundreds of Miles Nearer Markets

(Ur The Associated Frees) TALLAHASSEE, Fla., July 14 .--There is reviving interest here in the the Gulg of Mexico with the Atlantic

occan by means of a canal across the The escape was one of the most state of Florida from somewhere membership fees will gie the cham- the physical, biological and economic market demands makes possible, reveal machinery already set in mo- daring in the long history of the pen- around Apalachicola through to Farnber sufficient funds to properly ex- conditious prevailing in the region and There are important truck farming tion to abolish the 12-hour day, nor itentiary. The men appeared on top andina or parhops extending into the ploit Sanford. The Publicity Commit- the adaptability of the various enter- localities in several other of these would be estimate the number of of the forty foot wall, lowered two state of Georgia where a connection states, but with very few exceptions workers who would be affected with- thin ropes. They appeared to be would be made with the St. Mary's

Such a waterway would aave shipping fro mthe southern states to Europe by way of Atlantic coast ports hundreds of miles, and result in a substantial saving, it is pointed out. Just what steps may be taken to bring the matter up for consideration of those who have advocated the proposal is NOT indicated, but there is much interest in the possibilities of such a development.

The idea is in keeping with waterway improvements in other parts, of the country, the greatest perhaps among these being the agitation looking to the construction of a 33-mile channel that will connect the Great Lakes with the St. Lawrence river ATLANTA, July 14 .- G. H. Bass, which will provide means whereby of Miami, Fin, reported to the police occan-going vessels may ply freely

today he had been beaten and robbed between foreign parts and ports on of a diamond ring and twenty-nine the Great Lakes of the United States. dollars in cash and thrown from an This will be possible as soon as the automobile early this morning by two Canadlan government completes the men and two women with whom he Welland canal, at an expenditure of



cember 12, 1922 they were successful O-S" calls on Wedisday. She gave duce enoug heorn for its own use;; system to another, less great loss and in obtaining a small advance in re- her position as conderably south of should the South for any reason pro- damage follow. frigeration charges amounting to this city off the Alentine coast, but

from two dollars to two dollars and since Wednesday althas not respond- Lake Will Represent a half per car. This newest proposed ed to requests for irther directions. advance, on top of the small advance The vessel was bind from Bahia last December, it is pointed out, Blanca for Europea ports. would bring refrigeration charges up It is feared thathe steamers Ruto one hundred and two per cent of gia, Tuscany and Matforland, which

what they were two years ago, bealso were driven againd in the storm fore the reduction was obtained. cannot be floated. The last named Mr. Skelly says that there is no

vessel was at first doncously reportdoubt that the Interstate Commerce ed as the Amstellan Commission will suspend the opera-The crew of the meany has been tion of this new tariff supplement. taken off by tug. le condition of When that is done, instead of going the steamer Devonit which groundinto effect the proposed rates will be ed between Lobos land and the subject to hearing by the Commisconst, is unknown. sion. It will then be up to the trans-

portation lines to prove their right to this advance in charges. Mr. Skelly is confident this can not be done. He is personally appreciative of the co-operation of the Florida represen-

tatives in Congress in this matter, mining company of ace and Burke, will attempt to secure from the State particuclarly of that of Sonator Park east of Kellog, Idahare reported de- asphalt the rock shoulders on the San-Trammell with whom he has been stroyed by forest he sweeping up ford-Orlundo road which was conin close telegraphic communication the western slope one litter Root structed from material furnished by for some days.

As to the proposed "Three Hoop the fire-swept distrils down. Fear the state some time ago. Due to the Citrus Box," which is shortly sched- is felt for the lives tourists on the unusually heavy traffic on this rond, uled for discussion, Mr. Skelly re- Yellow Stone trail lhway, which is the shoulders are fast disintegrating gards this simply as another effort understood from mear reports to be but can be saved if given a proper

on the part of some of the carriers in the path of the facs. to do away with the bulge pack. A thousand person are reported State Road Department will also be which he believes would be a serious homeless in the two wns. Mace is requested to reimburse Seminole mistake. He says the bulge pack is destroyed. The busics section of county for the state's propartion of here to stay; that it is not only a Burke is in flames a little hope is the expense incurred by the former distinct asset to the citrus industry held out of saving at remains of in the construction of the Osteen but that it is a material advantage to the town. Loss up 14 o'clock .Fri- bridge which is the connecting link the railroads because fruit thus pack- day afternoon was emated at be- between Seminole and Volusia counthe railroads because fruit thus pack- day atternoon was chatter at between Seminole and volusia coult-the seminole and volusia coult-the dences. The urgent need in Sanford well. Handful of federal agents held to cost in the neighborhood of \$100,- A short time ago Mr. Harne decided at the present time is for new money better shape than fruit packed in the progress of the fire said to be un- in Tallahassee the Seminole delegaflat pack in tight boxes.

doubt the real sincerity of these two and mine structures wod futile be- license and gasoline taxes. apparent efforts on the part of trans- cause of the high win

portation Interests to impose higher . tharges and additional burdens upon Contractors Fli the shippers. He says that undoubtedly the time is here when Florida is justified in not only asking for, but in obtaining, some reduction in the transportation charges upon its fruit and vegetable crops. He feels that the growers and shippers will not lose light of this fact because of any other transportation propositions which may be brought up by the carriers to complicate the discussions

Hunt's Pharmacy.

Held, U

Two WesternTowns

Mr. Skelly is rather inclined to by dynamiting homes siness houses due the county from the automobile to finance the growers will not per-

To Give Bod for Deputy Sheriff Vickery had a nar-**Our lat Basin** 

And Municipa IPier arWork in Now walking near the road out at Camer-

200020

The contractors, aided the bid along the side of the road and he in the state. for the construction ounford's mu- had not taken but a few steps before nicipal pier and yacht in, have been he saw the big mother cat only six or unable to make bond This means seven yards in front of him ready to seed meal sold for that purpose, further delay on this lect which it spring upon him, when he quickly amounted to \$3,007.50, while that on Another good way to break a sfter the first of the p. The com- cat, which was a very large and beau-tons.

but it will be fully thi days before est wildcats that has been killed, in Dally Herald on sale at Joe's Smoke the contract can be avied and the Seminole county and Deputy Vivkery

House, Mobier's Drug Store and same amount of time fore actual says that he is going to have this animal mounted, tf construction begins.

Dr. Towner Leigh Seminole Co. Before the Road Committee

Want Asphalt Shoulders On State School at University of Elurida Sup-Highway To Preserve Rock.

The recommendations made by the ber of Commerce to the Seminole of the School of Pharmacy which will county commissioners that, the Hon.

tember 10th. Money for the school Forrest Lake appear before the State was pledged recently at a meeting of Road Department at its meeting in the State Pharmacists at Eustis. Talluhassee on the 16th, have been Leigh is from Mississippi. approved by the commissioners. Ac-

Destroyed | Big Fire companying Mr. Lake will be Com-SPOKANE, WashJuly 14 .- The missioner Bledsoe. These gontlemen

Mountains. Wire commication with Road Department an agreement to

surface treatment promptly. The

**Kills Large Wild Cat** Near Cameron's Vat

row escape from a wild cat, while on's Dipping Vat. He noticed a couple of kittens run off in the brush

tilizer, including 180 tons of cotton

For quick pesuits try a want ad.

SIEZE BOATS is Appointed as HAVE CLASH WITH MOB WHILE **Head Pharmacists** TAKING BEER BOATS

> DETROIT, July 14 .- Federal prohibition agents assisted by representatives of the treasury department Men Seem to Be Getting Fair Shake last night and early today seized two

Towner R. Leigh has been appointed hundred motor boats off Ecorae good roads committee of the Cham- by the State Board of Control, director Wyandotte and Trenton in the down river district. Operations were conopen at the University of Florida Sepgiving egress to boat well.

> government requirements as to equip- date of execution as Friday, October ment. With customs department scals 12th. affixed to engines the vessels were Despite Tight Money put out of commission until the own- Board of Control ers explain failure to equip vessels

Future building prospects in San- according to laws. Water front lanes ford at this time are unusually bright, in escore said to be favorite highway despite the difficulty in securing the for rum runners crowded with men necessary money to finance opera- who protested authority of customs tions, Edward Higgins, local Ford agents in typing up beats. In sever- Board of Control of state institutions 1,600 feet on Sarasota Bay, reserved agent, has let a contract for a new al instances officers had to fight off of higher learning will meet here on by Owen Burns when he sold Cedar garage to cost \$17,000, and George gangs of men.

ported by Druggists

(By The Associated Press) GAINESVILLE, July 14. - Dr.

**Building Prospects** 

**Bright in Sanford** 

D .Bishop will crect a modern business block adjacent to the Milane theatre, the estimated cost of which will be \$18,000. The Building and beer was found in the boat well, the awarding of a contract for the feet with a sea wall, from the north-Loan Association has under construc- Three successive attempts were made construction of an auditorium at the ern end of the wall already built along tion over \$21,000 worth of new resi- to destroy small bridge leading to the University of Florida at Gainesville the city front to the Buens property. at the present time is for new moony, the bridge against an attempt to dy- 000. checked. Attempts block the fire tion will also ascertain the amount as the seasonal demands on the banks namite it, later dispersed the gang of men armed with crowbars who said No Funds to Maintain mit these institutions accommodating they were sent by owner of property prospective home builders. to demolish bridge. An attompt to

set fire to the bridge was also frus-Income of Florida trated. Action of treasury department in joining forces, of prohibition Boosted Higher agents expected to make operations down the river of rum runners, in-

TALLAHASSEE, Fia., July 14 .--The income of the state of Florida hibition officers. was boosted \$8,772.25 in June by the

> SHELTON PHILIPS. R. F. Cooper announces the work in and Kingender and dife int es long arrived at the governor's of, the Sanford High School will go on at hard labor upon the fourth-

had been riding. Bass told the police \$100,000,000, to connect Lake Erle the man had been introduced to him with Lake Ontario.

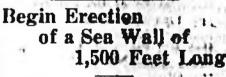
NEAR DETROIT two days ago and both wore Elk The belief has been expressed that hathands and participated in the Elk then the governments of the United States and Canada will get together on construction of the connecting link betwee athe lakes and the St. Lawrence.

> This connection, it is pointed out; **Murder Husband** will save seven cents a bushel on wheat expected through the St. Lawrence waterway.

Agricultural products would be among the greatest boneficiaries of

(H) The Associated Fress) these improvements and "every friend CHICAGO, July 14.-Mrs. Sabelle of agriculture should endorse the ducted in face of an angry mob which, Nitti Crudelle convicted of murder of movement of having a United States according to officers attempted at her husband last week today was sen- government canal service conecting one time to dynamite a small bridge tenced to hang by Judge David in the great lakes with the ocean so criminal court. The judge overroled ocean going freight vessels can land The boats were seized on the motion for a new trial made in behalf at any great lake port," in the view

ground that they did not comply with of her and present husband and fixed of Florida's agricultural leaders.



University Building SARASOTA, July 14 .--- Work was begun this week building an eight TALLAHASSEE, July 14. - The feet concrete sea wall fronting the

August 13th when it will again take Point to John Ringling. For the past up the matters that failed of dispo- ten months the Burns Dredging Co., DETROIT. July 14 .- The most ser- sition at the meeting held at Jackson- has been filling in and raising Cedar lous clash came when a quantity of ville last Monday. Among these was Point and is now inclosing the 3.500

to keep abreast of the times and inclose his water front holdings here including the Burns Yecht basin. This State Director land has also been raised until is is higher than any storm this recorded The State Board of Vocational Edu- and protocted by the see wall makes cational has announced that, owing to a splendid addition to the water front of the city. Especially will this be Director will not be maintained after noticeable if J. C. Brown, of blew York and who is expected in the aity the coming week carries out his exdebt of gratitude to the State Board pressed intention of having his own for its past confidence and apprecia- 1,500 feet frontage walled in the same tion of the work accomplished, and as the Ringling and Burns holdings.

> Imposes Death Penalty on Three Germans

AIX LA CHAPPELLE July 14-Belgian court martial ters imposed the death penalty upon three Garmans, Count You Keller and Ludwis Lorbeer on conviction of sabotage.

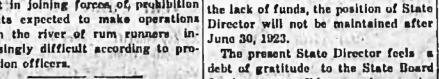
Has Florida 'Gator On His Hands by School Officials and State Super-

VIBOTS, Severance from a position will not (By The Associated Press) Severance from a position will not ATLANTA, Ga., July 14.-Gover- mean severance from ties that bind on feed reached \$4,774.75 on 19,099 nor Walker today received a live my interest to the cause of Vocational

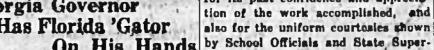
alligator as a gift from L. A. Lowe Education, from now to the end. of Raiford, Fia., and is in a quandry The only thing France docan't con- as to proper disposition to make of

trol is the Ruhr now is the situation. it. The alligator, about fifteen inchfice early this morning. . . . . . just the same.

creasingly difficult according to pro-



collection of inspection taxes of 25 **Georgia Governor** cents a ton on fertilizer and feed sold The tax on the 15,990 tons of fer









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# Sanford Daily Herald His act may be of the same degree of bed Greep affernoon except at the Herald Building, Magnelia Ave., Sanford, Fis.

PUBLISHERS

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1 The blat19- to 15 page Weskir Her-ald cullrely covers Seminole County and is published every Friday. Adver-fising rafed made known on applica-tion. 3266 per year, always in advance.

MEMBER THE ASSOCIATED PRESS



All those in position to know say to put over the latest raise in rates there is made by ocean or lake or on fruits and vegetables.

America dry.

it will been in a real working body composed of Wighty per cent of all the business men of the city.

bank of the creek or lake and just make a few casts with our old skinner-bacon bait, like we used to do.

cuse for laying down on the job. We many features in which money does corrective attitude on the part of lawould never have a real city here if not enter. Do not let this matter bor; and the late developments in the we paid attention to the weather kick- drop. Do not let anything else take foreign situation are all optimistic ers. In the summer it is too hot and your mind off this important sub- factors. One optimistic feature that in the winter it is too cold and these ject. Do not let any holdbacks de- we do not hear much about, however, folks never do anything all the year feat this measure or hold it up. Day- is the present attitude of the United round but kick.

We want to see quick action on the country one of the greatest sections decisions," says Mr. Roger W. Babboat basin and the municipal pier, It should have been finished before the Journal says:

anarchy as that of a rhilway wollage who defies an arm of the government, but dawgawn it, it is mighty difficult to associate big corporate wealth The Herald Printing Co. with just plain anarchy. There is no good reason for that state of mind. But it is so. It simply isn't done. "Accordingly Manly's protest will sink into oblivion. "The Pennsylvania Railroad will continue to strike against the federal

> "And the injunction against the workers striking against a ruling of the same board will be permanent. "Judge Wilkerson made it so yesterday."

BOULVARD ALONG THE OCEAN

The Associated Press is exclusively nitited to the urs for republication of all news dispatches credited to it or not otherwise credited in this paper and also the local news published and driveways along a lake shore or All rights of re-publication of special along the ocean or the gulf or river lipstices herein are also reserved. or any body of water than can be offices: HERALD BUILDING. Phone 148 made beautiful. There is a restful, cooling and comfortable effect in driving along a water front over a good road that is not enjoyed in any other manner. Knowing this California and other states have made that the railroads will not be allowed to put over the latest raise in rates river front boulevards and roads. Latest dispatches say the French Florida is just coming to this and are holding Limberg and Barmen, the recent plan proposed by Repre-They ought to thrive on that with sentaive Lake in the legislature is being followed by other counties in the state. Sanford and Seminole

With the many new members com- county should not delay in establish-from Sanford to Osteen brdge. This driveway will enhance the land valcommercial values is this great un- a while and consider some of the opdertaking counted. It is in the values timistic features of the situation. of the roadways for a State Highway, There is much good news constantly

for the beautification of the river and coming out. The great improvement lake front, for health's sake and for in the condition of the railroads; the tons Beach has just put over some- States Supreme court. It is difficult thing that will make the Hallfax for the statistician to measure court

in the state. Read what the Daytona son, "and if he did it too often, con-

" "Our neighbors on the peninsula low. Nevertheless, these court deciswinter season in order to get the ben-have voted a \$450,000 bond issue for lons are a great factor in business, never long remain too high because the building of an ocean shore boule- and could probably be reduced to a bight appreciation of the employed to the employer, that efit of the tourist business this win-ter. And then the bulkheading of yard, To this will be added a like statistical analysis. I have special the lake front for many miles cast amount from assessments on abutting reference to three recent decisions of tistics show that business has been of those employed, the latter real

tempt of court proceedings might fol-



UST-KIDS A Ten Year Old Uncle.

A THAT IN THE CRATER TALLS THERE AT

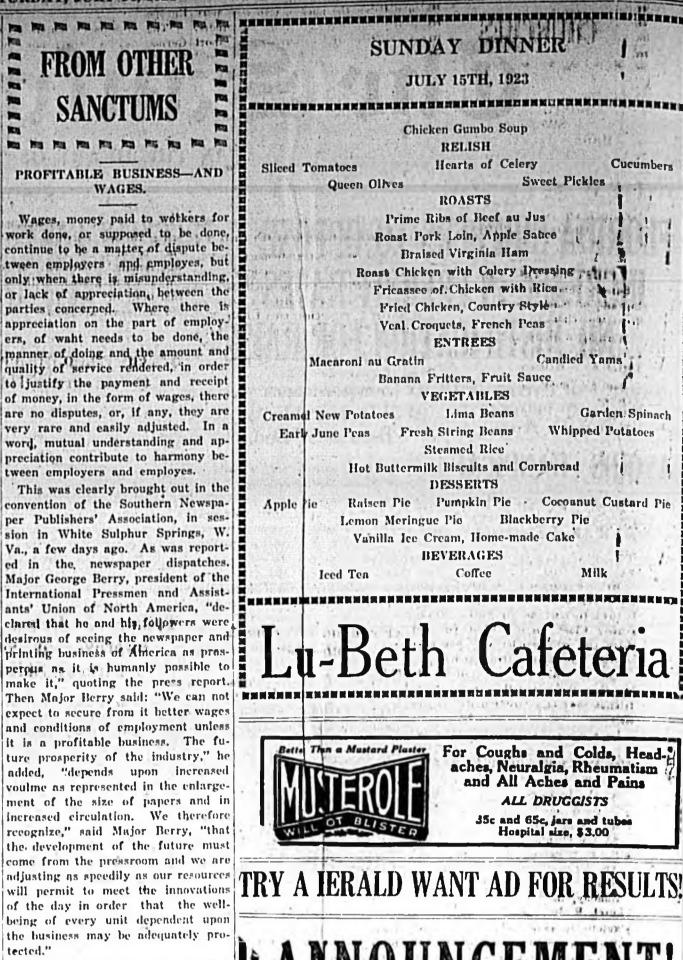
ALTER ANT SEPT OF A CHARLE

Ra Ra Raina

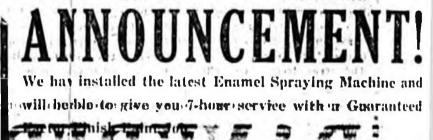
make it," quoting the press report. WELLESLEY HILLS, Mass., July ing prices on nationally advertised Then Major Berry said: "We can not ues in city and county to a point 14 .- "So many people will be bearish goods. Some chain store retailers expect to secure from it better wages All we want in this world just now where the owners never dreamed of while the second half of the area of advertised world just now and the ordinary and conditions of employment unless is the chance to get away for a few and the entire commonwealth will be business readjustment is being comhours and the dry place to sit on the enriched thereby. But not alone in pleted, that it is well to stop once in then cell them consthing of the industry," he national advertisers have claimed that youlme as represented in the enlargethis is not only unfair to the manu- ment of the size of papers and in facturers but also to the public, and increased circulation. We therefore have insitsed that their prices be up- recognize," said Major Berry, "that held by all retailers. The Federal the development of the future must Trade Commission has taken the part come from the pressroom and we are of the chain stores and those who adjusting as speedily as our resources

want to cut prices. The Supreme will permit to meet the innovations Court has upheld the national adver- of the day in order that the welltizers. The case in question was being of every unit dependent upon brought by the Mennen Company, the business may be adequately prolarge distributers of toilet articles. tected."

Some may think that this decision is Bear in mind that what above is against public interest, but I seriously quoted was the expression of the repdoubt it. Public interest demands resentative of employes, the workers employed and goods moving. Prices who receive wages. It is evidence of



the be the the first first and and the bet the



-OUR PRICES ARE REASONABLE-

Ranging from Fords to Packards

\$14.00 to \$21.00

the state.

conists of sixty pages of finely illusaway the mice will play don't hold been inaccessible." with the Grower. It seems that while the "boss is away they get better every day in every way," yes.

RATHER "STRIKING" DECISION of the Atlantic Coast Line railroad

The Supreme Court and the Fed- to inform officials of that road why This does not mean that the Supreme tion. This is the conclusion which the in the prosperity of the business in eral authorities have made a ruling they want and should have Sunday Court upholds dishonesty or stock United States has at last reached. For which they are employed, and strive that the workers in the railroad shops train service. Every community on watering, but it does mean that it can not strike again as it would be the line should assemble all the will protect capital when politicians, In defiance of the injunction. But FACTS and figures possible to con- for selfish motives, attempt to jeopthe railroads can refuse to accede to vince these gentlemen that Sunday ardize it. Furthermore, this decision the demands of the Railway Board train service is absolutely essential will encourage corporations to appeal any time they wish and it is not to the growth of the entire section of anarchy. It seems like a poor rule Florida lying between Trilby and Santhat will not work both ways and ford.

Republican rule is pointing. The serves the most beautiful part of the Jacksonville Journal says:

"Two years ago the Pennsylvania indicates that ti will soon be one of Railroad found it convenient to ig- Florida's most important citrus and nore a ruling of the Rallway Labor vegetable sections will not have the Board.

federal decision.

since.

"In the past week or two it reaffirmed its 'right' to disregard the to present personally to these gentle-Railway Labor Board's ruling when- men, plan now to be in the meeting, ever it felt the rulings prejudicial to for the mere fact that a large number its interests.

"This moves Basil Manly, formerly tend the hearing will have some litjoint chairman with Chief Justice the weight with the officiala. Taft on the War Labor Board, to wire President Harding a protest saginst this 'anarchistic' attitude and to call but for the entire strip of the state upon the President to enforce the la- in consideration to act and think as bor decision against the Pennsylvania one unit.-Clermont Press. Railroad as he made it his business. to do when the railroad shop workers went on strike following what they regarded as a Railway Labor Board. Another great and historic event

"Parallel though the definace to the Dempsey and Gibbons, two refined

Railway Board's ruling in both in- and genteel gentlemen. Yesterday it stances seems to be, it is hardly to was Willard and Firpo. A great nat-

Mr. Daugherty, Judge Wilkerson, and, ucational event. Willard and Firpo. a railway official as an 'anarchist.' glorlous.-Gainesville Sun,

be one of the most beautiful cities in property owners and magnificent 30 the United States Supreme Court. mile boulevard will result. "Tis said "The decision in connection with the by price fixing. If prices are too

Florids Grower is a work of art. It their belief in this theory. There is This decision clearly ruled that neith- lays the golden egg. no doubt that such a drive will prove or legislatures nor commissions can Florida lands, Florida business and insula from Occan City to Ormond the cost of reproduction must be con-Plorida boosting. While the cat is Beach, a region that has heretofore sidered, as well as original cost, and

Cities, communities and sections served by the Sanford-Trilby branch

will be given opportunity on July 18

shows where this government under The mere fact that this branch heretofore.

> state; that it serves a section that business men was when the United States Supreme Court held that the Kansas Industrial Court can fix or how pleasant and affable they may

"It has remained on strike ever be personally, are the hardest headters of this sort.

While you may have no argument of people are interested enough to at-

Now, if over, is the time for not

GREAT AND GLOBIOUS.

by There will be fewer attempts ruling prejudicial to their, interests. has transpired. The other day it was fere with business by legislation than for tax-free securities, are merely

State Supreme Court had upheld the Daytona' Journal. Kansas Industial court.

be expected that the same jails tion was held spell-bound. Men paid "The third epoch-making decision of which opened for the railway workers fifty dollars a seat near the "arena" the United States Supreme court was which opened for the railway workers mity contars a seat near the arena the Onited States Supreme could was price and good grade of all gone," writes Mrs. J. C. Perkins, Pennsylvania Railroadfi. Parallel dress this year. Untold thousands Commission can not interfere in the Seed Bed Cloth-it's go- Boston, Mass. For Backache, Rheuthough the 'anarchistic' attitude is in wasted their time around bulletin rights of private business or in the both cases, it somehow is difficult for boards to witness this classic and ed- matter of fixing prices. For some time, certain great national advertis- Dany. truth to tell, to most of us, to think of Blam!-Smabh!-Blood! " Great "and of have bee nit contrict with the Federal Trade Commission concern-

harmed more by price cutting than we can not get too many good roads Southwestern Telephone Company high they correct themselves. Price

"Business continues fair," concludtrated and well written stuff and is popular and will add great stimulus make rates that are confiscatory in ed Mr. Babson. "The Babsonchart also filled with advertisements of to the development of the upper pen- any way. The court indicated that stands at 1 per cent above normal. The intermediate area of prosperity of employment unless it is a profitwhich threatened to develop into a that investors must be treated fairly period of inflation has been checked.

so as to encourage them rather than We have now startde in again to CONFRONT THEM WITH FACTS, discourage them. This decision has complete the period of readjustment. been welcomed by all interests, espec- This is not, bad news but really good of the fact that conscientious emially the public utility group. It should make more safe telephone se- view. Before a man starts out ex- pensation they receive. If they rencurities, electric light and power se- panding he should first pay up his der efficient service, show by their curities, and street railway securities. bills. The same rule applies to a na- work that they have proper interest one I am very glad of it."

#### WHY DODGE THE ISSUE.

The new income tax figures tell a to the courts more and bother with plain story with a plain lesson. In congress and legislatures less during one year, the number of Americans the next few years than they have 000 decreased from 3,600 to 2,300.

"The second decision which interests That is a loss of 1,300. The governments of the United huisness for the employer, and, on

regulate wages only in a great emer-"So it went on strike against the tatives of the road, who, no matter gency. Briefly, this decision was that relief through investment in tax-free where the public is threatened with The governments, local and nation- learn this, and perform their work ed individuals in the world in mat- tarvation or disaster, an Industrial al, lay before a man of large income accordingly, the sooner will be estab-Court can come in and fix wages, but a great mass of their securities, ev- lished complete harmony and hearty

only in such instances. The special cry few days, and say to him; case was one involving the Charles If you will hand over some of your employes, with consequent substantial Wolf Packing Company. The United money in exchange for these securi- employes, with consequent submfw States Supreme court held that it was ties, we will see that you pay no benefit to both .- Times-Union. not necessary for this packing com- taxes on the income that you draw

pany to do business. There were oth- from the loan, CONT. N er companies from which goods could Many taxpayers accept this invita- none with SERVICE for their middle be purchased, and as a last report peo- tion and thus evade, or dodge, taxes, name.-QUICK SERVICE TRANSpla could temporarily go without their thereby unloading a flonce tax burden FER. Phone 498. predicts for a while if necessary. As on the rest of us.

man of the states of the country were So long as the governments imly awaiting this decision, the pose enormous taxes, and at the same pert, 215 South Orange, Orlando, Fin. ions of many political leaders time offer a roady way out, the prespaturally be greatly curbed there- ent abuse will go on.

Politicians who rage against rich during the next few years to inter- tax dodgers)" and then . vote there would have been if the United beating the bush and they know it .--

The Daily Herald, 15c per week.

o fthose employed, the latter reasonably can not expect the payment of what might be termed prosperity The Midsummer Edition of the and Peninsula voters have evidenced was exceedingly cheering to investors, cutting, however, kills the goose that wages. Or, as, Major Berry put it, "we," the employes, "can not expect, to secure from it"-the business that gives the memployment and pays wages-"we can not expect to secure from it better wages and conditions able business."

FROM OTHER

SANCTUMS

WAGES.

Here is recognition of the fundamental basis of all wages, recognition news looking at the long point of ployers mostly fix the rate of com-

to make that business prosperous, wages, practically, take care of themsolves. Disputes are climinated; good work bears abundant fruit, for the employed as well as for the employer. Where this appreciation is lacink, where there is failure to recognize paying taxes on incomes above \$100,- what an employer has a perfect right expect in the way of efficient services form employes, there is constant trouble, more than likely, unprofitable States are practically inviting peo- the part of the employes, dissatisfac-

> Good wages depends on profitable business, and the sooner all employes co-operation between employer and

There are other Transfers; but 83-tfc

G. W. Lawton, Bracelet Watch Ex-4-24-410

Straw Hats, half price at McKinnon-Markwood Co. 87-56

RECOVERS FROM LAME BACK "My daughter suffered with a lame back and could scarcely move without Get in on this low great pain. She tried Foley Kidney Pills and the trouble with her back is matic Pains, Kidney and Bladder ing fast.-Yowell Com- Trouble use Foley Kidney Pills. Will 90-2tc relieve that tired feeling. Take no substitute-Insist upon Pully - Solu everywhere.-Adv.



A good morning, one that is good in every sse of the word, follows a summer night spent tool, refreshing sleep.

Before long you will need a pleasant sleeping rch which will let you get out of the stuffy crior rooms. Such a porch pays dividend Better health and the "pep" that comes from und sleep.

Add a room to your home by building a reened, mosquito-proof sleeping porch this ring. We can help with the plane and mish the lumber, screens and other things u will need.

HILL LUMBER CO.

and to the the two and the second and the training the second s

-Sanford, Florida

Phone 130-

CHRISTIAN SCIENCE SERVICE SUNDAY, JULY 15, 1923. Subject: "GOD"

class decided to arrange for a series Church Service 10:45 a. m. Bervices will be held in the • of addresses by men who are achiev- cleave one to another. No league of · Falm Room of the Valder Hotel. All are WELCOME.

dress the school. 1

Merhing worship and sermon at 11 Boyce Tupper of Orlando and Phila-Merhing worship and sermon at 11 a. m. Subject, "The Most Interesting Ralph Ingram, Nashville, Tenn., will Recent Appointments address the young men.

Baptist Young People's Unions, 7 o'clock.

Evening worship and sermon, at From Three Angles."

o'clock. Subject: "Viewing Life school of Jacksonville, Fis. This Prayer meeting Wednesday evening school has more than a thousand in at 8 o'clock. attendance. Because of his growing

If you are a stranger in town, we with the Baptist Sunday School Board heartily invite you to attend the Sun- of Nashville, Tenn. day School exercises at the First Bantist Church, corner 6th and Oak, to- Brotherhood is asked to be on hand Albert G. Davis, of Chipley, to be morrow morning at 9:30 a. m.

the young men who have just arrived main school 10:40. in town to visit the Big Berean Brotherhood Class there. After you get AT THE BIG TENT CORNER there you will wonder why you ever thought you were a stranger here! . And, of course, we want all the old standbys there, together with all the friends they can "accumulate" on the WAY.

Let's make it at least 50 tomorrow! speaker's subject was "Europe-Today and Tomorrow."

THE FIRST METHODIST CHURCH. W. J. Carpenter, Pastor

Knew Jesus Was Divine?"

will be: "Sowing and Reaping."

sets up His kingdom." 7:00 sharp for a rousing meeting. Sunday, the 22nd, we shall have a The speaker dwelt upon the forty-Church Rally Day service. We are third verse of this chapter at great planning to have every member pres- length. He said, "This verse refers ent at one or both services on that to the ten divisions of Rome or Euday. Special preparation is making rope as it now is." He further stated to have one of the most interesting that, "Never again would there be a

services of the year. The Scrap Iron class will study ion and that all the efforts of men of rope have in common is an ability with an annual output of crops and

non Peter, the apostle who was more Europe." nearly like correlyes than the others. A. Raffeld will also make, h short talk to the class. All the "boys" will please be on time, 10:00 a. m. "The ex-Kalser's ambition was to Germanize the world and to bring Europe moder his control. His efforts were futile. He might have known

his folly if he had read the Scripture RALPH INGRAM TO ADDRESS which declares that the kingdoms of the association had marketed \$800,000 BIG BEBHAN BROTHEBHOOD Europe shall not cleave one to an- worth of potatoes of the 1923 grop,

When the Big Berean Brotherhood miry clay. The Europeon rulers Hastings is generally from April 1 to have intermarried as the text said May 15, though some seasons may they would-"mingle themselves with produce an earlier or later crop from the seed of men"-but they do not these dates.

The association which was formed • ing in their professions. The first nations or other arrangement will the latter part of last year, is comman invited to address the class was bring Europe together that there posed of but sixty-two members. Mr. Dr. Andrews, superintendent of For- may be unity of abtion." "Europe Rhodes stated, But on this sesson's FIRST BAPTIST CHURCH Sunday School at 9:80 a. m. Ralph Ingram, of Nashville, Tenn., will ad-livered to the young mer by by the to the young mer by the to the young to the young mer by the to the livered to the young men by Dr. Kerr His universal kingdom. reserve fund to await next year's on-

the annual occasion.

G. E. VINCENT. erstions.

By Governor Hardee

Mr. Ingraham has red haair, keen eyes, and candid convictions. He was TALLAHASSEE, Fla., July 14 .-the leading factor in the building of the Main Street Baptist Sunday Cary A. Hardee.

Other appointments include: ability he was elected to a position W. P. Etheridge of Tavares, court reporter of the sixteenth judicial cir-Every member of the Big Bercan counties.

We are especially anxious to get man. Mr. Ingram will address the chemist.

#### **Tallahassee Being Improved by New** THIRD ST. AND PALMETTO

The lecture course conducted by Evangelist Dudley opened last evening with a good attendance. The

was ' organized last September, the

the betterment of the city's streets,

iel the second chapter. "This chap- in sections of the city to extend the At the evening service the subject ter," he said, "covers the time from system of sidewalks, and a third the days of ancient Babylon down to proposition is to extend the city's

The Epworth League will meet at our day and on into future when God whiteway from Adams street to the Women's College down College ave-

> The test of a party's virility is its ability to survive in spite of its natonal charman.

One thing that America and Euto see one another's duty.

### Crop for 1923 Was Valued at \$800,000

Commissioner L. M. Rhodes, of the LONDON, JULY 18.-Lady Astor's State Marketing Bureau reported that bill restraining the sale of intoxicating liquors to persons under 18 years other even as iron is not mixed with the season for which product around of age passed the third and final reading in the house of commons today by a vote of 257 to 10.

HEARING FOR SUNDAY TRAINS.

**Restraining Sale of** 

The Railroad Commissioners of the State of Florida will hold a public, hearing in this city next Wednesday, determine the matter of renewing Trilby branch of the Atlantic Coast Line railroad.

Communities served by this railroad Other speakers on the Hastings include Winter Garden, Oakland, Kilprogram included Reed Curry, state organizer of the Florida Citrus Ex- larney, Mohawk, Minneola, Clermont, change and Dean Wilmon Newell of Groveland and Mascotte, each of which will have strong delegations the University of Florida. It was reported that approximately 2,000 here next Wednesday, armed with a Otway Ware, harbor master at St. persons were in attendance at the all- strong array of facts to convince the Andrews Bay, is among the appoint- day session, featured by an old time gentlemen of the commission that ments just announced by Governor barbecue, with everybody enjoying they want and actually need Sunday

service from the A. C. L.

The Press would suggest to its lo-Commissioner Rhodes address in cal readers that all who have some part follows: "So long as the population of the suggestion to make regarding the se cuit, composed of Lake and Sumter earth sat 800 pounds of food per curing Sunday service, or statistical

capita per annum and wear clothes data that will have weight with the made from raw materials produced Commission, get in touch with W. N. tomorrow morning 9:30 with another analyst working under the state from the soil, agricultural production McKinney, president of the Chamber will be the most essential industry, of Commerce, H. C. Brown, secretary

and so long as 97 per cent of the food of that body, or either of the banks, and 98 per cent of the material for so that all matters pertaining to this the manufacture of clothing comes important project may be assembled from the soil of the farm and the tall as much as possible in one head for of the farmer, farming will be our proper presentation to the Commisbasic industry.

The general public is urged to at-"The most progressive, economic eftend this hearing, and to aid in every fective, scientific methods of production should be used and the maximum way to create a spirnt of enthusiasm production should be secured with the that will make certain this matter, which may lead to more extended imminimum labor and expense. Agriculture the oldest art is a provements in the railroad service .young science. From a few acres Clermont Press.

crudely tilled by Indians, barely yielding enough to keep gaunt famine PRESIDENT NATIONAL away from their wigwams, in this LUMBER COMPANY country when white men grew their DIES IN AIRSHAFT first garden in American soil at St. (By The Associated Press)

Augustine. The agriculture of the United States has grown to enormous PHILADELPHIA, July 14 .-- Clarproportions. The forest and prairies ence II. Sweet of Bluefield, W. Va.,

have been transformed into 6,452,000 president of the National Lumber forms with a cultivated area of 337,- Company, was found dead today at 000.000 acres. With an investment of the bottom of airshaft of Bellevue-\$78,000,000 and a production equal Stratford hotel, where he had a room

to 50,000 carloads of products daily. on the fifth floor. live stock products ranging in total

usiness side of agriculture and had

PHILADELPHIA, Jul. 14 .- Sweet's value from \$15,000,000,000 to \$21,- skull was crushed, evidently in a fall 000.000,000, a business with more from the window of the room police money invested, more laborers cm- believe. Papers found among his efployed, producing more raw material fects in room indicated, according to than any other industry in the world. police, that things had not been going "If the farmers had developed the well for him.



of this city and vicinity make this bank the depository for their reserve funds.

PAGE THE

They hold our Certificates of Deposit bearing 4% Interest from DATE of DEPOS-NEA SHOW THE CASE STATE ITING funds.

This means a safe investment, good interest and funds available when necessary.

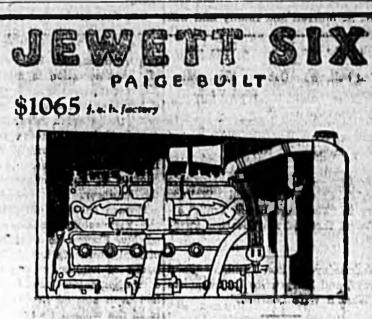
> YOUR RESERVE AND CHECK ACCOUNT BOTH INVITED

**First National Bank** 

F. P. FORSTER, President

A COMMUNITY BUILDER

B. F. WHITNER, Cashier



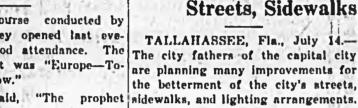
## The Fifty-Horsepower **Motor Fills the Hood!**

VOU need not be an engineer to appreciate Jewett's great power. Just look under the hood at the Paige-built motor. No car within \$200 of the Jewett price has a motor of equal piston displacement-249 cubic inches. And ewett's power is not obtained at the expense of high engine speed, with its premature wear. From the six cylinders, 34x5 inches, a moderate r. p. m. gives peak power. However unusual the emergency, Jewett never shale; to

meet it, but handles every situation smoothly and easily. In a word, there's Paige quality i

Sanford, Florida

every particle of Jewett power. Let us prove to



Mr. Dudley said, "The prophet sidewalks, and lighting arrangements. Daniel centruries ago made an ac- Plans are under way to do street pay-At the morning service the pastor curate writing of Europe as it is to- ing at a cost of \$300,000; resolutions will speak on "How Simon Peter day." He based his remarks on Dan- are being drawn calling upon citizens

We have purchased the entire stock of Automobile supplies of the Automotive Supply Co., at Bankrupt Sale at a price which enables us to give the public the



in this line ever known. Prices made are such that will move the stock quickly. If you are in need or expect to be, of any thing for your auto, call at once. Sale begins MONDAY, JULY 16th, and will continue until entire and the transformer stock is sold.

# **Everything for the Automobile**

Such as: Bumpers, Springs, Wrenches, Pumps, Soaps, Polish, Spot-lights, Flashlights, Fan Belts, Shellac, Screwdrivers, Tool Kits, Spark Plugs, Cleaners, Piston Rings, Fire Extinguishers, Battery Boxes, etc., etc.

### **Call Early While We Have a Complete Assortment** s or acted and brail term

GENERICA THE

104 West Commercial Street I THE REAL PROPERTY IN THE REAL PROPERTY INTERTY IN THE REAL PROPERTY IN THE REAL PROPERTY INTERTY INTER



apital city provided for a full aine months term with a kindergarten in an election Tuesday, in which they voted favorably on a seven mill tax levy. Of 94 votes cast, 84 favored the proposal.

115 Magnolia

Sanford, Florida



haste. The raiders attempted with use of a pinch bar to open the door to the Tax Collector's office and the Sheriff's office. The latter door was badly damaged but the frame and door failed to yield.

The only office that no attempt tax assessor and superintendent of public to the exhibitors. achoolat

It is the belief of officers that the culprits were seeking evidence in some case and the work was done by local talent.

Photographs were taken of finger prints on papers and drawers which may lead to the offenders.

#### 115 NEW HOMES AS RESULT OF LOAN ASSOCIATION

One hundred and fifteen new homes have been built in Orange county this inner self. folks in building their own homes is identity. In the underworld he was incorporated for \$1,000,000 and is increasing its capitalization to \$2,000,-000 that it may be able to take care of its growing opportunities. The as "aBt" Shugrue, company has just paid a semi-annual Sentinel.

"TRIFLING WITH HONOR" IS INTENSELY HUMAN AND DRAMATIC PICTURE

"Give us something human," has was made at entrance was that of the been the plea of the motion picture BREEKNEREEEEKKERREEVERFEEKKEREKKERENENERFEEKKE

In "Trifling With Honor," the Universal-Jewel photoplay which will be shown at the Princess Theatre Monday, the public is presented with an intensely human drama of the most gripping interest. The story has its appeal to every class of motion picture fan, because it is the story of a moral derelict who was the idol of

thousands of American boys. He had a trust to keep-and to keep it he had to tear down and rebuild his

The story was written by William eration of one agency alone, the Slavens McNutt and first appeared Orange County Loan Association, of in Collier's Magazine, and is built which II. W. Barr is secretary-treas. around an escaped convict who became urer. This company, which asists a professional ball player to mask his known as "The Gas Pipe Kid." As the home-run king of the Pacific Coast Baseball League, he was known

In the years that followed his break dividend of \$7,573,06 and is backed from handcuffs to a baseball glove the by many of the most substantial citi- "Gas Pipe Kid" was forgotten, but zens in Orange county .- Orlando "Bat" Shugrue became a name for <u>TTREESENSE TTERESENSE TTERES</u> hero worship on every sand lot on the west coast where kids played base 

**Entirely Inadequate** 

W. P. Hedden, U. S. Research agent

pending danger of a complete break

down in the marketing machinery by

iz received. Present terminal facili-

quate to handle the city's supply of

the report "The present system of car

rapidly growing traffic over their

which more than 70 per cent of New

to Handle Supply

### SOME REALS FACTS ABOUT FLORIDA New York Markets

Escambia county: Pensacola is the finest port south of Newport News, it Is claimed, Fort Pickens, the only federal fort in the Southern states not captured by the Confederates states in marketing, after a year of study during the Civil war. Fort San Car- of the situation says: "There is imlos, built by the Spanish under Don Andred in 1699. Forts McRee and Pickins. Also has aviation field. Franklin County: Greatest Syster York's supply of fruits and vegetables

fisheries on the gulf. Walton, Okaloosa and Santa Rosa ties are reported to be utterly inadecounties have the largest national forest reserve south of the Alleghancy fruits and vegetables." Quoting from

mountains, 270,000 acres. Liberty County: Forest of Tum- float and pler station operation of nom Taxifolium-"Gopher wood"- breaking and handling bulk with each very few of them in the world,

Are you moving? Call 498 for a is not only expensive but threatens to OUICK SERVICE TRANSFER, and break down altogether because of the 83-tfc inability of the railroads to handle the have it done right.

The Daily Horald, 15c per week. available pier space."

#### **Oviedo** Branch Departs | First Quarter Full Moon Arrive June 28 xNo. 126. 7:45 p.m. June 21 3:40 p.m. July 20 July 27 xNo. 127.. Aug. 19 Aug. 26 Sept. 24 Sept. 17 x-Dally, except Sunday,

### Good Feed for Your Stock is Just as Essential to Their Health as Good Food is to Your Health



No feed be any better than the ingredients that are put into it. Molasses and Alfalfa Meal will cover up the faults of mighty none grain and make it more inductable but it will NOT improve its quality. Your only protection is to buy feed made by manufacturers whose reputation is built up on

last Quarter

July 5

Aug 4

Sept. 3

Oct. 3

Quality Feeds, backed by the guarantee of your dealer. "YOU'R MONEY BACK IF YOU ARE NOT SATISFIED." Talk over your feed problems with us.

### CASH FEED STORE Feed & Su FEED+HAY=GRAIN AND FERTILIZERS 539 MYRTLE AVE. 8 4TH ST. SANFORD. F

# **Our Service**

Extends to Orlando and Daytona as well as the hundreds of bottles we put out in Sanford every day

### ELDER SPRINGS WATER

on account of its purity is fast becoming the drinking water for Central Florida. It is also recommended for use in batteries. If you are not drinking Elder Springs Water nowgive it a trial.

PHONE 311-WE'LL DELIVER

**^**^^^^**^** 

# "It Pays to Swim With the Current"

This is about two spark plugs. At the moment they are lying on the sales manager's desk in the establishment of a large middle-western hardware jobber.

One spark plug bears a name known wherever automobiles are used, the other a name seldom heard.

Both, says the sales manager, are good plugs. "On the score of quality they run neck and neck.

"But," he adds, "we are discontinuing this line"-and he holds up the plug of unfamiliar name. "Yes, and our discount on it is larger, too,"

"What's wrong with it? Not a thing. It's a good plug-mighty good plug, but-no one knows about it. It isn't advertised-the other one is. The demand is for the advertised make. And we've learned it pays to swim with the current, not against it."

More and more jobbers in every line of business are learning every day that

it pays to swim with the current of popular demand.

"Our job," said one jobber, "is to supply markets, not create them. Let the manufacturer make a market for his goods, and we will handle it,"

Said another-"Our salesmen carry a catalog with thousands of items in it. They haven't the time to push unadvertised goods. Their work is principally taking orders."

If you go among these wholesalers today to introduce a new product in competition with merchandise nationally advertised, unless the article is exceptional, you will be met everywhere by the injunction: "First go out and get a reputation for your goods through advertising.

The wholesaler knows by actual contact with dealers how they value speed of turnover, goods which move with a minimum of effort, goods people know about and ask for.

# Published by the Santord Daily Herald In co-operation with The American Association of Advertising Agencies

\*

## commercial operation of long truck haul in and out of a central market **Elder Springs Water Company**

