

REPORT ON 1st SALES TRAINING SCHOOL

Large Crowd Attends Sales Training School

The first session of the Sales Training School took place Tuesday night from 7:30 to 9:30 p. m. and there were approximately 50 people in attendance. Among them were merchants, sales people and students.

Classes are being held each Tuesday and Thursday nights for the next three weeks in the Murphy Elementary school building.

Tuesday night "Dub" Singleton chairman of the merchants committee of the Chamber of Commerce gave the introductory address. In it he stated that phases of salesmanship, merchandise display and advertising would be covered during the sales training sessions he brought out the difference between an organized sales person and a disorganized one. He also stated that 75% of the total sales made today are made by 25% of the salesmen. This means a ratio of nine to one when it comes to those who make the sales and those who don't. He stated that ideas and sales tools will be presented during the coming meetings so that this ratio of selling will take on a different outlook when it comes to proper salesmanship and know how.

International Dealer Wins Trip To Texas

Tom Palmer, International Harvester dealer here has won an all expense paid, five-day vacation to Dallas, Texas for himself and his wife.

The trip was given for having the highest per cent per quota for selling tractors from July through September. This was sponsored by International Harvester Company.

Mr. and Mrs. Palmer left by plane from Asheville Sunday, October 14, and spent the night in Atlanta at the Piedmont Hotel. They visited their daughter, Edna Ann who is a student nurse at Grady Memorial Hospital. They left Atlanta Monday by plane for Dallas, Texas where they will stay at Hotel Baker along with more than a hundred other top Harvester Dealers.

Upon arrival at the air port they were met by McGuire Travel Agency where they were welcomed and transferred to the hotel. While there they will attend a number of parties and socials. They will go to Texas State Fair, see the 1956 Ice Capades, and see a Broadway show, "Dam Yankee". There will also be a big friendship bingo party and an out door barbecue in grand Texas style.

Dr. F. V. Taylor New President Of Kiwanis Club

Dr. F. V. Taylor was elected president of the Murphy Kiwanis club at the regular meeting held last Tuesday night at the Regal Hotel.

Harry M. Seamon was elected vice-president, and Arden Davis was re-elected secretary-treasurer. The officers will be installed in January.

Folk School To Resume Community Dance Program

Friday October 25, at 8 p. m. the John C. Campbell Folk School will resume its regular community night folk dance program. Anyone interested is invited to attend.

An added feature that evening will be an exhibit of things made during the special craft course this fall.

Merle Davis, local jeweler and a member of the merchants committee instructed during the second half of the session and his subject covered proper display of merchandise in the store and the importance of "eye catching window displays". He stated that a well thought out display to draw a customer into the store should be given major consideration, the same as the time spent in purchasing goods. Also, he brought out the fact that windows should be changed often. Related items should always be together and to illustrate you would not display bath soap next to detergent but keep bath soaps to themselves as well as the detergents. Where a store has staple items bread for example you would place it in the store so that the customer would view other items for sale and not just buy bread alone.

Thursday (tonight) at 7:30 the second session will be held and at that time merchandising will be discussed, also advertising and its relationship to salespeople and the pre-selling of merchandise.

Schedule Of Jury Duty

The following is a list of the jury for November 7th term in 1956.

Dillard Stiles, Murphy, N. C. Rt. 2; Wm. B. Johnson, Murphy, N. C. Rt. 2; J. R. Klingsmith, Andrews, N. C.; Jack Ledford, Andrews, N. C.; Jeff Kephart, Rt. 3, Murphy, N. C.; Lawrence Timpson, Rt. 1, Murphy, N. C.; Theodore Anderson, Rt. 2, Culberson, N. C.; E. C. James, Rt. 1, Marble, N. C.; James Barton, Rt. 2, Culberson, N. C.; Wade Kephart, Rt. 3, Murphy, N. C.; E. B. McDonald, Rt. 2, Murphy, N. C.; Charlie Radford, Rt. 3, Murphy, N. C.

Also Charlie Ritch, Rt. 2, Culberson, N. C.; Ira C. Owenby, Rt. 2, Culberson, N. C.; Sim Ware, Rt. 2, Culberson, N. C.; J. H. Hampton, Rt. 4, Murphy, N. C.; Grover C. Chastain, Rt. 4, Murphy, N. C.; Olen Clonts, Rt. 4, Murphy, N. C.; E. S. Burnett, Andrews, N. C.; Jarvis Hamby, Unaka, N. C.; Ernest Graham, Rt. 4, Murphy, N. C.; Fred Dalrymple, Rt. 2, Murphy, N. C.; Roy Clonts, Rt. 2, Murphy, N. C.; Herman Green, Rt. 4, Murphy, N. C.

SECOND WEEK
Hobart Hughes, Rt. 2, Murphy, N. C.; Broadus Graves, Rt. 3, Murphy, N. C.; John Montgomery, Rt. 3, Murphy, N. C.; Vester Kent, Rt. 3, Murphy, N. C.; Stanley Green, Murphy, N. C.; Luther Dockery, Rt. 3, Murphy, N. C.; Alonzo Beavers, Rt. 3, Murphy, N. C.; Joe Brannon, Unaka, N. C.; Clingan Hughes, Murphy, N. C.; W. E. McDonald, Rt. 3, Murphy, N. C.

Also Floyd Amos, Rt. 3, Murphy, N. C.; W. J. Leatherwood, Rt. 1, Murphy, N. C.; Wesley T. Robertson, Murphy, N. C.; J. H. Hampton, Rt. 2, Culberson; Sam West, Andrews, N. C.; Floyd Lane, Rt. 1, Murphy, N. C.; Jonah Sneed, Rt. 3, Murphy, N. C.; and John Lovingood, Rt. 3, Murphy.

Fruit Cake Sale Begins

The Civitan Club received a supply of Claxton Fruit cakes Monday night at their regular meeting. These delicious fruit cakes have been on sale by them for the past several years.

They can be bought in either 3 or 5 pound sizes. You can place your order by dialing VE 7-222, Cherokee Scout, or from any Civitan member.

ASC Committee Elections

In just a few days it will be election time Tuesday Oct. 23 — in every one of the 1155 designated farm communities in the state of North Carolina.

These elections will give the eligible farmers in each of these communities an opportunity to vote for the farmer-committeemen they want to administer the programs of the Agricultural Stabilization and Conservation in 1957. Any farmer is eligible who, as owner, tenant, operator, or sharecropper, is participating or is eligible to participate in any of the programs administered by the County ASC Committee.

And now just a word about these Committeemen, they are farmers. They live in the community where they are elected. They are elected by their neighbors.

Tusquitee Fire Training Held

The Tusquitee District Fire Training was held Friday, October 12, at the Forest Service Warehouse in Murphy. The training was held from 8 a. m. until 5 p. m.

The following program schedule was carried out: 8 a. m., personnel and wardens assemble; at 8:30 a. m. Bunch A. Nugent gave the introductions and welcome to visitors; at 8:40 a. m. Mr. Nugent gave the purpose of the meeting and review of 1956 fire season; 9:10 a. m. Mr. Swiger gave reports from wardens on problems, etc., at 10 a. m. recess, coffee was served; 10:15 a. m. Mr. Shontz gave a T.R.R. Report on prevention; at 11 a. m. Mr. Loudermilk discussed time keeping; 11:30 a. m. fireman reports by Mr. Long; at 12 noon the group was dismissed for lunch.

The evening program was opened by Mr. Stanley at 1 p. m. on fire line safety; at 1:30 Mr. Swiger discussed first aid on fires; at 2 p. m. hand tool use and safety was Mr. Long's topic; at 2:30 equipment maintenance was discussed by Mr. Nugent; at 4 p. m. Mr. Nugent led the group in a general discussion summarizing the program; the meeting was closed at 5 p. m.

Among those 31 men attending the training program were Doc Stanley and Wilson Curtis, Ritter Lumber Co.; Ray Beal, Chatahooclie National Forest; Bill Bryant, Franklin; Harold Hatchett, Cherokee County warden; Ray Chambers, Clay County warden; Les Shanty, Asheville; Ben Phillips, Ode Rorgan, Felix Voyles, Cliff Penland, U. S. fire wardens.

Mail Over-Seas Packages Now

Because of the increased mailing of parcel-post packages to other countries during the holiday season and owing to long sea transits frequently involved and etc. it is highly important that mailings of Christmas packages for abroad be made as early as practicable to assure delivery by Christmas.

Also for Christmas mail for armed forces, the period October 15 to November 15 has been designated for the acceptance of Christmas parcels. The importance of mailing Christmas parcels during the designated period cannot be emphasized too strongly, the earlier the better.

All parcels and boxes for overseas transmission must necessarily be of strong construction on account of the great distance these parcels must be transported and the handling and storage they must undergo. Addresses must be legible and should be prepared in typewriting or ink. It is preferable that the outside address be hand-printed directly on the wrappers of the boxes rather than on labels pasted to the wrappers, since labels frequently fall off.

All this information and more so is important in mailing parcels abroad and for armed forces overseas. Consult your local post office for more details.

My Neighbors



"So then I said to her, 'I don't see why child care should conflict with housework...'"

Andrews Defeats Sylva 12-6

Andrews met Sylva on the Andrews field Friday night October 12 to defeat Sylva 12-6.

In the first quarter it seemed that one team would not let the other score but in the second quarter Terry Postell made a 50 yard drive to put the "Wildcats" in the lead.

In the third quarter Lloyd Derberry threw to Kent Laughter a 55 yard touchdown pass to give the "Wildcats" a score of 12-6 when Sylva's Gordon Baker also scored a touchdown in the third quarter.

In the fourth quarter neither scored and Andrews won with a 12-6 score.

SYLVA		ANDREWS	
First downs	4	14	
Yds Gained Rushing	61	146	
Passes Attempted	12	12	
Passes Completed	2	6	
Yds. Gained Passing	22	102	
Passes Intercepted by 0			
Punting Average	28	34	
Yds Kicks R'tnd	27	66	
Opponents' Fumbles Recorded	1	0	
Yds Lost Penalties	10	25	
SCORING			
SYLVA		ANDREWS	
Baker (3)		Postell (1)	
		Laughter (1)	
		Andrews will meet Hayesville	
		October 19 on the opponent's field.	

New Feature To Start

Beginning with this issue the Scout will feature a woman's page. Pictures for weddings, etc. should be in one week before publication. Deadline for news items will be on Tuesday. Society editors are Mrs. C. W. Savage, Phone VE 7-2918, Miss Jo Anne Simonds, Phone VE 7-2222, and Mrs. A. B. Chandler, Sr. Phone 6, Andrews, N. C.

HAYESVILLE YELLOW JACKETS LOSE TO MURPHY BULLDOGS 19 - 0

By BOB POTTER
In a none-too-exciting game—all the more so after the Bryson City thriller — the Murphy Bulldogs struck three times across the Hayesville goal line last Friday night on the Murphy field to outpoint the neighboring Yellowjackets, 19 to 0.

After the exciting game with Swain the week before, it was natural the Bulldogs should let down. Neither in running nor blocking were they up to their usual pitch; though on defense they were more themselves and held the Yellowjackets to one lone first down until the last quarter in that period. Coach McConnell sent in several substitutes.

Hayesville played a spirited game against a team which was definitely its superior; and at times the 'Jackets tackled with swift precision. They cut the Murphy runners down quickly on punt returns. Frequent penalties marked the game, Murphy being penalized 100 yards, and Hayesville, 85. Coach Long had several Yellowjackets out with injuries, and Murphy's fleet back, John Morris, was still side-lined with an ankle injury.

The Bulldogs thrust for a touchdown early in the game, but were held scoreless the rest of the half. Jones and Burchfield, in sweeping end runs carried the ball beyond mid-field; a pass, Birchfield to Hendrix, was good to the 30; and Jones, on a pitch-out, circled left and for the tally.

After a short punt by Smith, the Yellowjackets struck as far as

Francis Pless New Scout Executive Of Nantahala



Shown above are Tom Speed and Francis Pless, scout executives. Mr. Speed will go to Asheville as District Executive of the Rhododendron District. Mr. Pless will assume duties of Field Executive of the Nantahala District.

C. R. Freed Named Manager Of Month

C. R. Freed was named Chamber of Commerce Manager of the Month for North Carolina in a recent edition of the Tar Heel Chamber News. Mr. Freed became executive secretary of the Murphy

Chamber of Commerce February 1, 1956. Mr. Freed is a mason, member of the Lions Club, Toastmasters, and Western N. C. Community Assoc.

A certificate was also given to Mr. Freed for completing the First Year Course of Study in Theory and Practice of Chamber of Commerce Administration prescribed by the Board of Trustees at the University of North Carolina, Chapel Hill, N. C.

Patricia Moore Is Football Queen

Patricia Moore was elected homecoming football queen of the Murphy "Bulldogs" Tuesday by the squad. She is the daughter of Mr. J. B. Moore, of Pleasant Valley, Judy Sneed, daughter of Mrs. Evelyn Sneed was elected maid of honor.

Miss Moore will be crowned during the half at the game with Cherokee Friday night.

New Business Is Announced

Glenn Hembree of Hembree's Market announces the opening of a new place of business in the basement under Coward's store. Ready to wear for men and women and children and also piece goods will be sold.

NEW OFFICERS AND TEACHERS FOR FIRST METHODIST CHURCH

The following officers and teachers of First Methodist Church of Murphy for the year beginning September, 1, 1956 to August 31, 1957, announced Sunday.

Commission on Education: Mrs. Roy Fuller, Chairman; Mrs. Jerry Davidson, Mrs. Charles Worthen, Mrs. Porter Axley, Mrs. Duke Whitley, Mrs. Louise King.

General officers: Wayne Holland, Superintendent; George Dyer, Assistant Superintendent; Paul C. Hyatt, Treasurer.

Children's division: Mrs. Neil Sneed, Superintendent; Nursery Home Visitor, Mrs. Arvel Woods; Nursery: Mrs. W. B. Johnson, Mrs. Wayne Holland, Mrs. Gay Davidson; Primary: Mrs. Porter Axley, Mrs. Tom Watson, Aiden Coward, Miss Adella Meroney, Mrs. George Bunch.

Music: Mrs. Duke Whitley. Youth Division: Miss Clara McCombs, Superintendent; Juniors: Mr. and Mrs. P. J. Henn, Mrs.

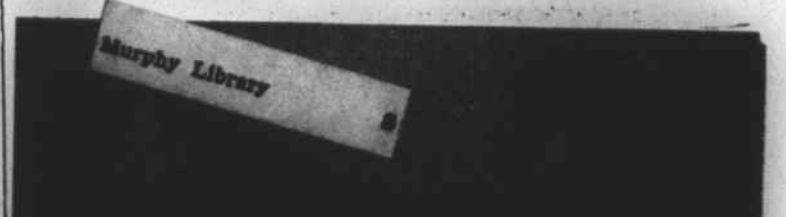
Evening Youth Fellowship: Intermediates Counsellor: Mrs. Herbert Marshall, Mrs. Louise King; President: Bobby Weaver, Senior Counsellors: Arvel Woods, Jimmy Howse; President, Ronnie Brittain.

Adult Division: Couple's Class: Mrs. Billy Wells, president; Merle Davis, and James Chadwick, teachers.

John Wesley Class: president, to be elected; Teachers: Mrs. Jerry Davidson, Mrs. O. U. Gallegher. Hyatt Bible Class: President: Mrs. R. C. Mattox; teachers, Mrs. W. F. Elliott, Mrs. W. D. Townsend.

Men's Bible Class: Presidents: Frank Forsyth, Jerry Davidson; Teachers, H. Bueck, W. F. Elliott. Adult Home Visitor: Rev. W. F. Elliott.

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Shows above is the Rev. J. L. Allen with Mr. Welch and Mr. Martin working on an addition to the Malby Baptist Church. Rev. Allen is President of the Western North Carolina Minister's Conference.

He is credited with building and assisting in the building of several churches across the Nation. Rev. Allen, a diligent worker in all phases of the ministry, resigned from the Malby Baptist Church on October 1.

It has been said of the Rev. and Mrs. Allen, "They are friends of the poor and needy".

Cherokee County Folks

By Annetta Bunch

Hoyt Walker, an able assistant to the manager at Western Auto, is a genial individual who always has a friendly greeting for everyone; and having lived in and around Murphy all his life, he just about knows everyone.

His duties at the store include selling, buying of merchandise and helping customers with their various problems. Hoyt also attends shows for the store, enabling him to become more familiar with the latest commodities to be bought or sold.

Hoyt is married and has three children, Audrey, eight, Shelby, age six and Earl, who is three. They live on Route 4, in the Ranger section.

He takes an active interest in P.T.A. work at Ranger school where they are now engaged in planning for the annual carnival.

He is also a great picnic enthusiast.