

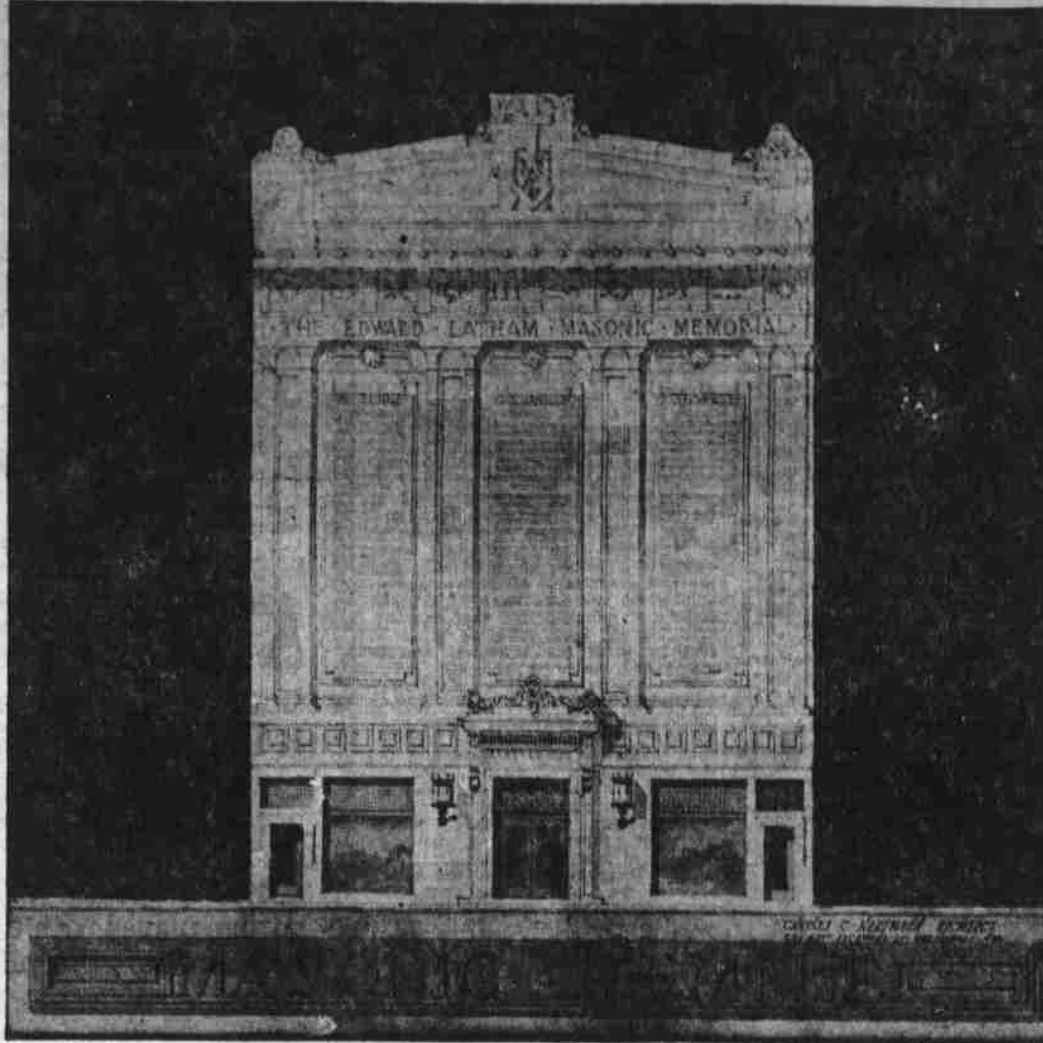
A \$250,000 Masonic Temple For Greensboro

A magnificent structure planned as a home for Masonic bodies of the Greensboro jurisdiction—

LONG A DREAM
NOW A POSSIBILITY

It remains merely for Masons to back their faith with material things—and do it NOW!

January 1st
IS OUR
Time Limit



One of our loyal members, J. E. Latham, has generously offered to give \$75,000 of the total if we will pledge the remainder by January 1, 1922. It is "up to us!"

What Will We Do About It?

It is a question we must settle for ourselves, and quickly.

We cannot believe that Masons will allow such an opportunity to escape them.

We anticipate, therefore, a response that will be spontaneous in its enthusiasm!

Masonic Mass Meeting Wednesday, Dec. 14, At 8 P. M.

AT THIS MEETING, TO BE HELD IN MASONIC HALL, FULL DETAILS OF THE PLAN AND OF A MEMBERSHIP CAVASS THAT BEGINS DECEMBER 14, WILL BE LAID BEFORE MASONS OF THE JURISDICTION. ALL ARE URGED TO BE PRESENT—AND IT IS ESSENTIAL THAT CAPTAINS AND WORKERS ATTEND, EVERY ONE!

Much Is Expected of Each of Us—
How Shall We Meet It?

B. MacKENZIE, Chairman
Plans Committee.

MEN AND BUSINESS

By RICHARD SPILLANE

Philadelphia, Dec. 12.—Salesmen are not happy these days. Neither are credit men and the bosses! Ugh!

Salesmen say it's tough work to get orders, and, when they get them, the credit man is overly doubtful of every new account.

The boss acts as if the salesmen were not onto their jobs and looks suspiciously at the credit man when collections are abominably slow.

All three are inclined to inquire when you think business will improve. They want cheerful information, but, when they get it, they are likely to quote from their own experience to refute what you say.

It's useless to explain that the process of business revival must be slow in the liquidation and reorganization due to the war and the wastes after the war. They listen, but what you say does not satisfy. They want business to improve and can't see why somebody doesn't do something to bring it about.

of how straighten out the financial mess abroad.

There can not be much of international trade until the exchanges are rectified to some reasonable degree and domestic trade is certain to be somewhat restricted for half a year or more. One large element of the American population has a decidedly smaller buying power than normally. That is the farmer. Necessarily that affects many branches of business, for the farmers and those directly connected with the farm makes up nearly one-fourth of the people. This does not mean the farmer will not be a purchaser. It does mean, however, that he will be able to buy less than ordinarily would be his proportion.

To a lesser degree the buying power of the big group generally referred to as labor has been reduced. Wages have been cut. Rents, food costs and other items have not kept pace with the wage reduction, but inevitably they will come down.

From the foregoing it would appear as if the outlook was rather bleak. It is not. One good crop will change the whole situation on the farm. The world must have food and fiber. It must eat and must be clothed. Next year's crops will be raised at nearly the lowest cost of any crops in the last decade.

The situation as to labor is also better. While labor's wage has been reduced, there is less of unemployment. Railroads are getting a bit stronger financially and are beginning the large work of refurbishing their proper ties. Construction work generally halted by high costs of material, labor and transportation, is showing signs of recovery. The steel industry, copper industry and various other lines of major character are broadening grad-

ually. It is so too with many of the minor lines, even if conditions generally are spotted.

All this does not satisfy the salesman or the credit man or the boss. The present is what disturbs them. They will, however, have to face the facts.

The salesman from now on will have to be a salesman, not an order taker. He will have a test that will try his soul. He has measured his success heretofore, and so has his boss, by his sales. That is not the proper way. The salesman who succeeds in persuading a retailer or supplier into buying more than the distributor can sell is a bad salesman, for he loads his customer up with a certain amount of dead stock and impairs the purchasing power of the customer. No sale is a good sale that is not of profit to the purchaser.

The salesman from now on will have to sell goods and not conversation. Not all salesmen know the goods. And the merchant will have to be a better merchant. The buying habits of the American people have changed. They are more careful as to the price and want to know what they are buying. You have to "sell" them now and not, as at one time, act as if they could take it or leave it, just as they pleased, and you didn't care which.

These are good times for good merchants and good salesmen and trying times for poor merchants and inept salesmen. They are the sort of times that make for better business.

And the market is tremendous, even if it is not of such buying proportions as two years ago. No other section of the earth has 100,000,000 people speaking one language and possessing such purchasing power. No other section of the earth has such transportation systems or such mediums of national advantage. No other section of the earth has such a number of people who live so well, have such desires for creature comforts and are so responsive when good goods are offered, at the right price.

Manufacturers, merchants and salesmen may be a bit soft from the day when it was a seller's market. The market is still there, but it is a buyer's market. It's the biggest market in the world.

It's a great market for a go-getter.

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TWO STOLEN AUTOS ARE FOUND AND MEN CAUGHT

James Haywood, Albert Herring and Norman Perry, who are authorities at Fayetteville.

(Special to Daily News.)

Fayetteville, December 11.—Two automobiles stolen here Saturday night were recovered by local police yesterday, and three men found in possession of one of the cars are now in jail. They are James Haywood, Albert Herring and Norman Perry. The car belonged to Charles Sanders. The police located it on Ann street a few hours after it was stolen. The three young men were in the car at the time and were placed under arrest. Herring, it is said, then led the owner of the second stolen car to Cross Creek cemetery, where the machine was concealed. This car, a Ford, was stolen from in front of the Lafayette barber shop. It belonged to G. E. Hall. When Mr. Hall learned that his machine had been stolen, about midnight, he at once secured the aid of the police and started in pursuit of the thieves. After searching through the northwestern part of the city they were returning through Ann street when they came on the three men working on Sanders' car, which had been taken from Hay street, where it was parked before Kress's store three hours earlier. When Hall asked where his car was Herring volunteered to take him to the point where it was hidden. Patrolman Britt remaining in charge of the other prisoners while Herring went with Hall to the cemetery.

HIAWATHA'S WEDDING FEAST TO BE REHEARSED TONIGHT

A mass rehearsal of the Greensboro Choral society and the North Carolina College for Women, chorus will be held in the college chapel tonight

at 8 o'clock. This is the last regular rehearsal of the chorus before the performance, which will take place next Tuesday night.

"Hiawatha's Wedding Feast," Cole-ridge-Taylor's most important choral work, will receive its first performance in North Carolina on this occasion. This performance is complimentary to the music lovers of Greensboro and this section of the state. Those desiring to attend this concert should at once

mail request to the secretary, M. A. White, for reserved seat tickets. These will be furnished as long as they last. The auditorium seats only 400 and when this number is given out no more will be available.

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Gifts For Every One

Electrical gifts are practical gifts that endure for years and each succeeding day brings continued happiness to your dear ones.

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- Shaving Mirror
- Weed Tire Chains
- Auto Robe
- Auto Filler Can
- Electric Lamp
- Leather Hand Bag
- Camp Outfit
- Auto Stoves
- Auto Lunch Set
- Auto Pump
- Auto Strap Razor
- Leather Bill Fold
- Camp Tent
- Carpenter's Tools
- Dependable Gold Watch
- Silver Drinking Cup
- Medicine Case
- Fire Box
- Pyrene Fire Extinguisher
- Fishing Rod
- Tire Gauge
- Leather Purse
- Tourist Set
- Smoking Set
- Camp Outfit
- Shot Gun
- Auto Clock
- Hoseshoe Shoes
- Basketball Togs
- Auto Trunk
- Humidor
- Bicycle
- Silver Card Case
- Cigar Cutter With Chain
- Leather Collar Bag
- Cuff Links
- Hunting Suit
- Gold Watch
- Punch Bag
- Leather Puttees
- Conquer Wagon
- Flexible Plyer Sled
- Tool Box
- Cigarette Case
- Pocket Knife
- Smoking Set
- Military Brushes
- Attack Pin
- Watch Chain
- Sport Jersey
- Photo Album
- Scott Axe
- Tennis Racket
- Tricycle
- Roller Skates

- Wrist Watch
- Auto Gloves
- Bathing Suit
- Auto Robe
- Leather Hand Bag
- Silver Card Case
- Chaffing Dish
- Cut Glass Jewel Case
- Decorated Candy Jar
- Ivory Bureau Set
- Tourist Set
- Desk Clock
- Boudoir Lamp
- Flower Basket
- Hand Painted Ivory
- Ivory Work Basket
- Ivory Hand Mirror
- Jap Bamboo Basket
- Ivory Desk Clock
- Silver Party Case
- Ivory Picture Frame
- High Grade Sport Sweater
- Fennis Hacket
- Cut Glass Perfume Bottle
- Ivory Comb and Brush
- Camo Bread Pin
- Bread or Bar Pin
- Curling Irons
- Desk Sets
- Writing Set
- Cutie Doll
- Leather Pocket Book
- Manicure Set
- Embroidery Scissors
- Sewing Table
- Sewing Tray
- Tea Wagon
- Cut Glass Bowl
- Cut Glass Candlestick
- Cut Glass Pitcher and Glasses
- Brass Candlestick
- Mahogany Candlestick
- Brass Fern Set
- Brass Andirons
- Electric Flash Light
- Floor Lamp
- Comfort Sventer
- Set Community Silver
- Sheffield Tea Set
- Sheffield Service Tray
- Silver Tea Set
- Waste or Laundry Basket
- Alcohol Stove
- Alcohol or Electric Percolator
- Electric Heater
- Heating Fan
- Hot Water Bottle
- Bonbon Dish or Casserole
- China Dinner Set
- Carringe Robes
- Chocolate Set
- Electric Grill
- Electric Iron
- Electric Toaster
- Foot Warmer
- Work Basket
- Lap Boards
- Portable Electric Lamp
- Leather Hand Bag
- Mesh Hand Bag