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CONVENTION DELEGATES SWELTER IN HOT BLAST

Many Take Off Coats and One Fellow Removes His Galluses—Graphic Description of Scenes in Hall as Delegates Pour in for Biggest Day of All

Coliseum, Chicago, June 11.—In a hall of sweltering temperature delegates to the convention hall, the delegates began to pile into their places a full hour before the convention was to begin. They were all hopeful that the convention would be made today and this time seemed to take some of the edge off their distress from the heat. It was a promise of being the hottest day of the convention in all its history.

Many of those on the convention floor and the galleries came with fans and some of them took off their coats. Many inquiries were made as to who would be nominated and the answer was "damned."

The managers tried to outdo each other over the result. The Wood managers who had planned to have a string of second nominating speeches, realized their program so the Frank Knox of New Hampshire and Mrs. Bourke Robinson of New York, who would make secondary speeches.

For the first time since the convention met the candidates for president were not on the floor.

Delegates debated the task to be done by the delegation will carry the first ballot for him.

A cabinet delegate from West Virginia manifested preparing for a temporary time took off his galluses and put them in his pocket. About that time the band played "Reuben Reuben I've Been Thinking."

Chairman Lodge called the convention to order and prayer was offered. A rising vote the convention then passed a resolution expressing its sympathy for the death of Lincoln Roosevelt, "loved unutterably and to be loved as long as our nation cherishes its noble patriots."

WOOLEN MILLS ARE LET OFF IN COURT

New York, June 11.—Indictments charging profiteering against the American Woollen Mills Co. and William M. Wood were quashed today in federal court. The court held that woollen goods did not constitute wearing apparel and therefore did not come under the provisions of the Lever act.

APPEAL IS MADE TO FIND LOST BOY

Morristown, Pa., June 11.—Mother and children throughout the country are appealed to by Mrs. George Corbin to help her find her 17-month-old baby, Blakey Corbin, who was stolen from his home several weeks ago. The letter was blotted with the mother's tears.

I appeal to every mother and child in the United States to help me find my baby. The appeal read, "Surely somebody will find my boy. If there is a strange baby in your community, please, please, see who he is. Don't be afraid to send information. I don't want to punish anybody; I only want my baby."

MRS. ABE'S REMAINS TAKEN TO MORGANTON

The remains of Mrs. Donald Abe, whose death occurred at Blowing Rock, were taken to Morganton last night for interment. Before her marriage she was a Miss McCallard, of Morganton.

Mr. Abe has been employed in the construction of a club house at May View Park, Blowing Rock, and it was there that his wife became ill. It is said that she had an attack of epilepsy Wednesday evening and never recovered.

Information from Blowing Rock later today was to the effect that Mrs. Abe had been dead about six hours, according to a physician, before it was discovered. Mr. Abe, it was said, told the landlady at his boarding house that his wife was ill, would be all right soon. He went to his work. Later in the morning the room was entered and Mrs. Abe was found dead on the floor. Mr. Abe is said to have told the coroner that she fell out of the bed during the night. He went to his work without getting her in bed or calling for a doctor if it is said.

FARLEY LECTURE FIGHT BREWING OVER FARM BANKS

PROVES BIG TREAT DELIVERED BY EVANGELIST

Mr. W. H. Farley of Dayton, O. addressed an audience of merchants, business men and clerks at the Chamber of Commerce last night on the "Troubles of a Merchant and How to Stop Them," and with motion picture slides showed the difference between a business that is conducted in a hazardous fashion between one that is operated with an organization, every member of which knows his business and is interested in the success of the concern. Mr. Farley, who came under the auspices of the Hickory Merchants' Association, was presented by President N. W. Clark. It is safe to say that if the business men of Hickory could have known what the lecture contained there would have been 200 prayers on hand.

Mr. Farley started out by showing the number of failures in the United States last year—a little over 4,000—and contrasted the wrong way with the right way of operating a store. He asserted that the business should be organized so that the manager is relieved of the thousand details and that there should be responsible ends of each department, each knowing his work and getting the best out of his assistants. All of these are responsible to the manager for their departments. He declared that the manager of a business couldn't hang around the streets half the night, he is last man in his place of business next morning and expect it to be a success. He had to be on hand bright and early with a smile and encouragement for the force.

Mr. Farley showed the part the National Cash Register had played in the modern business organization. It had relieved the proprietor of thousands of worries and had enabled him in a few minutes to check up the day's business. He gave some hints to clerks as well as managers, among them being that a smile and willingness to serve won customers. Attractive show windows are good advertisements for any store and he urged that only a few articles should be displayed and then with a view to harmony. "Can I serve you?" he said was a better way of approaching a customer than "Is there anything you want?" Let the customer do the selecting, stress quality and never take a sale over his hints.

These points were all brought out in a graphic manner by the motion pictures and he took the case of a merchant who constantly lost money until he tried the organization plan and then went on to success. Everybody in a store should always remember that the customers, especially the women who do more than 80 per cent of the buying in a store, are the employers and that they pay the bills. They are the ones whose politeness and courtesy should always be extended.

Mr. Farley showed on the screen a number of advertisements and he showed the difference between good and bad ads. He said that every merchant should prepare his own copy, using short sentences, simple words, avoiding over-reading and confusing the ad to plain, simple statements of fact. Tell the customer about your business through your newspaper just as you would tell him in your store, he urged.

Here are some advertising hints brought out by Mr. Farley in the course of his lecture: Advertising is simply good salesmanship in type. Use cuts that only illustrate. Use plain type. Learn to prepare our own ads. Have plenty of white space. Make advertising a continuous policy of your store. Simple words, short sentences and reliable statements constitute the most effective advertising. Local paper the best medium for local merchant. Each additional inch of advertising a newspaper gets increases its value as a medium and correspondingly reduces your advertising cost by the increased number reached. In this connection Mr. Farley said that the mail order houses have a continuous policy of advertising and reach everybody. The most effective way to fight them is for the merchants to use newspapers in their local territory.

Mr. Farley brought to the business men last night the results of 40 years of investigation into business management and his fine pictures aided him in making an impress that will be lasting.

SPECIAL SERMON DELIVERED BY EVANGELIST

40-MINUTE DEMONSTRATION FOR GEN. LEONARD WOOL

His Supporters Parade Through Coliseum, Women Among Number, Yelling Like Indians—Lowden and Johnson Demonstrations Are Next—Long Session Promised

By the Associated Press. Coliseum, Chicago, June 11.—Late again in getting under way, late again in getting under way, the Republican national convention met under an agreement to stay in session until a presidential candidate had been nominated. The position would hold a night session.

At 10:00 the secretary began calling the roll of states. Alabama passed and Arkansas yielded to Kansas and Governor Allen nominated General Wood.

The demonstration which followed General Wood's nomination lasted 40 minutes. When it quieted down, Frank Knox of New Hampshire, the Wood floor manager, and Mrs. Douglas Robinson of New York, made second-nominating speeches.

When Arkansas was called that state yielded to Illinois for the nomination of Governor Lowden. Representative Rodenburg took the platform to deliver the address.

COLOR LINE WIPE OUT BY LABOR FEDERATION

Montreal, P. Q., June 11.—The American federation of labor in its annual convention here yesterday wiped out the "color line" and warned its affiliated international unions that negro workers must be given full and equal membership with white men.

MRS. CATT ACCEPTS PRESIDENCY AGAIN

Geneva, June 11.—Mrs. Carrie Chapman Catt was unanimously re-elected president of the International Woman's Suffrage Alliance at its session today. She has agreed to accept the office, despite her declaration yesterday that she would refuse it.

PLANS ARE MAKING FOR BIG JUBILEE

President Clark of the Merchant Association announces that the plan for the Fourth of July celebration are rapidly getting in shape, and predicts one of the biggest stunts ever pulled off in Hickory. Weather permitting, there will be something doing every hour of the day, and it is expected that thousands of visitors from the country and nearby towns will be on hand to enjoy the fun.

This will be the first Fourth of July celebration held in Hickory for twelve years and the writer recalls that day when even the torrents of rain that fell could not drown out the fires of patriotism of the thousand that thronged the streets with cheer, laughter and good fellowship in spite of the rain.

LIBERTY FLYERS TO CUT UP SATURDAY

The Liberty Flyers who have been here for the past ten days, hoping to give the people of this section a number of thrills tomorrow, when the airplane will give exhibitions at Newton and Hickory. The exact time of the flights has not been determined.

The aviators will not only loop the plane while it is in the air and perform some other unusual stunts. Circulars containing one misspelled word will be dropped from the airplane and the first person finding the word will be presented with \$5 or given a free trip in the plane. Misspelled words will be in the circular dropped at Newton also.

PROHIBITION PLANK IS LOST IN THE SHUFFLE

(Chicago, June 11.—The Republican platform plank designed to deal with prohibition, got lost in the shuffle yesterday, furnishing a new thrill for "wets" and "drys" and raised some question of its legal status.

The plank does not mention prohibition but is a "law and order" declaration for impartial enforcement of all laws.

In a mix-up, from confusion of platform work, the plank was left from the great pile taken to the coliseum and read by Chairman Watson, of the resolutions committee. It was not read to the convention and was not on the platform as officially announced but Chairman Wilson, Senator Snodgrass and others in charge of the document declared it was adopted by the resolutions committee and is a part of the platform.

"Dry" leaders were assured, before the committee headed at breakers for the coliseum, that the "law and order" plank was in the platform under Senator Watson's arm. No report of its absence was had tonight until Senator Watson's attention was called to the omission.

done your duty? There is a tremendous responsibility on you. Did you speak to that member or did you speak to that child when you saw he was growing careless, was losing sight of the Christ in worldly pleasures? What about your life? Can God hold you blameless if your boy follows in your footsteps? I have worked and toiled and prayed and when the tide of life goes out can say that I have reached just as I wished I would have done. We are to be judged as we are and not as we seem and for what we did not do as well as for what we did. The responsibility is great and the opportunities many. On judgment day will that child or person charge you with their doom? Have you done your best? Have you so lived that you can meet them at the judgment bar with a clear conscience?

Markets

By the Associated Press. New York, June 11.—Continued good weather and improving crop reports led to renewed selling in the cotton market this morning. Active months sold 33 to 35 points below last night's figures.

Weather

For North Carolina: Fair tonight and Saturday little change in temperature, gentle winds, mostly southerly on the coast.