

Favorite Stories

By CARL GOERCH

any of Greensboro he best story tellers, he to the legislature, his best ones.

some mighty smart George one evening sitting in the lobby of the Hotel in Raleigh the greatest salesman was Jim Marlowe, seen in the selling game of my life, and I think I could sell anybody anything.

associated with him for years out in Illinois, selling in an automobile manufacturing concern. All this was days when automobiles were all over the country and was expecting to come out of the business and I landed in a little town in the northern part of Illinois. I forgot the name of it, but about fifty or sixty miles from Chicago. Some name I believe it was, we call it that.

Jim Marlowe did was to local banker. I went along with Jim and told the banker that he wanted to dispose of about \$50,000 worth of stock in Lowesport. The banker said he knew all about the company, and he believed the stock would be profitable, but he shook his head over the prospect of selling any of it in his town.

"These folks don't go in for investments of that nature," he explained. "When they save up a few thousand dollars, they put it in the bank and they're satisfied with four-per cent interest. You'll never sell them any stock."

"I'm pretty sure that I can," insisted Jim.

"Well," said the banker, "I know our folks better than you do. They won't buy a penny's worth of your stock."

"People will buy anything," said Marlowe.

"Maybe they will in your part of the country," said the banker, "but they won't do it here."

Jim glanced casually out of the window. There was a small lawn at the side of the building. In the center of the lawn was a sun-dial. Jim concentrated his glance on it for a moment; then he turned to the banker and said:

"Look here; I'm going to make you a proposition."

"What kind of proposition?"

"You see that sun-dial out there?"

Methodist Leaders of South-Wide Convocation



MOORE HARRELL NEWELL LORD

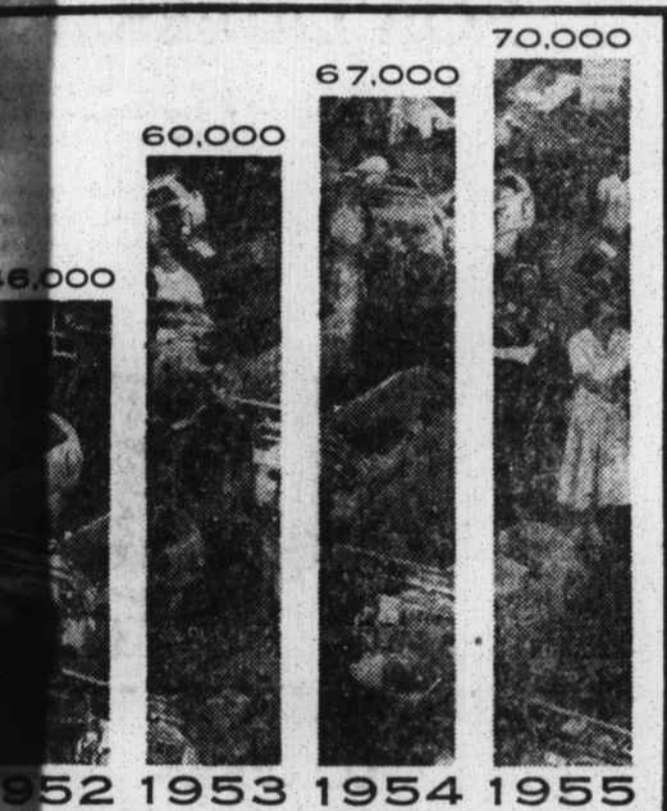


MRS. ROBINSON NUNN MRS. ARRINGTON MAYFIELD

CHARLOTTE, N. C.—More than 1,000 men and women of nine southeastern states and Cuba are expected here Feb. 1-3 for the quadrennial convocation of the Methodist Church's southeastern jurisdiction. Leaders and speakers include: Bishop Arthur J. Moore, Atlanta, chairman; Bishop Costen J. Harrell, Charlotte, vice chairman; Bishop Fred B. Newell, New York; Bishop John Wesley Lord, Boston; Mrs. E. U. Robinson, Gallatin, Tenn., southeastern president Woman's Society of Christian Service; Alexander Nunn, Birmingham, ed. of THE PROGRESSIVE FARMER; Mrs. Paul Arrington, Jackson, Miss., national vice president Woman's Division of Christian Service, and Robert G. Mayfield, Chicago, executive secretary Methodist Board of Lay Activities.

POLIO AFTERMATH

TIMS NEEDING AID AT START OF EACH YEAR



1952 1953 1954 1955

THE MARCH OF DIMES JAN. 3 TO 31

Year sees an increased number of polio patients from previous years who can be helped by long-term care paid for by the March of Dimes. As the proportion of deaths decreases, the cost of living for the thousands who survive steadily increases.

"I'm going to sell stock to your people and make them pay for a cover for that sun-dial."

"A cover for the sun-dial? That's the most ridiculous thing I ever heard of."

"All right, maybe it is. But if I succeed in selling \$2,000 worth of stock in connection with it, will you give me a letter of endorsement about this automobile stock?"

"I sure will. Not only that, but I'll buy some of the stock myself."

"Not only that," said Jim, "but you're also going to buy some stock in the sun-dial cover."

The banker laughed.

"Just wait a day or so," said Jim, as we got up to leave.

Well sir; he got up a list of about fifty names, all of whom were descendants of early settlers in that section. He made an attractive drawing, showing the sun-dial with the cover over it. And then he started his campaign.

I went with him, so I know exactly what took place. In every instance, here's about what happened.

Jim would pick out a name on his list. Maybe it was the name of Jeremiah Williams, proprietor of the local hardware store. He'd walk into the establishment and introduce himself.

"Now, Mr. Williams; here's what I want to see you about. I understand that your ancestors were among the earliest settlers of Lowesport. Is that correct?"

"Absolutely. Obediah Williams came here in 1824, and there's been a member of the family living here ever since."

"Which is something of which you naturally are very proud. But who else knows about your distinguished ancestors? Who else is aware of the part he played in developing this great community? Nobody! Now then, you've probably noticed that beautiful sun-dial on the lawn next to the bank. We propose to build a memorial cover over it. It will be built of brick. Forty of these bricks will be made of metal. On each of these forty bricks will be the name of some early settler, together with appropriate dates and other information. These forty bricks will be attractively interspersed among the others. You certainly don't want to slight the memory of your distinguished ancestor, Mr. Williams, so how about signing up now for one of the bricks? The cost is only fifty dollars."

Did he sign? Why, he couldn't grab hold of his pen quick enough. And after we had got the first three or four names on the dotted line, we almost had to fight in order to hold the list down to forty. The whole job was completed in just about a day's time, and the

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CLINIC SCHEDULE

General
Haywood County Health Department, courthouse basement, Mondays, 8:30 - 12:130 - 5.

X-Ray
Health Department laboratory, first floor courthouse, Monday and Thursday, 8:30-11:12:30 - 5.

Immunization, Blood Tests
Health Department, Wednesday, 8:30 - 12:130 - 5.

Well-Baby Clinic
Health Department, second Tuesday in each month, 1 - 3 p.m.

Cancer Clinic
Memorial Mission Hospital, Asheville, Wednesday, 8:30 - 10:30 a.m.; C. J. Harris Community Hospital, Sylva, Friday, 8:30 a.m.

Mental Hygiene
Asheville City Hall, fourth floor; by appointment only through Haywood County Health Department or Welfare Department.

Orthopedic Clinic
Orthopedic Hospital, Biltmore, second and fourth Saturday, 9 a.m.

Comic-Strip Evidence

ST. PETERSBURG, Fla. (AP)—When Peter J. Boyle was called to trial in traffic court on a charge of improper passing, he handed Peace Justice Clyde Kissinger a comic strip. It showed a motorist blowing his horn at an ancient vehicle chugging along slowly in the middle of a road, then finally passing only to crash into a tree.

"That's exactly what happened to me," Boyle said — except that he ran into the arms of the law instead of a tree.

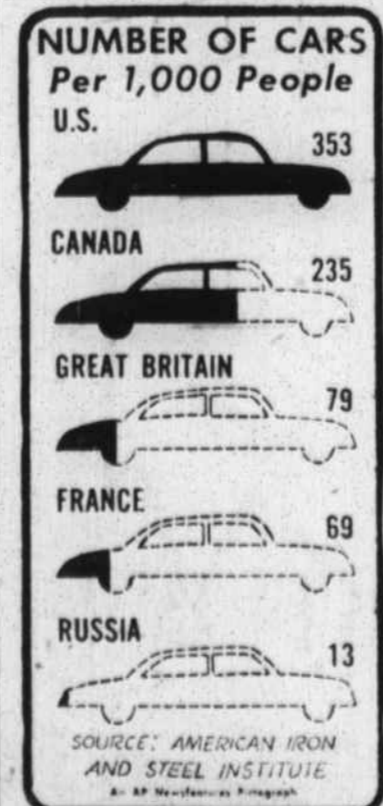
The magistrate fined Boyle \$15 but suspended it because of the comic strip. But when Boyle asked for his comic strip back Kissinger said it had been submitted in evidence and would remain part of the court record.

Last men we saw was the banker, who was scared to death for fear that his ancestor's name might be left off.

Yes sir; when it came to selling things, Jim Marlowe was in a class by himself. We disposed of that automobile stock without any difficulty, and in less than a week's time we were off to another town.

The sun-dial and its cover are still in Lowesport.

Want Ads bring quick results.



Waynesville Marine Arrives In Korea

FAR EAST (FHTNC) — Marine Pvt. Raymond E. Burgess, son of Mr. and Mrs. Herman E. Burgess of Route 1, Waynesville, arrived at Inchon Harbor late in December aboard the transport Marine Phoenix to join the 1st Marine Division in Korea.

White Oak CDP To Stage Wiener Roast

The White Oak CDP will sponsor a wiener roast Saturday night at the Community House, at eight o'clock.

A feature of the social event will be special music and a series of interesting games.

A large attendance is expected.

The Bald Facts

ANN ARBOR, Mich. (AP) — If bald-headedness runs in your family, Dr. Thomas G. Jansen of the University of Michigan medical school advises that you "Just recognize the inevitable and adjust accordingly. There is little you can do—except buy a hat."

Dr. Jansen, a skin specialist, says sudden baldness can be connected with emotional disturbances, but such baldness persists in only about one per cent of the cases.

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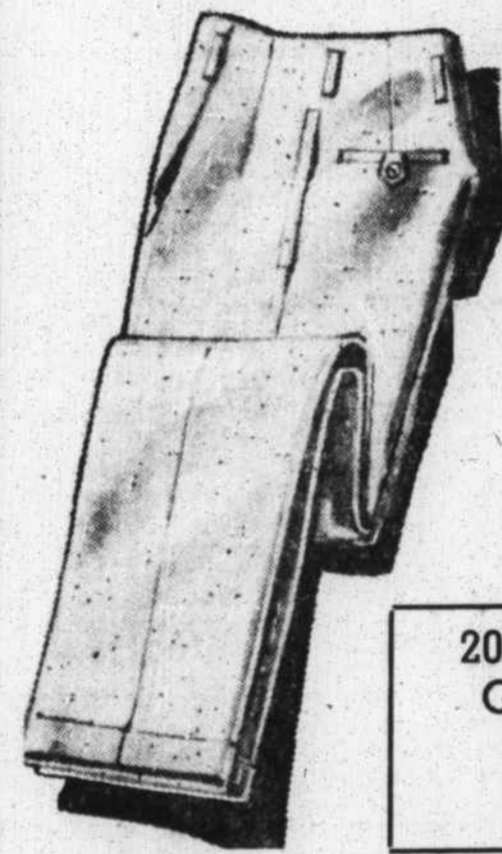
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- All Colors

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