

THE COMMUNITY CHURCH NEWS

VOL. IV

STOW, O., FRIDAY, AUGUST 13, 1937

NO. 33

SALESMANSHIP

Salesmanship, I am told, is the greatest thing in the world. No argument, however, I am open-minded, so I line up to listen and to learn with this advanced thought, namely, salesmanship, the greatest thing in the world.

Salesmanship builds the factories, fills the pay envelopes, paints the great ads on billboards, creates mass production, installs machinery, advances civilization, builds cities.

Salesmanship made John D. Rockefeller and all other millionaires. It makes poor boys rich, it markets the produce of the world. Salesmanship, it is said, is the greatest thing in the world. Salesmanship uses some half-dozen words or terms or standards that it builds upon. I select four that I am impressed with. On these four posts rests pretty much the whole structure of this mightiest force that builds the unprecedented progress of today. Just four words, and they very commonplace words of the English language. Here they are—Opportunity, Conviction, Energy, Knowledge.

So the instruction goes, Mr. Salesman, here is your opportunity, an opportunity for yourself, an opportunity to do for others, therefore, if you sell a man an automobile or a home, you get bread for yourself and do your friend a great service.

Opportunity rests very much on a master key called Conviction. To be fired with conviction, we say we are sold ourselves, the thing grips us, we believe in it. Argument and doubt are thrown overboard and conviction throbs in every heart beat.

Next, Energy. One so wrought upon must be energetic. A dream,

a vision or a longing to hook up with the stars is O. K. but put another log on the fire called energy, then watch the sparks fly. Energy, yes, sir, three logs nestled together will burn better than two.

Now, the fourth word, Knowledge, is the cap-stone of all. Without intimate, definite knowledge of the coat or the shirt or the shoe that you choose to sell all your dream and hope will tumble down. Knowledge, my friend, the fellow that goes to the top goes there ninety-nine times out of a hundred, not by special favors, pulls, influence, starts or no stars, but because he knows his goods. Again, sir, he knows his line, he knows it well, he never ceases to acquaint himself with every minute detail.

Now, my friend, apply these four words, these four rules so mighty in the great business of salesmanship, apply them to your faith in Jesus Christ, your church, your christianity. Hear them now—Opportunity, Conviction, Energy, Knowledge. Opportunity to enrich your soul, opportunity to exalt my Master. O, opportunity, wonderful privilege, wonderful word. Lay hold, my friend, of that gem called opportunity.

Conviction, that is it, the passionate conviction of great souls has well nigh set the world afire and what may we hope to accomplish in any line of endeavor without conviction. It is the alarm bell that awakens the sleeping soul, it is like the click of the switch which floods the room with light.

Energy, who has much faith in a dead, lazy or indolent christian? It's the go-getter in business, it's a burning zeal in christianity,

Then last, but not least, Knowledge. If it is essential to know, and again we say know the goods

Rev. Hulme's Topic: "The Heavenly Vision"

THE COMMUNITY CHURCH NEWS
DRAWER C
STOW, SUMMIT CO., OHIO

Published Weekly

Subscription Price 50c A Year

H. J. STOCKMAN Editor
FALLS PRINTING CO. ... Printer

OFFICE OF PUBLICATION
360 W. Arndale Rd., Stow

STOW COMMUNITY CHURCH
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859 Ardmore Ave., Akron, HE-8275
Business Phone Number JE-9224

Entered as second class matter
May 4, 1937 at the Post Office at
Stow, Ohio, under Act of March 3,
1879.

CHURCH CALENDAR

Bible School Sunday, 9:30 A. M.
Morning Worship
..... Sunday 10:45 A. M.
Orchestra Practice, Wed., 7:30 P. M.
Teacher's Training Class and
Prayer Meeting, Wed. 7:30 P. M.
Church Business Meeting
First Friday Evening of Month

in the sample-case and the business back of the sample-case to excell in salesmanship, even so in christianity seek to know, and above all to know. A wise convert of long ago wrote this positive note, I know in whom I have believed and am persuaded.

Therefore, the greatest thing in the world is to be a salesman of the Gospel of the Man of Galilee, lifted by the mighty urge of four words — Opportunity, Conviction, Energy and Knowledge.

GEO. M. HULME

OUR BIBLE SCHOOL

A Current Lesson Analysis
For Aug. 15

We see a giant amphitheatre fashioned in rock, a testimony to the power of God. The stage is a mountain over 7,000 feet high. The orchestra pit is the foothills. The auditorium consists of two plains connected by a wady. The plain nearest the massive stage contains 400 acres and is filled with people. The second plain lies back of the wady and contains 467 acres. It is filled with

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tents, animals, herds and pro-
vender. Let us draw nearer and
learn, if possible, the meaning of
this assembly.

As we approach we note that
the people are all dressed in
clean clothes. They have worn
their best apparel. Their faces
are clean, their hands are clean,
some have smiles on their faces.
Others have a stern expression.
All are very anxious. They pay
no attention to us. Their eyes
are riveted upon the top of the
mountain. Suddenly we realize
who they are. They are the chil-
dren of Israel. The suspense is
contagious. Something is about
to happen. We forget the Israe-
lites and turn our attention to
the giant stage. What is the
meaning of this?

Suddenly the sky is overcast.
Nothing is so impressive as the
mountain. The ground under our
feet trembles. We feel afraid.
Lightning flashes. Thunder
crashes and reverberates down
the valley only to crash again.
Smoke and fire issues from the
mountain. Our hearts almost
stop. Breathing is difficult. Sudden-
ly the thunder stops. All is
still,—deathly still. Then a trump-
et pierces the air. It is stirring,
metallic and steadily increases in
volume. Louder and louder it
grows until our ear drums throb.
We stand amazed. We cannot
move. Then we hear a voice. It
is the voice of Moses. He is ad-
dressing the mountain. No! He
is addressing God. We listen. A
mighty voice replies from out of
the smoke and fire at the summit
of the mountain. We know it is
the voice of God. No man ever
spoke so. It speaks to Moses.
He is told to report at once.
Moses starts up the mountain.
Will he come back? Is he going
to his death?

We watch him go. He is swal-
lowed up in smoke like a cloud.
What will happen next? We
wait, and wait, and wait. We are
in the presence of God. We
realize our infirmity. We feel
very small, insignifirant, unwor-
thy. Then something happens.
The cloud is opening. Something
is coming out of the cloud. It is
Moses. As he draws nearer we
can see his face. It is very
beautiful. It shines with a fer-
vent glow. We shade our eyes.
His face is blinding. We can-
not look upon it. Then Moses
speaks.

Space does not permit us to
relate what Moses said. You will
find it in next Sunday's lesson. It
is highly dramatic. It is a pow-
erful lesson. It is intensely in-
teresting. We invite you to sit
in on one of our classes at Com-
munity Bible School next Sun-
day.

N. W. BIGGS

VAIN WORDS AND WHAT THEY MEAN

Many of us fail to realize the
scope and the meaning of the
commandments. One command-
ment which is an outstanding ex-
ample of this fact in the lives of
men is the third, "Thou shalt not
take the name of Jehovah thy
God in vain; for Jehovah will not
hold him guiltless that taketh his
name in vain." It is astonishing
how unbridled men's tongues be-
come. You can go into a far coun-
try, a place where you do not
understand a word of the language
spoken, and you will recognize
profanity instantly when it is used
in your presence. Profanity cer-
tainly is taking the name of the
Lord in vain. However there are
so many other ways which His
name is taken in vain that I feel
we should stop to consider some

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ton, Tennessee, converted Radio and
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Rev. IRA R. AKERS, *Pastor*

of them briefly. Mr. G. Campbell Morgan expresses one of them very forcibly as follows:

"The prayer that is denied by the life, the praise offered to God which is contradicted by rebellion against him when the hour of that praise has passed, THAT is taking the name of God in vain. If a man passes into the sanctuary and prays, and prays, and prays, with eloquent sentences and devotional attitude, even with tears, and goes back home to break the least of these commandments, that man blasphemes when he prays. The form in which this commandment is broken most awfully and terribly is by perpetually making use of the name of the Lord, while the life does not square with the provision that is made."

Jesus referred to this commandment when He said, "The fervent prayer of a righteous man avail-

eth much." The man must be righteous and his prayer must be more than just vain words passively spoken. It must be fervent. If it is not it is in vain. If it has no foundation in righteousness, notwithstanding the fact that it may be a fervent prayer, it is in vain unless it be a prayer of repentance. Many people pray in vain because they do not appreciate the conditions required by God, others because they lack faith, still others because they serve some other master. The scope and meaning of this third commandment is truly greater than many of us realize.

N. W. BIGGS

NOTICE

The Ladies Guild of the Stow Community Church will serve ice cream and cake on the church lawn Friday evening, August 20. Tickets 5c each.

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Personals

The Ladies Bible Class won the banner last Sunday.

Mrs. Ada Ferris is visiting cousins in Bainbridge, Ohio.

A. S. Phelps drilled a hole in his thumb one day last week.

Wm. Burnson and family of Darrowville are moving to Cleveland soon.

H. V. Putt of Franklin Road was "laid up" for a few days last week.

On Thursday of this week the River Road Club met at the home of Mrs. C. E. McColgan.

It is reported that Bridgers might have some good (?) watch (?) dogs for sale.

Mr. Foster Young of West Arndale Road was recently elected to the Stow Library Board.

Odwin Stockman ran into a hornets nest last Monday morning. Results were painful.

Miss Alverna Miller of Fresno, Ohio, is visiting her aunt, Mrs. A. F. Stein, Hudson rd.

Sunday evening services to be held in the Tabernacle are being

planned. Watch for announcement.

Will Lodge furnished six dozen ears of corn for the supper at the church last Friday night.

Mrs. Grant Beesley of Vincennes, Indiana, is visiting her brother J. F. Haartje of West Arndale road.

Mr. Donald Lyle and family of West Arndale rd. are spending this week fishing in Michigan.

Mrs. Furst of Cleveland, sister-in-law of Chas. Furst, Hudson rd., was a visitor this past week in Stow.

J. J. Irwin and family of 245 Munroe Falls rd. are planning a vacation trip to Michigan starting August 15th.

P. A. Bixler, who lives in the first house on the west side of Munroe Falls rd. has covered his dwelling with a new coat of shingles.

We are pleased to welcome Mr. and Mrs. C. J. Swanson into the membership of Stow Community Church.

The American Legion and Auxiliary are holding an ice cream social this Saturday evening on

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Stow

the **Stow** Church of Christ lawn.

Mr. **Ralph R. Nichols** and family of **Baumberger rd.**, are spending a few days visiting at the home of his parents in **Medina**.

Dr. **Bulgin** is expected to be in **Stow** sometime this fall to conduct a series of meetings in our **Tabernacle**.

Four years of progress. Last Sunday, August 8th, marked the fourth year of **Rev. Hulme's** service as pastor of **Stow Community Church**.

Mr. and Mrs. **Floyd P. Marlow**, 248 **Marhofer Avenue**, have just returned from a vacation trip through **Indiana** and **Illinois**.

Mr. and Mrs. **Geo. Segelhorst** with Mr. and Mrs. **Ted Hooper** and family of **West Arndale rd.**,

spent last week visiting in **New York City**.

Mrs. **Dorothea Nanny** and Mrs. **Edyth Davison** of **Call Road** are **American Legion Auxiliary** delegates to the state convention in **Columbus**, August 15-16-17.

E. H. Conway and family of **Adeline Drive** with **Ralph McCurdy** and family of **West Graham Road** were fishing last week in **Canada**. They report catching lots of fish, though none so very big.

A cry from the far end of the table. Hereafter at **Church Nite** meetings please pass the chicken. Don't be so exclusive.

C. M. Hissem of **Meadowbrook Lake**, who is a **Goodrich** salesman, put 12,000 miles on his car (a **Chevrolet**) during the past three months (**May, June, July**).

Mr. **Haines** of **Akron**, father of Mrs. **Gladys Schuman**, **Meadowbrook Lake**, fell dead last Friday as he was about to start the days work at **Goodyear**. The funeral was held **Monday**.

Nate Ritchie has a new **Chevrolet Truck**. It is being equipped with a special body for hauling cattle. **A. S. Phelps**, "**Bill**" **Graves** and **Milford Hissem** are doing the work at the latter's garage in **Darrowville**.

Mention should be made of little **Miss Helen Coy**, ten years old, who has so ably and graciously sung for us on numerous

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the past three weeks. She is the daughter of Mr. and Mrs. Mell Coy of 1851—5th st., Cuyahoga Falls.

Many of those who have enjoyed the remarkable playing of Miss Ruth Newlin during the past three weeks at the Tabernacle will be interested in knowing that she has a scholarship this year paying all her expenses at Stetson University, which is in Florida. She is nineteen years of age and will be a Junior. Her proficiency upon the piano is due to the fact that she started taking lessons when she started to school (about 5 years old), and being an only child, in place of the usual play time activities of childhood, she spent nearly all the daylight hours, when not in school, playing the piano. This she did because she enjoyed it.

“HULDA”

The story of the loss and recovery of Hulda, better known as Bridger's Gas Buggie, should have been told last week, and it should be told by one more expert in reporting such affairs for it should be told, and told well how great was the consternation of “Hulda's” owner when “Hulda” was discovered missing. Even the watch (?) dogs were gone.

It should be told and told well, how “Hulda” was discovered by Bridgers' maid in Bedford a week ago Sunday (yes they have a maid now), and it should be told how when Deketeketive Bridgers got on the job the thief was given a merry chase, yes, quite a merry chase, and that for some distance, but finally he, i.e. presumably the thief, eluded the great Deketeketive and the Bedford Police Department. However not to be discouraged, they persisted in their pursuit, (Persistence is a valuable asset for a deketeketive), finally locating a suspect in Youngstown, etc., etc. But the car was found in Cleveland. And wonder of wonders, it had a new coat of paint on its bottom part. So the old saying is born out, that every cloud has a silver lining, the “silver lining” in this case being that coat of black paint on Bridgers' car. At the present writing “Hulda” is home once more. The thief is supposed to have confessed to being a deserter from the U. S. Army, etc., etc. For further details consult Deketeketive Bridgers. P. S. Deketeketive Bridgers runs Friends Service Station and this is not an advertisement.

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Stow

FISH CREEK ROAD NOTES

Gustave Steese of Akron spent Saturday with George and Leonard Reinker.

Mr. and Mrs. C. Foltz have been vacationing in Canada the past two weeks.

Mrs. Herbert Logue of Philadelphia arrived Saturday to visit her son and daughter, Mr. and Mrs. Earl J. Brittan.

Sunday guests of Mr. and Mrs. George Ake were Mrs. Mabel Davis and son Miles, and Mr. and Mrs. Wallace Davis and children of Lakewood.

Mrs. Carl Coffeen gave a dinner party Friday evening honoring Miss Estelle Esterly, who is leaving Kent, having been a teacher in the Kent school for several years.

Jane Martin of Stow, Teddy Smails and Art Mauck of Kent were Sunday guests of Betty and LaVerne Bentley. A wiener roast was a feature of the evening.

Tommy Davey with his guest, Jack Waters of Kent, LaVerne Bentley, Jimmie Logue were some

of the lucky lads to ride in the tri-motored plane which was busy the latter part of last week with its passenger flights from Stow Air field.

NOTICE

The Ladies Guild will meet Wednesday, August 18th, at the church. Noon day luncheon will be served by the following group of ladies: Mrs. Joe Young, Fagert, Biddle, Neugebauer, Ferris and Zirkle. Everybody please feel welcome to attend this meeting.

SUNDAY EVENING

Sunday evening, August 27th, a Community Sing will be held in the Tabernacle. Mr. Ray Hosfield, director of the Stow Church of Christ Choir, will be present and has promised a solo. Mr. Swanson is getting a quartette and there are other events being planned. This meeting is to be the first of a series of well balanced, spiritual, and educational meetings to be held in the Tabernacle each Sunday evening until the next series of Revival meetings.

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WEDNESDAY MEETING

To those who would take their Christianity seriously attention is called to the Wednesday evening meetings in the Community Church basement, under the leadership of our Bible School Superintendent, Mr. N. W. Biggs. At these meetings which most generally are a combination prayer meeting and Bible study class those who would become familiar with the following Sundays Bible school lesson will not be disappointed. Some say that the Wednesday evening meeting is the spiritual barometer of the church. If such is the case our spirituality is greater now than six months ago by 100 per cent or better. Teachers of Bible school classes cannot be too strongly urged to attend these meetings. Mr. Biggs is a faithful and most excellent leader. You will like his methods.

SUNDAY MORNING CHURCH SERVICE

This next Sunday morning you are invited to attend church services at Stow Community Church. This if, of course, providing you have no regular church home. The subject of Rev. Hulme's sermon will be "The Heavenly Vision." The service of song will be under the direction of Mr. C. J. Swanson.

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Munroe Falls

Ohio

Pioneer History

Stow and Vicinity

By Wm. R. Lodge

(Continued from last week)

Aaron Norton built a dam and mill on Mud Creek, (near Iron bridge) in 1805, and Haymaker built a log mill on the site of Kent's old mill in Franklin, but neither was in operation until 1806. In 1808 a log mill was built at Middlebury (East Akron) by Joseph Harn and Aaron Norton, both were a great help to early settlers.

The first saw and grist mills built in Stow were erected by Isaac Wilcox and Francis and Zenas Kelsey at what is known as the Old Village, near the stone arch R. R. bridge 1810. About the time it was ready to grind it was burned. It was thought to have been incendiary in the interest of the Northampton mill. They rebuilt, but their dam was later taken out by a freshet. Wilcox discouraged, went back to his farm and the Kelsey's built a dam and mill at Munroe Falls, but it was called Kelsey's Mill for a number of years before the Munroes came. I have one of the millstones from this old mill at the Silver Lake Homestead.

In 1822 Judge Wetmore and Joshua Stow opened a store at Stow Village, i. e. old village, and the Judge's 3rd son Henry, having become of age, ran the store. They also started mills at the old village, but when the Kelsey dam went out they decided to build what is known as the upper dam, i. e. the old Rivet Works-Walsh dam, at Cuyahoga Falls, and started a store in the front of what later became the Perry House, the hotel at the corner of Portage and Front streets. This was built for a store and dwelling. Henry's oldest brother Wm. Wetmore, Jr. occupied the rear with his family. The first death in Cuyahoga Falls occurred in this building in 1826, and the first birth in 1827, both children of Wm. Wetmore, Jr.

In 1825 Judge Wetmore and

sons William and Henry made the first survey of the Cuyahoga River, and the lands in that part of Stow in the Village of Cuyahoga Falls, which comprised about half of it, and they started improvements in the way of flourishing, saw, oil and paper mills, in company with Judge Joshua Stow of Middletown, Conn., under the firm name of Stow and Wetmore. Judge Wetmore died in 1827 at the age of 56, but his sons William and Henry carried on the business of the mills and store.

These energetic young founders of Cuyahoga Falls, were the first men in Ohio to make paper by spinning it out by machinery on to wet felt as it is done today. They were honorable public spirited men as was their father before them and were highly respected. Many local young folks of fifty and more years ago knew of Henry Wetmore and his stories of Indians, bears, rattlesnakes, wolves, deer, wild turkeys and pigeons, and how he played with the Indian children around Silver Lake.

Roger Newberry owner of a large part of Tallmadge Township which also cornered up in the Falls on the east side, was later instrumental in the growth of the Falls, likewise Elisha N. Sill and others. My grandfather, George H. Lodge, was employed as contractor by E. N. Sill in 1834 to build the fine stone house, where he and later his nephew, Edward Rowland Sill, the poet, lived with their respective families, for many years. Grandfather always took pride in the Sill House job. In 1835 he built the stone house for Roger Newberry, now the Sanitarium, and in 1846 he built the Thordike or Gaylord home at Silver Lake, later my home for nine years, then the Gaylord Inn and now known as the Village Tavern.

When the Munroes, known as the Boston Boys, undertook to make a city out of Kelsey's Mill, (Munroe Falls) they got out a fine may of their allotment, and tried to induce their eastern friends to come and start stores

in their new town. They held out inducements that attracted merchants from Boston, one notable instance was that of Anthony Comstock who came to their new city on horse back. After looking over their proposition, at Munroe Falls, he called on some friends that had settled in Cuyahoga Falls, that tried to get him to build his store in Cuyahoga Falls, then he met another acquaintance, who said I wouldn't be in a hurry if I were you, I've heard a lot of talk lately about Chicago being a coming place. I believe if I were in your place I would investigate Chicago before building a store in Munroe Falls or Cuyahoga Falls. So Comstock drove to Chicago. He was gone two weeks and then returned to Munroe Falls where he was guest of the Munroes. My father heard him tell in the presence of a group at Munroe Falls, soon after 1836 that "there was nothing at Chicago except a small fort, as a white settlement at the mouth of the Chicago river, a few Indian wigwams and a lot of muskrat nests and that Cuyahoga Falls is a bigger town today than Chicago is or ever will be." He built his store in Cuyahoga Falls as a result of that experience and decision and Orry L. Mitchell is

still running a dry goods store in the old Comstock dry goods store building. The first store a frame building burned about 1867, and the brick and stone building was built and operated by Anthony Comstock for many years. His son Frank had the first store, a refreshment stand in a tent, at Silver Lake, about 1879.

There are many more interesting things that may be told about the history of Stow and the Falls. Especially the wild animal, snake, wild pigeon and other nature stories, but space does not permit.

New pottery has arrived at the Silver Lake Florists. Special assortment only 25c. (Adv.)

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