

Connecticut Took

This Sale On

Faith!

Back of the remarkable selling of the Connors disposal of stocks to wind up its affairs is a faith that starts way back to the very first good morning that "Jim Connors" beamed at his first customers.

That's what explains the whole hearted response of an entire state to a simply worded announcement. It is the faith of Connecticut in the Connors business that prompted us to merge this business into the new million and a half dollar corporation of Connors-Halloran Stores, Inc.

But the stocks must go first—and that's YOUR party!

And how trifling are new sale prices compared with their actual worth!

Connors Clothing Company

W. B. Griffin Is Advertising Club's Head

William B. Griffin was elected president of the Advertising Club of Bridgeport at the annual meeting and banquet in the Seaside Club last night. He was opposed by Thomas O'Donnell, the only other candidate for the position. The club members were unanimously elected vice president.

Arthur H. Guertin defeated Thomas Rook for the secretaryship by a bare three votes, the results being ten to seven in favor of Mr. Guertin. Secretary Guertin, who is manager of the Bridgeport Outdoor Advertising Co., was also named delegate to the annual convention of the Associated Advertising Clubs. The convention will be held in Atlanta on Saturday and Sunday.

Directors of the organization were elected as follows: Miss Leona E. Bennett, A. E. Bellisle, of the Bassick Co., M. J. Guggenheim, Edward C. Lynch and L. J. McCracken.

After the banquet in the club dining room, George W. Hopkins, sales and advertising manager of the Columbia Graphophone Company, addressed the members on "Salesmanship and Advertising."

"It is well to remember," Mr. Hopkins declared, "that advertising by itself cannot accomplish the impossible. To be effective and profitable, particularly in times like the present when a depression in industry and commerce is general throughout the East, advertising must be combined with salesmanship. More salesmanship must be injected into business houses, and not so much should be expected of advertising as a lone factor."

Mr. Hopkins advised a change in the past customs of directing sales efforts towards the labor and capital classes of the country. He said that the market has changed materially in the past year, he said, that require special effort towards the "collar and cuff" class, a sort of midway point between the two extremes. He did not by any means intimate that laborers or money men should be slighted, but advised the change solely for the welfare of business, inasmuch as it is common knowledge that the middle class of society are better situated today to spend money for purchases than either of the two other classes.

Particular interest was attached to his explanation of the application of the four sciences to judging applicant candidates for clerical or executive positions. These four sciences are psychology, graphology, phenology and a sort of midway point between the two extremes. He did not by any means intimate that laborers or money men should be slighted, but advised the change solely for the welfare of business, inasmuch as it is common knowledge that the middle class of society are better situated today to spend money for purchases than either of the two other classes.

Mr. Hopkins, who is a candidate for the presidency of the Advertising Clubs of the World, gave a graphic account of the making of a salesman, and supplemented his talk with several instances where a slight change advised by constant observation had made efficient salesmen out of men who previously had been stale, and hardly worth their salt.

Other brief addresses were made by Secretary Seward B. Price, of the Chamber of Commerce, and Captain W. D. Southwick, a representative of the United States Chamber of Commerce.

Mr. Price spoke on physical improvements to our city, and devoted considerable time to a discussion of the theatrical situation. He advised that S. Z. Poff should be petitioned to supply to his local theatres the same grade of theatrical entertainment he provides for his amusement places in New Haven and Hartford.

Captain Southwick in his brief remarks complimented the local Chamber of Commerce on their work, and stated that in all his travels throughout the country he has met and heard of but few chambers that can equal the one in Bridgeport.

OBITUARY

JOHN E. OSBORN, seventy-six, died yesterday at his home, Fairfield Woods, Fairfield. The deceased is very well known in the district in which he lived, having resided there for the last 60 years, coming there at the age of 16 years from Stepany, where he was born. He was a farmer by occupation, and was also owner and operator of a steam saw-mill for many years. His widow and one daughter, Elizabeth, and one sister, Miss Amelia Osborn, who resides at the family homestead in Stepany. The funeral will be at 2 o'clock tomorrow afternoon at the late home. The services will be conducted by the Rev. A. J. Barnes of the Stratfield church. The interment will be in Stepany cemetery, Stepany.

ISABEL A. CUDDY, daughter of Patrick and Mary Cuddy, died yesterday at the home of her sister, Mrs. John T. Nelson, 616 Wayne street, at the age of twenty-five years. Besides her parents the deceased is survived by her three brothers, Frank, Edward and Joseph, and two sisters, Mrs. John T. Nelson and Alice Cuddy. The funeral which will be held Saturday will be from the home of her sister, Mrs. John T. Nelson, 616 Wayne street at 8:30 and a half hour later a solemn high mass will be celebrated in St. Patrick's church. The interment will be in St. Michael's cemetery. The deceased is very well known around the city, being employed in the Kresge five and ten cent store.

WILLIAM RUOSS, seventy-one, who died Tuesday night in St. Vincent's hospital, was the son of John J. William, F. Louis, Eugene and Christian Ruoss; two daughters, Mrs. Henry Gunther and Mrs. George Anderson, and 17 grandchildren. An delegation from the Schwabacher Maennerchor of which the deceased was a member will attend the funeral which will be from the home of his

FACE INFLAMED WITH ERUPTIONS

Very Itchy. Caused Loss of Sleep. Cuticura Heals.

"My niece's face was in an awful condition, just covered with sore eruptions, and inflamed. The eruptions were hard and crusty, and came mostly on her forehead, mouth, and chin. They were very itchy and caused loss of sleep."

"After using different remedies, without help, someone told me of Cuticura Soap and Ointment. I bought them and my niece washed her face with Cuticura Soap and three boxes of Ointment." (Signed) Mrs. Louise Ryan, 18 Jamaica Ave., Brooklyn, N. Y.

Use Cuticura for all toilet purposes. Sample Book Free by Mail. Address: "Cuticura Lab. Dept., P. O. Box 103, Portland, Me." Cuticura Soap charges without soap.

Beginning Today A Three Day Sale of All LAMPS AT HALF PRICE

A Wonderful Opportunity to Supply Your Lamp Needs from the Most Extensive Assortment in the City. The Original Prices Remain on Every Lamp—You Make the Deduction Yourself When You Make Your Selection and Whether You Buy on Credit or Otherwise.

This Great Assortment of Lamps Includes:

- Floor Lamps with Mahogany, Polychrome and Japanese standards and silk shades in assorted colors and designs. Also a few with parchment shades.
- Table Lamps Gas and Electric—All Metal—All Wood—All Metal—finished stems with parchment and silk shades—and Polychrome stems with silk shades in assorted colors.
- Boudoir Lamps All Metal in a variety of colors—Mahogany and Ivory finished stems with parchment and silk shades.
- Reed Lamps Mahogany, Gold and Polychrome stems with silk and parchment shades.
- Bridge Lamps Mahogany, Gold and Polychrome stems with silk and parchment shades.
- Japanese Lantern Lamps—Polychrome Torches—Electric Candlesticks—Candlebras—And Every Other Style of Lamp in Stock

The Store That Saves You Money

CLARK'S

1057-1073 BROAD ST. BRIDGEPORT, CONN.



Free Delivery Store Closes at 6

Incorporated 1859

The "Rattle" of Loose Change

There is \$10 or perhaps \$15, in your hip pocket,—carried around for an emergency. It diminishes gradually and accomplishes nothing.

There is a time for all things, and, if you believe in the virtue of thrift, the time to save is when you have that loose change. Its rattle induces foolish spending.

CITY SAVINGS BANK

MAIN AND BANK STREETS
Open Every Monday from 9 a. m. till 8 p. m.

SATISFACTION COAL

Prompt Deliveries Are Assured When Leaving Your Order Here.

VINCENT BROS.

Washburn & Carbon St.
Branch Office 1370 State St. Phone Bar. 3701

TIME CHANGES ALL THINGS—

In the days of our ancestors a woman embalmer was absolutely unknown, hence a man was summoned to care for the dead regardless of sex. Today the situation is different and people of refinement realize the propriety of employing the services of a woman embalmer to handle female dead and a man to handle their male dead. Women even in death should have the gentle ministrations of a woman. When the time that comes to all arrives why not call

A Woman Embalmer Margaret L. Gallagher

You can secure the services of the only licensed Graduate Woman Embalmer and Undertaker in the state.

Use Cuticura for all toilet purposes.

Gallagher & Gallagher

571 Fairfield Ave. Phone 1290
John F. Gallagher cares for all male cases and conducts funerals.

daughter, Mrs. George Anderson, 197 Main street, at 2:30 tomorrow afternoon. The interment will be in Park cemetery.

SAMUEL L. TALEBID, thirty-seven, who died yesterday, will be taken to Beaufort, N. C. for burial. The funeral was from the home of his uncle, Dr. Allen C. Bradley, 55 Highland avenue, today.

ANNE HOLLE SCHAIRER, forty-six, wife of Jacob Schairer, was buried this afternoon in the family plot in Park cemetery. A number of friends attended the funeral from the home, 61 Hillside avenue, at 2:30 o'clock.

MARGARETE NOVAKOVIC, daughter of Joseph Novakovic, age four years and eleven months, who died yesterday, will be buried at the convenience of the family in a few days. Funeral services will be at the home of the family, 104 Columbia street, tomorrow morning at 9 and a half hour later in St. Stephen's church, where a solemn high mass will be celebrated for the deceased. The young girl met her death through an accident, when an automobile ran her down at the corner of Park avenue and Gregory street, on May 23rd last.

JANE E. JOHNSON, wife of Thos. Johnson, who died last Tuesday, was buried this afternoon in the family plot in Walnut Grove cemetery, Meriden. Services were held at the late home, 312 Carroll avenue, at one o'clock.

FRANK BOGDANSKI, seventeen years, of Bronson avenue, Southport, died yesterday at his home. The funeral will be held tomorrow morning at 8 o'clock from the late home, and a hour later in St. Thomas' church, Fairfield, where a solemn high mass will be celebrated. The interment will be at the convenience of the family in St. Thomas' cemetery, Fairfield.

The Law must approve Trust Investments

BANKS are limited by law in the kind of investment they are permitted to make with trust funds in their charge.

By appointing us to manage your estate, you provide for your heirs this legal protection which insures only the safest forms of investment for the money you leave.

THE BRIDGEPORT TRUST Co

167-169 STATE STREET
OPPOSITE CITY HALL

News Briefs

Board of assessors of Tarrytown, N. Y., granted the application of Edwin Gould and his sister, Helen Gould Sheppard, for a reduction in their personal assessment from \$1,000,000 to \$400,000.

Senate without a roll call passed the Army Appropriation bill carrying \$236,000,000 and providing for a minimum army of 150,000 men for the coming year.

Wagner festivals at Bayreuth Germany, will be resumed in 1923. An endowment fund of 2,000,000 marks was left by friends of the Wagner family to carry on the festivals.

Hugh C. Wallace, retiring American Ambassador to France, postponed his sailing until July 6 so that he may attend the July 4 celebrations in Paris.

House agreed to a Senate amendment to the deficiency appropriations bill for maintenance during the coming fiscal year of passport bureaus in New York, Chicago, San Francisco and New Orleans.

Says Every Railroad Man Should Read This

Peterson's Ointment Co., Inc., Buffalo, N. Y. Dear Sir: I was afflicted with what the doctors said were Varicose Ulecers, and up until about five weeks ago I have been treating them for about a year and five months.

With all the treatments that were prescribed to me by several doctors I received little benefit, and they kept spreading and gave me much distress and caused me to quit my work.

I was induced by a brother-in-law to try Peterson's Ointment, and after I had used two boxes I saw wonderful results. You can tell suffering ones troubled with ugly, painful and horrid ulcers that your Ointment is a cure for them when everything else fails, as I have tried about everything. Thanking you many times over I am, your happy friend, Chas. J. Heyner, Battle Creek, Mich., 42 Cleveland Avenue, January 24, 1921.

"I know and dozens of people write me," says Peterson of Buffalo, "that Peterson's Ointment also cures eczema, old sores, and all druggists sell a big box for 5 cents." See order filed by Peterson Ointment Co., Inc., Buffalo, N. Y.—Adv.

For Sale

Single house of 8 rooms and bath, near center of city, in good residential section. House is in good state of repair and a limited sum in improvements. Would make an ideal home. Lot contains over 1,200 square feet, part of which would be used for commercial purposes. This property must be sold at once to close estate and can be bought right.

Lawler and Fitzpatrick

Meigs Bldg. B. 4948
D 9 b

Secretary of Labor Davis, speaking at Scranton, Pa., before Foresters of America, declared it was his ambition to "humanize" his department.

ESTABLISHED 1856

T. L. Watson & Co.

Stocks & Bonds

COR. MAIN AND JOHN STREETS.
Members N. Y. Stock Exchange

IT PAYS TO ADVERTISE IN THE TIMES.