

# E FIRING LINE WITH THE COMMERCIAL TRAVE

MAJOR T. C. DAVISON, chief surgeon of Evacuation Hospital No. 4, now in service in France. Before joining Uncle Sam's service, Major Davison was a popular physician of Atlanta and was surgeon for the United Commercial Travelers here.



## Former Surgeon for U. C. T. Has Arrived Safely in France

News has reached Atlanta of the safe arrival overseas of Major T. C. Davison, who was a prominent young physician of Atlanta and surgeon here for the United Commercial Travelers. Major Davison has been in the service since 1917 and is now chief surgeon of Evacuation Hospital. An evacuation hospital is a surgical unit and is always stationed close behind the front line. It takes care of the wounded and operates on them where operations are necessary, and after the operation they are sent into the base hospital for additional treatment. Only the most serious cases are handled by an evacuation unit.

On entering the service, Major Davison has been stationed at the Rockefeller Institute in New York under Dr. Carrell, and the Army Medical School in Washington, was surgeon to the Walter Reed army hospital in Washington, D. C., and also has been stationed at Fort Oglethorpe, Ga., Al-  
lenton, Pa., and recently at the base hospital, Camp Mills, L. I.

## CORNFIELD HAMS PLEASE TASTE OF NORTHERNERS

Big Demand for These Hams by Newcomers at Brunswick and Savannah

When the sales of White Provision company's famous Cornfield hams began to show a sudden and very large increase in the cities of Savannah and Brunswick some weeks ago, W. L. Mewburn, vice president of the company in charge of the sales end of the business, thought it was just the normal growth of business in that territory, and explained it on the further ground that it was due to the opening of the warm weather season, when hams always come into strong demand.

But when the sales kept on growing with such rapidity that the company could hardly supply the demand, he decided to investigate and find out the reason why, for he knew it was something more than the normal increase due to warm weather. And this was what he found:

Northern people who have moved to those cities in large numbers in connection with the establishment of ship-building plants and other big government construction have found that the flavor and curing process of Cornfield hams is more pleasing to their taste than anything they ever tasted before, and they can't get enough to satisfy them.

"They have always eaten good ham and they know what quality is," states Mr. Mewburn, discussing the remarkable advance in Savannah and Brunswick sales. "But when they got hold of Cornfield hams they found a flavor and color and curing process entirely new and unique and distinct from anything else they had ever eaten, and they began calling for Cornfields in such large quantities that we can hardly supply the demand."

Of course we already had a large and well established trade in those cities, and this regular trade was experiencing a normal and healthy increase from month to month, but this sudden influx of new population sent the volume of business mounting like a skyrocket. It is fair to state that our representative in Brunswick, W. A. Jeter, and our representative in Savannah, Frank Sloat, were both energetically on the job and took full advantage of the unexpected new business which came their way."

Another member of the White Provision company's sales force whose record has won special mention is B. E. Denny, who handles the north side territory in Atlanta.

Joining the White Provision company a few weeks more than a year ago, he celebrated his first anniversary by making a drive that sent his sales upward like a house afire, and won him high praise from Vice President Mewburn.

## D.-L.-R. Co. Is Having Fine Trade on Pretty Hot Weather Fabrics

"Our traveling men continue to have successful rail business and also heavy orders for immediate shipment goods," said J. R. Little, of the Dougherty-Little-Redwine company. "We are hav-

## CITY SALESMEN TO PUT OVER CITY'S W. S. S. QUOTA

Next Dance to Be Given by the Association Will Be June 21

BY H. D. SHACKELFORD

The City Salesmen's association will get behind the War Savings Stamp movement and see that Atlanta goes "over the top."

The dances that are being given by our association are proving a great success. On June 21 will be our next dance at Lane's Hall and all our friends are invited to join with us on that night. Come out, boys, and bring all your friends. It will do you good, especially since we are going through such dreadful times. A little laughter and a little fun will do us all good. Our great president has said, "Let us not do away with our amusements," so come, boys and friends, and enjoy yourselves.

## GEORGIA-RAISED HONEY TO BE SCARCE THIS YEAR

Honey Plants Were Hurt by the Cold—Rest of Crop Exported

The McCord-Stewart company, who have heretofore handled annually large quantities of Georgia-raised honey, state that this year there will be no such honey upon the market. "The fact," said E. M. Hudson, of this company, "is that the big honey crop was not near so large this year as heretofore for the reason that the cold weather came at the time of the blossoming of certain important honey plants. The later crop of honey has been sold, packed in barrels and exported to Liverpool, England. The producers of honey find that they are able to get a larger price for the honey packed this way in barrels and exported than packed in jars and sold here in Georgia to local concerns, as has been the case heretofore."

"Breakfast in continental countries and in England, too, for that matter consists chiefly of coffee, honey, marmalade and cold bread or rolls. Europeans are very fond of honey and are willing to pay especially good prices for it. The news that there will be no Georgia honey this year packed in jars will be received with regret by all our trade friends throughout the state, who appreciate honey and particularly the splendid qualities of the Georgia-raised kind."

## Head of Big Gum Co. Paid Capital City Co. Visit

J. T. Morton, head of the Morton Gum company, of Kansas City, was a visitor last week at the Capital City Tobacco company. Mr. Morton's company manufactures the famous Morton Gum and Morton's "Buttons," which are candy mints and like confections. "We are delighted to have Mr. Morton visit us," said Mr. W. B. Carlton, of the Capital City Tobacco company. Mr. Morton was formerly representative in the south of the Havana-American Tobacco company before he engaged in the manufacture of chewing gum. We have

# Don't Block the Game to Your Own Hurt

Georgia merchants, Southern merchants, local—are blocking the game for themselves when they operate with local manufacturers.

You are doing more or less buying all the year

Why don't you do it AT HOME?

It is to your own best interests. It will come bearing greater returns than you figure in a book

It is constructive merchandising. It looks to the means more factories, more trade, more money—for you to sell to.

Buy from us—your neighbors—and do your share of the Home Guard.

Have you local merchants ever considered bound together are our interests—yours and ours?

We have a strong bond of mutual advantage to draw us into active sympathy and actual co-operation

It means better business for us both to GET TOGETHER

As manufacturers, we want to see the South independent and we are doing OUR dead level business it so.

We need the help of our Merchants.

While we have planted our stake here and are our best efforts for the enrichment of the home territory while we are ambitious to have the patronage of our own section—YET

We have never for a moment believed that ALONE entitles us to their patronage.

We know that it is the QUALITY OF OUR COMMODITIES must draw business to us.

We measure up to that standard of excellence and variety that commands respect and produces

Added to this essential is the equally important