

FROM THE SCOTT COUNTY DEMOCRAT dated February 21, 1929:

Lions Hear More About Scott County History

Monday night at the regular meeting of the Benton Lions Club merchandising and abstracting were the businesses that were discussed by Lions Ben Barworth and Ed Tirmenstein. The meeting was held at the Porter Cafe, where an excellent supper had been prepared.

Cash Business is Best

Lion Barworth started his talk by saying there are two factors to the merchandise business— buying and selling— and the proper selection of goods, familiarity with prices, knowing the needs of the populace all figure in the buying end of the business. When it comes to selling, the appearance of the store and clerks, the sizing up of a customer as to his needs, the article sold, price and personality of the clerks in being neither careless nor grouchy, and the offering of helpful suggestions, all enter into the business.

Bargains Counters

The best plan is to push the sale of present styles and put the slow sellers on the bargain table. "I would rather retain the friendship of a customer than to shove something onto him he does not want and make him unfriendly."

"The best business is a cash business," said Lion Ben, and then he went on to relate how people come to his store with a hard luck tale, and the result was that they got credit, and the losses in eleven years' experience at Lambert is at least \$6300, of which amount Mr. Barworth expects to collect nothing. He would advise no one to enter business on a credit basis.

Home Merchants Donate

He said that the first people to get onto a donation list are the home merchants, who help the schools, churches and civic enterprises, yet many of the people pass up the home store and go elsewhere to trade.

Talk on Abstracting

Lion Ed Tirmenstein said that abstracting, generally speaking, is a new business and has only come into its own in the past ten or fifteen years, now that property is more valuable. There is now an act pending in the legislature that will bring abstracting to a higher standard, and this provides for the bonding of abstracters to better protect the public.

Queer Incidents

Lion Ed recalled some peculiar circumstances, one of which being that of a man who had lived for thirty years on a farm and his deed called for land a mile from the place on which he resided

Another is the fact that part of the land where Kelso now stands is still owned by the government. The original land patent had not been signed by the president of the United States.

Old County Records

There is on record at the court house an instrument written in Spanish, and one half Mexican and one half American, which latter embraces a body of land where Sikeston now stands, owned by Dr. Folsom.

Towns Have Vanished

Lion Ed called attention to the fact that there were three Scott county towns from 1820 to 1840 that have long since disappeared from the map. These were river towns and were named Norfolk, West Philadelphia and New York. Think of it! New York city in Scott County! Many real estate