

# INAUGURATION OF MIAMI PAY-UP WEEK, MAY 7 TO 12

## PAY UP AND TEAR UP YOUR BILLS AND AID BUSINESS, MIAMI MERCHANTS URGE

Slogan for Next Week is "I'll Pay You, You Pay Him and He'll Pay Me;" Prompt Payment of Accounts When Due Means Establishment of Dependable Credit, It is Pointed Out; Basis For Giving It Told.

NEXT Monday begins Miami's "Pay Up Week," the week especially set aside for the payment of bills past due and the settlement of old accounts. The slogan is "I'll pay you, you pay him, he'll pay me, and in that way start the cash rolling and make times good."

and he added that the merchant when he contemplates extending credit should take into consideration the needs of his customer, his income and the necessity of the purchase, but he said the usual custom is to inquire into how he pays his bills, whether promptly or not.

giving new impetus to business, a new energy to the merchant and his associates, and a better feeling among the people themselves. We find that Miami has held its own with any community in the country in its efforts to keep its accounts paid up.

WHAT would happen to the complicated mercantile and commercial business of America should the wheels of credit cease to function for a single day? The answer is to be found in the fact that the entire circulating medium in America is only a small per cent of that required to handle the business, and to stop credit would mean the wrecking of many business firms and heavy losses to all.

They Hopped Across U. S. to Pay Their Respects; You Can Hop on a Trolley and Pay Up Your Bills



Lieutenants John A. MacReady and Onley G. Kelly, holders between them of seven world's air records, greeted another one Thursday when they crossed the continent without a stop. It was the first time the country had been spanned by a non-stop flight, an achievement which took 28 hours and 40 minutes. The flight was from Rockaway Field, N. Y., to San Diego, Cal.

### STOCK SELLING RAPIDLY FOR OKEECHOBEE PLANT

SPECIAL TO THE HERALD. OKEECHOBEE, Fla., May 4.—Stock is being rapidly taken for the \$100,000 cannery plant in Okeechobee. W. G. Stovall is the promoter, and is elated with the success with which he is meeting. W. J. Connors will be a heavy stockholder in the enterprise.

### SEMINOLE PARTY TO LEAVE ON EXHIBITION TOUR OF U. S.

Queen Monasheeny Will also Take Large Everglades Exhibit on Tour of States. Queen Monasheeny of the Seminole Indians in this domain, known among her palatine friends as Mrs. D. E. Roberts, is leaving Miami with a troupe of Seminole Indians for a tour of the northwestern states until early June. She is billed to arrive in St. Louis in time to occupy exhibit space reserved for the Indians at the St. Louis Centennial, which opens May 7.

It is sometimes said that an unsuccessful man is never a good risk to carry on an account and that the successful one can always be relied on to pay," said Mr. Elton, speaking of risks run in carrying credit accounts, and he added that the statement is true if we have a clear understanding of what success is. In order to give lions of what success is, Mr. Elton went to his desk and took down a motto hanging in plain view which read:

"For when the one Great Sucker comes To write against your name, 'I'll write not that you won or lost 'That how you play the game, 'That,' said Mr. Elton, 'is what I call success. The man who plays square, who makes good his word, who can be relied on."

RELATIVE to the third "C," Capital, he declared, is a big help to the fellow who has character, but of little value when it comes to establishing a credit if the first of the "C's" is lacking.

Mr. Elton said that in his line he re-chose the general buying public mostly through house furnishings and garden and yard tools but that there is very little credit asked in these lines. He said that he had used every care in extending credit, whether the buyer is a contractor or an individual buyer.

AS to the arguments against a credit business, Mr. Elton said that there are burdens connected such as the keeping of records and accounts and the expense of making collections. Also in hard times the credit system comes as a heavy burden on the dealer and is by him shifted onto the jobber and ultimately to the manufacturer, and when the scarcity of money becomes general, it often becomes a burden to all.

Mr. Elton said that when it comes to credit, character is an essential. "Without it, no buyer is worthy of credit regardless of what his income might be or the size of his bank account, and with character the merchant or woman is a good risk on a credit account."

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MIAMI PAY UP WEEK May 7th to 12th I'll Pay You, He'll Pay Me YOU PAY HIM START CASH ROLLING 28 N. Miami Ave.

MIAMI PAY UP WEEK May 7th to 12th The Purity of Tone of Brunswick has endeared it to music lovers everywhere and for cabinet work it has no equal.

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