

# Making right-hand men

If you head a business, you have, or wish you had, some right-hand men; they're not easy to find. They're so hard to find that one business man quit looking for them; he makes them. He is Charles H. MacDowell, President of the Armour Fertilizer Works. You can read about it in SYSTEM for June, ready on the news-stands today.

He tells how P. D. Armour made him a right-hand man; reproduces a letter with the potent endorsement "OK P.D.A." on it, that started the whole thing. Mr. MacDowell makes men so very right hand, that they're making their own right-hand men.

### What you run into in exporting

### Adjusting inventories

Export business seems likely to be a growing factor in American trade. W.C.Teagle, President of the Standard Oil Co. of New Jersey, knows a good deal about it. He tells some of it in June SYSTEM.

Adding a handshake to the bonus Bonus-giving is quite common; so are handshakes. Here's a way of putting the two together that makes the bonus an event, not a commonplace. A troublesome problem in these days of fluctuating costs. Here's a timely discussion of it in June SYSTEM by a man who understands it.

#### Good housekeeping in an office

• A competent woman office manager writes a good sense article on "Making good housekeeping an office habit." You've seen offices where it was needed; maybe yours is one.

Buy a copy of SYSTEM for June at the news-stand today; 25 cents. Look it over and judge the kind of business men such a magazine is useful to. Just remember that 250,000 such men get it every month. If your newsdealer hasn't it, \$3 pays for a year's subscription.



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## Other good things in June SYSTEM

**Business Sanctums** 

Photographs of private offices of : John D. Spreckles; H. T. Dunn, Fisk Rubber Co.; A. C. Bedford, Chairman of the Board, Standard Oil Co. of New Jeney; H. H. Timken, of Roller Bearing Jame; Geo. A. Cluett, Cluett, Peabods & Co.; Newcomb Carleton, President, Western Union Telegraph Co.; Johns Fleischmann, Fleischmann Yeast Co.; W. A. Tilden, Fort Dearborn National Bank.

#### Builders of Business

Personal sketches of three men who have done it. Forrest Adair, who did a \$9,000,000 real estate business in Atlanta in 1919; Thomas E. Mitten, who made the Philadelphia Rapid Transit Co. pay without raising fares; R. E. Miller, head of the Owl Drug Co., who made a big business of a little over

Records within easy reach Some practical methods that will appeal to the head of the business who "wants things quick."

What we learned from the mistakes of others Most of us don't know how to learn from the mistakes of others. Here's one general manager who did.

Saving 42 per cent on routine work

A big saving where saving counts; things worth knowing.

There are many other good things for you in June SYSTEM, too many to recount here.

# Out to Beat the World!

DUAL VALVE SIX

AT 10:00 o'clock yesterday morning a stock Overland 4 left our store on a non-stop endurance run to establish a new world's record for economy of operation.

This isn't a speed test—there's plenty of speed in an Overland, but we sell them for their economy, rideability and all-around dependability.

Six routes were laid out, with Philadelphia as the hub, which will take it over the roads of lower New Jersey, the eastern shore of Maryland and Delaware, as far west as Harrisburg and north to the mountains of Monroe County.

These routes offer every sort of road condition that the motorist must meet.

Watch the papers for daily bulletins of the trip. Look for the car as it passes in and out of Philadelphia.

An Overland 4 will travel more miles on less gasoline, with more genuine riding comfort, than any motor car yet produced. Stop in and let us take you for a ride over some of the bumpiest streets that heretofore have been a nightmare to you.

**Overland Harper Co.** 



Time Payments