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REDFORD OBSERVER FARMINGTON OBSERVER

Wednesday, November 18, 1964 33 + Page 41



GREETING VISITORS to the executive offices these pretty secretaries to the Alexander Hamilton Life Insurance Co. management-team. That's Gloria Fortier, of Detroit, taking a telephone call and Ann O'Hagen, of Inkster, getting ready to handle some correspondence for President Charles Bruce.

Amazing Success Story Written By Plymouth Co.

state interaction to rings in a total of \$5,000,000.

A total of 100 salesmen were trained for the specific purpose to the spe

business of selling life insur-ance.

The success of the stock sales campain wasn't a stroke of luck or a hit and miss deal, it was the direct result of care-ful planning over a period of two and a half years by E. Keith Owens, founder of the company and the man who first thought that a life insurance company in Michigan should be a successful venture.

Owens, now chairman of

a succession venture.

Owens, now chairman of the board, is a former president of the Central Illinois can be a superior of the Land of Lincola Insurance stock. He was an incorporator of the Land of Lincola Insurance Company and served as a regional director for several years. He also served as a consultant to insurance firms.

A consultant to insurance company and served as a consultant to insurance firms.

A consultant to insurance company and investigation of Michigan before he finally decided that the state was wide open for a good, sound insurance company. Then he started a search for a youthful, energetic managementeem—a group of young astute insurance men who knew the business from the bottom up and was willing to come the problems that, so with a growing concern.

He found the type of men he was looking for in the mid-west, most of whom he had known through his insurance operations in Illinois.

Charles Bruce, president in Alexander Hamilton Life, comperation in Illinois.

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Charles Bruce, president of Alexander Hamilton Life, comperation in Illinois.

Charles Bruce, president of Alexander Hamilton Life, comperations in Illinois.

Charles Bruce, president of Michael Continued Life Insurance Co.

Robert Safford, vice president in charge of agencies for the Illinois Michael Continued Life Insurance Co.

Robert Safford, vice president in charge of agencies for the Illinois. He served as a regional director served as a regional dir



THREE REASONS for the success of the Alexander Hamilton Life Insurance Company are these members of the management team. The trio includes (from left): Robert Safford, vice president in charge of marketing; E. Keith Owens, founder and chairman of the board; and G. Eugene Davidson, vice president in charge of internal operations.

vilopment for Olivet Nazirane College and was a record before the Nazirane College and was a considered for the Nazirane College and was a considered for the Nazirane College and the Nazirane Company in the first fire months of operating incorporators and Owens S200,000 of Classe Community Commissioner and promissioner and p



BUSY WRITING policies are these workers in the offices of the Alexander Hamilton Life Insurance Co. home of

force has climbed from 50 to more than 70 in the past month and is expected to reach 100 by the end of the year.

4 DAY SELL OU MY ANNUAL FALL APPLIANCE CLEAROUT!

\$500,000 INVENTORY MUST BE

REDUCED 50% THIS WEEK!

HÀMILTON

\$179

EMERSON

\$129

\$289

APPLIANCE BUYERS: OLLIE FRETTER HAS THE DEAL

Inerican HARDWARE

and SUPPLY COMPANY 31245 EIGHT MILE

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OPEN THURS. & FRI. 8 to 9 SUNDAY 10-4, WEEKDAYS 8-6





HEAVY DUTY WOOD GRATE

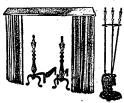
Also Cast Iron Grates in all Sizes

FREE FIREPLACE CLINIC!

Do you have a smoking fireplace? Is Do you have a smoking fireplace Is decorating your fireplace properly a problem? Then don't miss this opportunity to have all your fireplace questions answered by an expert. Mr. Spence Butters, direct from the manufacturer of famous Flexscreen fireplace furnishings, will be in our store on Friday, November 20th from 4:00 p.m. to 5:00 p.m. Mr. Butters will answer all you fireplace questions and show you how you can beautify your fireplace with quality fireplace furnishings at a modest cost. Measure the helight and width of your fireplace and we will do the rest. Don't miss it!



Fleescreen

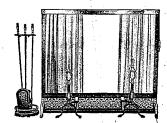


Beautiful Hooded Design Flexscreen

Made Special to your Fireplace Measurements

Sizes up to 48" Wide with Brass or Black Hood Fire set and Andirons Extra

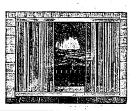
Priced from \$3495



7-pc. Fireplace Screen Ensemble

Brass and Black Finish (as shown) or All Solid Brass 38x31 Screen, Andirons,

\$2388



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\$169

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AUTOMATIC WASHER

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portable dish washer. 1 only. Floor model

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WHIRLPOOL REFRIGERATOR

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Westinghouse

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BUDGET

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