

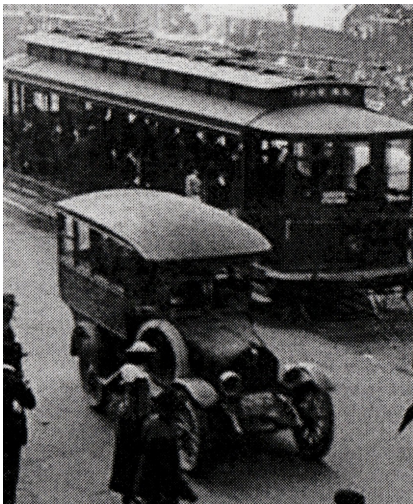
*The 1920s: Harry and Dave expanded their small business.*

Harry: During the First World War "We wrote home. But the letters didn't get there. We told them we got in business. But the big story was an Italian family that the son got married. He come in and spent \$1100 buying furniture. On that \$1100 I made \$620 I charged him. a good profit. I wrote home that one customer bought \$1100 and something and more than half of it is verdienst, which in Torchin it couldn't be. You had to work all year to get that \$600. That's a letter that they recognized."

Dave: We continued in the furniture and grocery business. In 1918 we bought the state bank building in Collinsville from Mr. Adlee, the president of the bank. He gave us easy terms to pay it, \$200 a month in interest. We payed down about \$3000. At that time the state bank building also had a clothing store that rented for \$100 a month; upstairs was rented to the Bell Telephone Co. and another telephone company which each paid \$50 a week. Which meant that it had an income of \$200 a month. The only money we were out was the taxes and the interest. The corner where the bank was located was vacant. We rented it to a man named Kaplan, He paid \$50 a month.



**HARRY ON BIKE**



Dave: In December 1919 Ike Schwartz talked us in to buy out his big furniture store on Main Street. The building consisted of 150 X 150, first story and basement. And the upstairs was made up of apartments. We bought up the stock and the outstanding, which altogether must have amounted to more than \$15,000. How did I buy out a building without capital? Well, here's how I figured it out: I will sell out my stock, which would have amounted to, with the outstanding, about \$15,000 or more, and that would give us a chance to pay back to Schwartz a certain amount of money which we figured we could do in the next 6 months. Then the balance we were to pay \$250 a month with interest, which we did. Dave: I lived upstairs; Harry lived in the back of the store; and I paid \$15 a month

rent. And he didn't pay any rent. And we lived economically; and we worked ourselves; and our spending amounted to \$15-\$20 a week. And we had made at least \$300 a week, and we didn't live under conditions you fellows would like to start.

We continued in this big store until 1924. In 1924 the lease of the Union Clothing and the lease of Plattner expired. And we remodeled the building that we had purchased from the state bank; in 1925 we moved in there. And we continued there until 1930."