American Sentinel work is with human masterial, he but who are as the common phrase tries out different nethods to see goes, "well posted". They read a lot

by the American Sentinel Co. of Westminster, Maryland.

OFFICE-MAIN & LIBERTY STS. Entered at the postoffice at Westmin-

In most cases any business con- course of policy or method.

United States recently asked 1600 results of his analysis in the form and unify his observations. This business men what they had done to of a suggestion, and will ask if the seems to be the kind of thing that get their costs down. It learned concern would not like to have him wins in business, rather than that that fifty-eight per cent of these use the new methods which his ex- meandering instinct that wanders all firms had reduced their number of periments have shown to promise im- over the world and picks up interaction. But it is steadily reducing Progressive concerns welcome this may not have the gift of organizing normal point.

reduced wages, there were more that gress in the business world. had made special efforts to secure more production. Some firms did a THE PLIGHT OF THE RAILROADS great deal by personal interviews with the help, trying to explain the need for efficiency and inciting them to more effectiveness.

While some had cut down advertising, the feeling of many was illustrated by the remark of one, that "We believe that cutting the advertising would only increase the cost of selling merchandise."

About 20 per cent of these men reported that they had cut down their

of this moving age, and persuade day, but who were looking for some them to settle down in a good town plan that would fatten the pay enve- | Some men's idea of salesmanship is and make an effort to own their own lopes without the public realizing it. talking so fast that the customer can't homes, you will make industries more If there was a deficit in operating find a chance to offer any objections.

If you can form a home building would make up all deficits. organization, put up simple houses Now it appears that the govern- votes everywhere, has convinc and which are arranged around pretty 000,000 to make up the deficits caused sible to enforce prohibition. courts with landscape gardening, you by government operation, and the

a commonplace house, or whose ima- ment monkeying with transportation business. gination is not kindled by the mere under a Democratic administration. sight of a bank book.

Every bride that sees one of these her life. She will go long without cently stated that the expense of the carving on the new hard wood floors. new clothes to get an equity in it, senior ball would be \$12.00 per

pany is an organization that has scrimped and saved to put these their health is not as bad as they tested out the truth of these theories. students through college. While thought. It started with the idea that the these boys are blowing in their ten modern wage earner demands a com- spots, the father and mother are) With the United States Supreme community to make it possible for shows. married people to take little apart-spend \$8.00 and \$12.00 in order to satisfied with a 20 minute recess? ments in tasteful group houses, and have a good dance. Youth and it will give them a chance to put laughter and rhythm would create a their money into bonds giving a share happy time anymay even if they are their money into bonds giving a share happy time anyway, even if they only much inclined to beat their swords of ownership in the same. As the families increase it plans to take their savings, and supply the balance of the funds needed to build dwell
These college boys are too much influencel by the rich-man's-son element. The harm done is not merely much inclined to beat their swords into plow shares, but a good many of them would like them made into golf irons. ings. The power of these influences the wasting of hard earned savings. to promote the home building move- It gives these boys false ideas of a A bureau of information is to be ment is seen in the fact that in one splurging way of doing things, which established for visitors to Washingmake a start in business.

WORK AND BRAINS

the most in a given duration. If his accomplished little busines, success, nothing but talk.

influencing personality. If he has a what they read.

pre-war prices, or close to the same, making tests like these for a period details. would get all it could do. Hence the of time, he can usually find that some The man who could recall a great past months have seen a most scru:- modifications in the 'raditional' and many such facts, and reach intelliinizing effort on the part of business customary theories can be made with gent conclusions therefrom, would concerns to get their expenses down. advantage. If he is working for some suggest that he had keen powers of The Chamber of Commerce of the one else he will naturally submit the observation, and ability to classify

the price of merchandise. When manifestation of originality. A fel- this wide range of memory into decost of goods comes down, the peo- low who shows this spirit of wishing finite and forceful conclusions. ple can buy more products, which to improve his methods of work Yet general information has some must increase the demand up to a quickly attracts attention. If his ob- value, and should not be despised. No servations and conclusions prove ac- doubt the proportion of well inform-While a considerable number had curate, he is sure to make rapid pro- ed people who succeed is much larg-

During the period previous to the war, the railroads as a whole never got into finanial difficulties. They close, many young people are up there some road got into trouble as sion to higher institutions or promomost of them that had any sufficient have slipped along so far by their! territory were prosperous. So far as winning ways and bluffs at study, the public can see, they might have are worrying about what they will E Commetery continued indefinitely to give good! do with a set of searching questions. service for moderate charges.

credit business. Cash business is when the government began to oper- cised for asking more than you can being promoted by discounts and "cash and carry propaganda". Some roads had been relatively prosperous, young folks who hope to win the run longer than the 15th of the month following date of purchase though they had suffered from too gree must expect to exhibit more than month following date of purchase. much government restriction. The average attainments. This reduces the amount of capital government took the roads solvent. On the whole the examination sysand returned them broken.

energy that makes their business and a half rates. The overtime sys- the examinations. tem was theoretically put in to assure the employes an eight hour day. The kids deny they aren't willing POWER OF ATTRACTIVE HOMES But it was used by many men who to dig in the dirt, as they always have If you can take the roving families really did not want the eight-hour to whenever they want any bait.

efficient, and dissipate social unrest. costs, no matter. The taxpayers

will begin to get results. roads are claiming \$2,500,000,000. The These swell clothes the dressmakers

EXTRAVAGANT STUDENTS

and she will persaude her husband couple, and \$8.00 for the fellows who If Congress finally decides that

GENERAL INFORMATION

thing as it always has been done or business life. Probably not many wounded. just as they are told to do it. If business leaders in any community

The Republican Paper of Carroll which proves the most effective in and they remember a good deal of

Published Every Friday Afternoon mechanical task, he gives the most There could probably be some test minute observation to his material to devised that would determine more see how it is affected by different accurately whether or not a person forms of handling. had the capacity for successful work. In this way a fellow soon learns to The power of remembering and be a close and careful observer. Also systematizing details, would be a he must be sufficiently interested in large element in that success. It his observations, so that the results would perhaps be a better test Westminster, Md., June 3, 1921. of these various experiments will of business ability, to ask a stick in his mind. He will then have man to take a walk through a

CUTTING THE COSTS OF BUSINESS a series of clear pictures of the re- town, and see how many of the little sults that follow from any given details of condition in that place he could recall, and what general concern that could offer its goods at When a fellow of this type has been clusions he would draw from those

er than the proportion of those who lack such information.

TAKING SCHOOL TESTS

As the school year draws to its made money on low rates. Here and against the examinations for admisthe result of financial joy riding. But | tions to advanced classes. Some who =

The examinations for college en-The spirit of railroad work changed trance have been sometimes criti-

tem works well, and hands out de-Most concerns are stopping the The Government operation seemed served retribution to multitudes of little leaks. Packing cases, twine, to dissipate the old ideas of thrift | young folks who have loafed while paper, etc, are saved. The mail is and economy and discipline. The their comrades worked. Some exphone less. Salesmen are not allowies of the roads as grab-bags into mere memory, and not enough on ed to use entertainment as freely which they were to reach for all they ability to think. When a history as formerly. Punctuality upon the could seize, regardless of the effort test, for instance, attaches more impart of help is insisted upon. Almost on their solvency, or on the public portance to the exact date of the any business has leaks that could be which in the end had to pay it ali. battle of Bunker Hill than to a pupils' stopped. All concerns should remem- The chief ambition of many work- ability to give an intelligent account ber that when they cut advertising, ers seemed to be, to see how much of the causes of the American revoluthey restrict the main source of overtime could be get in, at time tion, it ist ime to have a change in

The fact that the women now have that have beauty and attractiveness, ment is likely to have to pay \$1,800,- many police officials that it is pos-

The charm of these dwellings will taxpayers should realize that a large are working on, may not be party move a lot of young people who part of the assessments over which gowns, but merely the outfit for the would never deny themselves to buy they groan, are the result of govern- new stenographer to wear down to

While it is pretty mean for landtasteful newstyle homes, feels that to The announcement of graduating lies having children, the kids should lords to refuse to rent houses to famipossess it is the greatest longing of exercises at a prominent college re- not be permitted to practise wood

went "stag".

| beer can not be prescribed as medi-The Brideport, Conn, Housing Com- Many parents of these boys have cine, a lot of people will find that

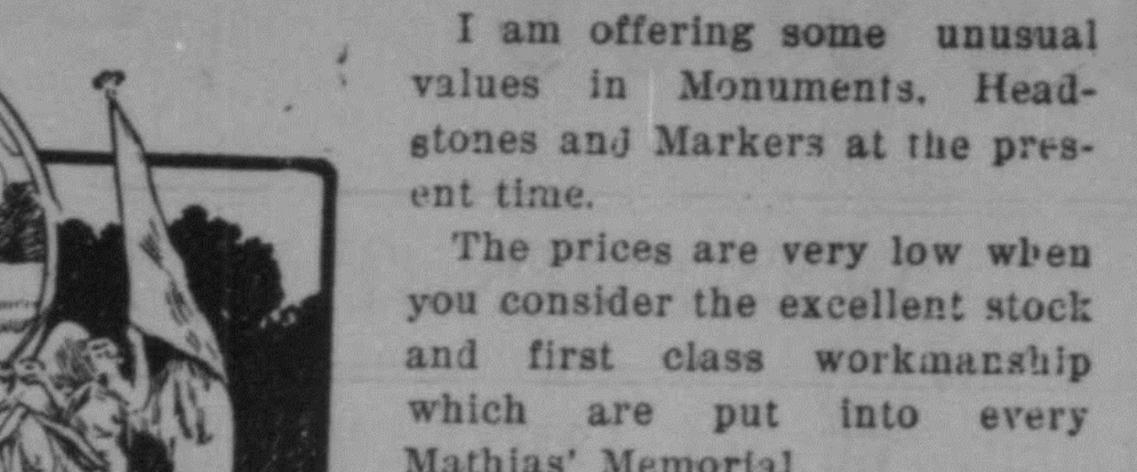
fortable home, and that it pays the probably going to 25 cent movie Court taking a recess from May 2 to him to get it. It encourages newly It is not necessary for students to school kids of Westminster to be

night and one afternoon, it sold 404 will handicap them when they try to ton. Office seekers should be supplied with the time tables of trains running back home.

The extent to which people ad- The prevailing comment upon Mr. It was a lot easier to raise a crowd vance in the world of business de- Edison's test questions which he ask- to cheer the soldiers when they depends principally on whether they ed of applicants for business posi- parted for Europe, than it is to raise have learned to put brains into their tions, has been that the kind of in- a sufficient number of votes to secure job. The majority of people do every- formation sought is rot essential in hospital facilities for those that got

there is only one possible way to do could show up well on such questions. The world has hated the hypocrisy it, this can not be helped. But usu- The men who win are usually spe- of the priest and the levite who would ally there are many different ways in cialists, who have learned to con- not cross the street to succor the which to do a thing. centrate of one field. Meanwhile they man who fell among thieves but they The thoughtful worker studies out are often ignorant on points of gen- have allowed 1,000,000 Armenians to these different ways. He times him- eral intelligence. be massacred, with the same outself to see which method accomplishes You sometimes find people who have rages still going on, and have done

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HERRA BABYLON Westminster, Md

Executor's Sale OF VALUABLE REAL ESTATE

IN TANEYTOWN, CARROLL CO., MARYLAND. By virtue of the power of sale contained in the last will and testament of Edward E Reindollar, late of Carroll County, in the State of Maryland,

deceased, and pursuant to an order of the Orphans' Court of Carroll County, passed on the 10th day of May, in the year 1921, the undersigned executor will sell at public sale on the premises on

MONDAY, JUNE 6th, 1921,

at 3 o'clock, P. M., all that 10t or parcel of land fronting about 26 feet on York street and about 90 feet on Emmitsburg street, with the privilege and use of a private alley in the rear, and being part of the parcel of land described in a deed from Hattie Bollinger to the said Edward E. Reindollar, bearing date April 2nd, 1903, and recorded among the Land Records of Carroll County in Liber J. H. B., No. 97, folio 374 etc., situate1 on the Public Square, in said town, and adjoining the properties occupied by William H. Ohler and Samuel C.

This property is improved by a two story brick building, with brown stone sills and trimmings, and with = cellar under the whole store building. land has been used 'as a modern store building for a number of years by D. J. Hesson, and is recognized as the best business stand in Taneytown.

The building is heated by steam and is lighted by gas, and can be wired for electricity at little expense.

Possescion will be given on November 1st, 1921. Terms of sale as prescribed by the Court: -One-third of the purchase money to be paid in cash on the

fiday of sale, or on the ratification thereof by the Court, and the residue in two equal payments, the one payable in six month, and the other payable in twelve months from the day of sale; the credit payments to be secured by the bonds or single bills of the purchaser or purchasers, with sufficient security, bearing interest from the day of sale, or all cash at the option of the purchaser or

EDWARD E. REINDOLLAR, JR. Executor of Edward E. Reindollar,

Bond & Parke, Solicitors.

J. N. O. Smith, Auctioneer. 5-13-4t.

There is a growing demand that the newspaper sporting reporters should write in the English language.

Chilaren Cry FOR FLETCHER'S CASTORIA

THE following new prices on Oakland Six Cylinder Motor Cars were effective Monday, May 9th, 1921:

Price Price

Oakland Touring Car \$1395 \$1145 Oakland Roadster - \$1395 \$1145

Oakland Coupe - - - \$2065 \$1815 Oakland Sedan - - \$2065 \$1815

"All prices f. o. b. Pontiac, Michigan"

At its new low price the Six Cylinder Oakland offers a combination of high efficiency and low cost not equaled by any other motor car. Arrange for your demonstration now.

OAKLAND MOTOR CAR COMPANY PONTIAC, MICHIGAN

Sensible Six D. R. GEIMAN & SON

PHONE 24-M

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