of Westminster, Maryland.

FRIDAY, FEBRUARY 3, 1922.

ACHIEVEMENTS OF ADVERTISING has paid. A Sudden Expansion

viously unadvertised food product money on new factory buildings and prices because its charges for labor was pushed to a wonderful expan- for similar purposes. Their fund and overhead expense will be relasion, is given in Printer's Ink. The has been so well handled that they tively low. Many staple products like story related to a brand of sausage have never lost a dollar on it. | coal could be produced for less if

ing cars and other centers calling for choice goods, but the owners of the ant ones. Such instances show that product were convinced that it would enterprising movements to assist be unprofitable to go outside of what new industries can succeed if handthey considered to be their field. No led with sound business judgment. advertising was done all this time.

city campaign. The entire series of new industries is a banking proposiadvertisements was assembled in tion and that a concern with good "But I think its kinda silly talking portfolios. Eleven salesmen were prospects can usuaully secure capi- about that now," said Jack as ne drilled in every detail of the cam- tal through banks. The citizens of banged the pages of his geography paign and sent out to secure deal- Westminster can promote such move- together. ers who would handle the stuff, and ments of industrial expansion, by "Ah! you're just pretending to

marvellous. So many orders came funds with which local enterprises With a day of almost summer weather in that the concern had to shut off can be encouraged. the advertising temporarily, until they could make new manufacturing arrangements. Now a general campaign for national distribution is to The Democrats say that President up her garden for this year. be undertaken, and this business will Harding is meeting the same difficulbecome very widely known.

the modern public watches advertis- gressive party was then getting ready ing as a mine of possibility into which to split off, and run an independent any enterprising business man can ticket, so now they see the "agricul- if they can, ought to have a garden delve, and turn in his direction a tural bloc" getting ready to set up and help raise things," was Ruth's stream of golden nuggets of trade. | as a third party, again throwing

mistake people make when they think of the Democrats. they are up against certain limits | President Harding is between two for quite a while. It is mighty hard," of trade that can't be expanded. A fires, just as Mr. Taft was. Mr. continued Uncle Ted, "to see all your more active policy will broaden out Harding feels the pressure of the efforts and work go to waste. It is the territory and intensify the inter- agricultural interest which com- tad enough when drought or storms est in any line, and bring in many plains that it has to sell its products sometimes destroy the crops after new friends who previously knew a for about the prices prevailing be- they have been planted and cultibusiness only in name or had never fore the war, while having to buy vated. But it is still worse if, in adheard of it.

DOUBLING UP

shortage of homes. Business organ- trary pressure of conservative busi- farmers have and are still facing. It izations in thousands of cities were ness elements, which demand that he makes an interesting story, so trying to induce people to build more resist the demands of the "bloc," think I'll tell you something about dwellings. At present this lack of which they call class legislation. And it. For a long, long time, those who houses is less apparent, and in many also the industrial populations of have the interests of our country at cities "To rent" signs are appearing. the cities call for cheap food pro- heart have realized that something "Of course we all realize that Economists say this is partly be- ducts and will fight measures tend- definite should be done to make it agriculture is not the only industry cause many families are doubling up. ing to make farm stuff cost more. easier for the farmers of the coun-When the young people get married, Here is a difficult situation, which try to carry on their business of pointed that out in his speech. But they may live on in the house oc- if poorly handled could create dis- raising food-stuffs. After the war, the farmers suffered first and most cupied by the old folks or with other aster.

chance to establish their own dwell- cognizes that the farmers have been other things. He had to pay the him a profit and make credit unnecings, where they can take pride in harder hit than other elements and banks and he couldn't borrow more. cessary except on unusual occasions their own environment and proceed to develop it with the energy of relief. He will not oppose them had plenty of money were forced to had plenty of money we youth. Young brides may feel de- mrely because they have combined mortgage their homes and farms to "We can have no helpful underfrauded if they do not have the to demand redress. chance to create an entirely new nest On the other hand, he will not toler- ed money to move their crops could- ture suffers alone, but we may fairly

started in rooms provided in the old than they were before. When the available. family homesteads. Old fashioned next election comes around, it will "President Harding realized that the healthful life of this basic and families used to double up a great be found that this administration something must be done, just as he absolutely essential industry. deal more than people do now. The has given the farmers a large mea- realized that something must be done "All of this may be rather uninold homesteads were ample, and sure of relief, without rushing to any when the unemployment situation teresting but I hope I can make you seemed planned with the idea that extremes that involve dangers to the was so bad last fall. At that time he realize one point. That is, that our some of the children would marry country. The Republican party will called a conference in Washington President and those about him are and continue along under the old not make the Democrats a free gift of bigmen from all parts of the coun- not forgetting the farmer, and that

Modern young people would say less split, as they did in 1912. this plan would lead to family jars yet it saved a good deal of effort, timers got along on narrow means.

Big families would gather in those

When the United Sttes Unemploy- as a result of that meeting.

When the United Sttes Unemploy- as a result of that meeting.

TURE. Now we have a President who knows what the farmer needs.

Dr. Geo. E. Baughman. Catarrh Can Be Cured

In the Circuit Court for Carroll who knows what the farmer needs. days around the common dining it left permanent committees to carry liever in 'getting together' and gett- He knows he needs help and he is

young couple starting out in life, is of stabilizing production. These takes it and uses it. He and his cab- part of his speech: to live within their income and se- committees are studying how to inet talked and worked over the farm "The need of better financial facicure some savings. They would be assist industries to operate more situation. The result as that Secrefar better off to double up with relatives or some other family and save something each week, than to live more amply yet run into debt. The continuously.

Continuously.

If the mills and factories could for men representing farming in all its phases to meet in Washington in an effort to relieve the farmers' other industries. The farmer who other industries. people that start in a small way of-ten come out the best after a few reason for dis-satisfaction with present social conyears.

INDUSTRIAL DEVELOPMENT

a fund of \$1,100,000 for guaranteeing If they could only have planned their legislation, what can be done by edu- CASTORIA

have been started in Louisville, proved. Published Every Friday Afternoon through the direct efforts of this Many strikes would not occur, if by the American Sentinel Co. foundation. Of the industries thus the wage earners felt confident that started in the city, the foundation work would be more regular. But OFFICE-MAIN & LIBERTY STS. invested funds in 10 of them, and realizing from past experience that Entered at the postoffice at Westmin- has purchased perferred stock in they would have to lie idle a number ster. Md., as second-class matter. four local concerns. The business of weeks in every year, they become men who have made up this fund more aggressive in their demands regarded it in the light of commun- for higher pay at times when the ity advertising, and they believe it shops are running well.

An interesting story of how a pre\$850,000 which they have used to lend It can afford to take orders at low

which had become very favorably The Scranton, Penna. Board of plans could only be made for reguknown in a somewhat limited field. Trade has a \$100,000 fund used for lar operation. It had been sold to hotels and din- assisting new industries, and it has

The general tendency of opinion Last fall, however, these people among business men's organizations, were persuaded to undertake a publi-however, is that loaning money to INGTON in 14 days they secured 1382. depositing money in his home banks, study anyway and I want to know The effect of the publicity was so that they shall have adequate what to put in the garden NOW.

ties that President Taft encountered Such results show how carefully in 1910 to 1912. Just as the pro-Such an instance shows what a presidential election into the hands

At the hight of the boom period lation in the way of relief.

Yet millions of young couples have ance that will make conditions worse money for the farmer hasn't been ties which accentuate the agriculof a presidential election by a need- try to try and give men jobs. Within is a lot. In the past it has been too

STABILIZING PRODUCTION

on its work, and one of the matters ing the other fellows' viewpoint on going to see that he gets it if at all The most important thing for a to receive further attention was that things. He likes advice, asks for it, possible. Listen to this from another

ditions, is that working people feel 300 men present. He did not stand his investment. As executive he is

While the majority of business manufacturers and wholesalers to necessity for some method being in other occupations.' men's associations may rarely at- plan their selling campaigns in such developed to supply the farmer with "I feel that in view of the splendid tempt to lend financial assistance to a way as to secure more continuous money when needed at as low and results of the Unemployment Connew industries, there are some that operation. Formerly many concerns reasonable terms as it is supplied to ference that we shall see just as fine follow a very enterprising course in would send out their salesmen about any other industry. He did NOT try results from the National Agriculthis matter, and have succeeded in twice a year. Between the time that to dictate to these delegates, but left tural Conference." securing such enterprises in this their spring orders were completed them free to work out a plan. Secand before the fall orders came along, retary Wallace suggested three lines Louisville, Kentucky, has such a there was always a gap, and simi- along which he thought they could plan, having secured subscriptions to larly in the other half of the year. work—to find what can be done by

The Republican Paper of Carroll foundation. Since the forming of dull periods, conditions in those inthis organization, 41 industrial plants dustries could have been greatly im-

The factory that so plans its sales The Easton, Pennsylvania Board campaigns that it can work contin-

STORIES

suddenly dropped into the middle of winter, Ruth had become absolutely

"You sound like a regular farmer," said Uncle Ted as he came into the room, "talking about your crops and what to plant."

"Well, I think every girl and boy,

"Not a bad idea, when you think

of the fix the farmers have been in everything it needs at greatly en- dition to these occasional misfortunes hanced figures. It consequently de- a farmer cannot sell his crops for mands an extended program of legis- enough to pay the cost of production and cannot get credit to pull him there was apparently a tremendous Also Mr. Harding meets the con-through a slump. That is what the when the bottom dropped out of severely. No other prices have fallen President Harding may be no prices to the farmer, he was right so far as the prices paid to the farmgreater man than Mr. Taft, but he up against it. He had borrowed er for his products. The farmer is every young couple should have the line of political diplomacy. He re- rowed money to pay help and many is in need of prices that will leave

fearful all the time of being thrown there and tell them what to do. He little paid, and as laborer he is great- out of work or laid off. Leading business authorities urge of the situation and pointed out the

You Are One of Our Customers

E would like you to be a partner in the telephone business.

If you become an owner of one or more shares of the American Telephone and Telegraph Company you become a partner in the Bell Telephone System.

An investment in the stock of the American Telephone and Telegraph Company does not depend solely upon the earnings of any one Company in any one State. A stockholder in that Company becomes a part owner in the Nation's telephone service.

The number of shareholders is now over 175,000; an increase of more than 35,000 since January 1, 1921. More than 75,000 of our employees are now making payments for stock purchased by them on an easy payment plan and over 23,000 of these hold shares already paid for.

It would be to the interest of all concerned if every telephone user and every employee also were a shareholder in the American Telephone and Telegraph Company.

We believe that there is no stock issued by any corporation which, considering safety and the return on the money, is a more attractive investment than American Telephone and Telegraph Company shares.

The stock can be bought, at the prevailing market price, through any bank or banker in the country. Each share has a par value of \$100, a property value of more than \$185, can be purchased for about \$115 and pays a dividend of \$9.00 each year, payable quarterly.

If you can pay for the stock only gradually we are prepared to make arrangements by which you can, through a reliable bank or banker, pay in installments.

We shall be glad to send you, upon application, the full details as to the management, financial position, earnings, and history of the American Telephone and Telegraph Company, and the details of the means to be taken by you to purchase the stock, either outright or in installments.

> The Chesapeake & Potomac Telephone (Company

> > A. C. ALLGIRE, Manager

ate radical projects of unsound fin- n't borrow a cent. In other words, recognize the fundamental difficul-

a week from the time the conference often the case that every industry started it was producing results and has been considered and thought a short time ago I learned that more about and helped by the then existing than 1,000,000 men are now at work administration EXCEPT AGRICUL-

Children Cry FOR FLETCHER'S

TO THE PIRIC

CONTRACTOR OF THE PROPERTY OF THE PARTY OF T Having purchased the interest of the late Frank K. Herr, of the firm known as Herr and Babylon, I wish to inform the Public, that I will con-Social philosophers may say that has had more experience along the money for machinery. He had bor- is in need of prices that will loove

I am prepared to give the best workmanship in

Painting, Trimming, Body Building and General Auto--Repair Work. Automobile Accessories, Tires, Tubes Etc.

Carriage and Wagon work promptly attended to; also Blacksmithing in general. Frank S. Stewart will continue in charge of the Office and Sales-Room where he will be pleased to meet his friends and Patrons. Soliciting a continuance of your valued patronage, and assuring you of my best efforts to please, I remain, Yours to serve,

George W. Babylon, Successor to Herr & Babylon.

SURGEON DENTIST

Westminster, Md.

Opposite Union National Bank. Westminster.

influenced by constitutional conditions. It therefore requires constitutional treatment. HALL'S CATARRH Mortgagees, Plaintiff. MEDICINE is taken internally and acts through the Blood on the Mucous | Margaret A. Edmondson, his wife. Surfaces of the System. HALL'S CATARRH MEDICINE destroys the foundation of the disease, gives the Carroll county, sitting as a Court of patient strength by improving the gen-eral health and assists nature in doing equity, this 13th day of January, in

All druggists. Circulars free.

For Wear, Durability Strength and to Outwear Leather on the Market Grandfather's Oak Harness Leather Geo. K. Birely & Sons, 1-6-4t Frederick, Md.

ANDREW WEAGLY, Assignee of

Ordered by the Circuit Court for

the year Nineteen Hundred and Twenty Two, that the sale of the F. J. Cheney & Co., Toledo, Ohio. | real estate mentioned in these proceedings, made and reported by Andrew Weagley, Assignee of Mortgagees, be ratified and confirmed, unless cause to the contrary thereof be shown on or before the 6th day of March, A. D., 1922, provided a copy In of this order be inserted in some county, Maryland, for three succesg sive weeks, before the 27th day of February, A. D., 1922. The report states the amount of

> sale to be \$3,425.00. Edwin M. Mellor Jr., Clerk. True Copy, Test:

Edwin M. Mellor Jr., Clerk.