conditions, thusiness in on the whole

advertising campaign for 1924.

duction pay.

vertise:-

THE POWER OF ADVERTISING

ested in because they may be able to more or less illiterate.

cutry is admittedly specify. Certain Or are they friends, associated with many of the newcomers are so glad branches of monufactoring which you in the common aim of building up to get to a free country and eager t were over built during the war are a good home town, tied to you by benefit by its advantages, that the

Do you feel ties of loyalty to this old native stock. But the natives community and its enterprises? Do this country must be very generou you do your best to promote its busi- to the newcomers and give them the that can produce more than the ness and civic interests, or would you so much about, are the a consume such industries be equally well pleased to see some to their new surroundings which most highest and lowest points of dry land ther community go ahead?

Here are some rather vital questions, and the way our townspeople answer them will have much to tell about the future which this city can expect to attain.

ever, that in spite of some disturbing tolks

HOW DIFFICULTIES VANISH

will be good for the coming year. Cer- A man who recently took a very think that concern's methods were Death Valley because they are only tain industries may be overdue, but long automobile journey, remarked on faulty, and would be less inclined to 90 miles apart. the country is steadily growing. The now the difficulties of such a trip buy instead of more so. production that was too large in 1918, seem to vanish when one actually Such incidents suggest where modern ing a lot of money improving the hay be taken care of all right in meets them. Some motorists before life often falls down. The twin cults roads in all the parks so that the peoar difficult conditions they had been touch.

after all they are merely roads that personal side, the machinery may run of what we have of interest here, we looked. It's the small, neglected ole of those sections, who can tell In philanthropic work, many people year. There is no need for anyone to kidney ailments. That pain in the

ious records, is a splendid sign. This periences. The majority of difficulties not understand the needs of struggling minster good courage about a lively are imaginary. But even if they see real difficulties ahead, people fail to remote from their work-people, that mountain peaks which rise more than there yet is time-begin treating your realize that by the time they confront the two elements of labor and capital. 13,000 feet above sea level. Many of kidneys at once with a tried and provthose situations, they will have learn- which should be so intimate and co- these peaks are unnamed and are en kidney remedy. No need to exed how to meet them. They will have operative, are working at arm's nearly double the height of the very periment—Doan's Pills have been suc-Very interesting illustrations of the new resources of experience that will length with a foring of hostility mar- highest mountain in the eastern part cessfully used in thousands of cases power of advertising are given in the enable them to grapple with the new sale of certain agricultural products, problems.

which previously had been raised in Thus a great many people fail to greater quantities than the market de- reach the fruitions of life of which viously fallen to an abnormally low lack the faith to trust in their own point. But with good advertising powers and possibilities.

did not benefit, as prices were raised went ahead, trusting that intelligence and get wrong points of view. through the advertising. Yet it is not and light would come as needed. profitable in the long run for a con- Gradually they became more expert, sumer to buy staples below the cost not always from greater ability, but of production. In such a case, pro- because they were constantly being ducers would be driven out of the trained by their experience, so the business, much wealth would be lost, were able to meet bigger problems, communities would suffer, and even-

a much higher level to make the pro-

Advertising is equally powerful in made to show that the masses of the and commercial advantages, organiza- stant wearing away of stone by runstimulating retail trade, but it never Republican party are not progressive. tions, homes, population and growth, ning water. Yellowstone has the the County Commissioners of Carroli works to raise prices even tempor- It is charged that that organization is stores and merchants, farming inter- greatest geyser basins in the world. County will meet at their office in arily. The following are some of the in the hands of men of retrograde ests, newspapers, future prospects, The oldest rock formation in America Westminster every Monday and motives that lead business men to ad- tendencies, whose conservatism is etc. deeply rooted in the past, and who That would be a splendid course for Park which is on the Maine Coast. 1.- A belief, that owing to their are so timid about changes of any Westminster. Such lines of study Another bit of interesting information action of business.

markets, they have a line of goods a in a stationery position. little below average market values. Such a point of view overlooks the subjects. Also students that had supposedly made by prehistoric In-2.--Ability to get hold of special masses of people who constitute the taken such a course would look with dians. lots for low prices, which can be Republican party. Go through any new respect on their home town and "Are we going to Maine?" asked turned over to the public at similar community in the northern, central, be more inclined to settle there Jack. low figures. Advertising makes it or western states, and who make up peranently.

easy to work off such lots promptly. | the Republican party? 3.—The necessity created by special You will find that the majority of conditions, to work off goods at a the business men, the majority of the 4.—The conviction that by drawing farmers, and the families of all these, economics campaign. It feels that to the country and then we can demore people to a store, it can operate are Republicans. You can go through promote culture and good citizenship, cide later. at less expense for the business done. events, you will find the majority of

them Republicans. These and other motives lead people to advertise, and they all tend to reactionaries. Business men are fre- dent of the National cash register a hole in the side of a small valley create conditions favoring low prices. quently called conservative. Yet the company for the best 10 suggestions The cavern has not yet been thorough-

Are your townspeople just casual camps during the war, when about

which has been a help to you? new world better than many of of them so eagerly seek.

> WHERE ORGANIZATION FALLS DOWN '

The Sentinel, in issues soon to York business house the other day. United States is Mount Whitney which That would keep up the prices of come, will take up these questions in these all being duplicates of one form is 14,501 feet above sea level. The brief editorial comment, and will try letter. Probably they were trying to lowest point is in Death Valley which Westminster, Md. Phone 18 the late of living costs. to suggest what the home town in- sell him something, and they had a is 276 feet below sea level." terests should mean to all our home kind of correspondence system. One "I've read a lot about Death Valley." PHONE 212. cog in the system no doubt slipped. said Ruth. giving him 12 letters instead of one. "May be we can arrange to go out DR. E. E. HOBB A good many people, if they received there," said Uncle Ted. "If we do we 12 letters from a firm in a day, would will see both Mount Whitney and

corry for fear they would have trouble efficiency. We put our faith in or-

Of course the world achieves mar- for outings, but we are learning that Yet when he gets to those sections, rellous results through organization e remarked, the tourist finds that and efficiency. But if it neglects the world. And with all of our knowledge trouble is far too serious to be over-

aim how to go, and how to meet any give liberally through organization. go to Africa for adventures in ex- "small" of your back; that urinary ifficulties and needs, if such arise on but they neglect to do kindly acts of ploration when equally marvelous dis- irregularity; those headaches and

out of touch with common life, and do own country.

ring their achievement.

Some business men think they get good results by having their desk or Cave," said Jack. office close to the front door of their manded. As a result prices had pre- they are easily capable, because they place, where they are easily accessible to Tom, Dick, and Harry. There are is not now a National Park. It is pri- Mrs. C. M. Bixler, 36 Pennsylvania a thousand ways to establish closer vately owned and administered under avenue, says: "I had an attack of campaigns, demand has been brought The men who become great leaders personal relations with the mass of a will, the terms of which provide that kidney complaint and suffered with up even with supply, and the crop may not have been at the start much the people. Those who neglect such upon the death of the last-named severe backaches that made me mismeans and depend on machinery and legatee it is to be sold at public auc- erable. If I took cold the trouble was It might be said that the consumer with. But they had more faith. They efficiency, are apt to miss opportunties

STUDYING THE HOME CITY

distinct subjects relating to Canton sider only the National Parks. REPUBLICAN PARTY tinguished citizens, educational facili- Colorado which shows the greatest The attempt is constantly being ties, Chamber of Commerce, railroads effects of stream erosion, or the con-

special enterprise and study of the kind that they will hold the country would wake young people up, and concerning Maine is the oyster shell By order, arouse their interest in all kinds of mound near the Damariscotta River

THE ART OF SPENDING

the shops, and if you pick out the people must learn to use their incomes more judiciously.

A prize has been offered by the presi- great numbers of bats coming out reason why a man succeeds in busi- as to how to teach more efficient ly explored but about

imself comfortably before the fire. over and we're pretty well into the Or New Year, I think we better com- P we're expecting to take next summer." "Let's go to some of those Parks u were telling us about." Jack sug-

ut I want to tell you something mor hout our country, its geography and ndustries, before we definitely decide here we are going: That will help! us with our planning.

in the United States. If we want to see the highest mountain peak in the; possession of the United States we Dr. E. H. Gare would have to go to Alaska so our Dr. E. H. Care would have to go to Alaska so ou planning will have to do only with the I A man got 12 letters from a New States. The highest point in the

beautiful scenery or desirable places

personal charity. Thereby they get coveries create being drade nere in our dizzy spells; that weak, weary, worn-

of the country."

answered Uncle Ted. "Mammoth Cave minster testimony. be expected that this property will be trouble." The public school pupils of Canton, disposed of before many years. It is Ohio, spent time during the month of a beautiful cave, though, and we will November in studying the develop- certainly have to go there some time. ment of the city. They took up 50 I think for this trip we better con-

life. These included its history, dis- "There is the Grand Canyon of the can be seen in Lafayette National Tuesday of each week for the trans-

"I don't know exactly what our route will be, children, it depends lot on what you are both interested in. The General Federation of Women's I will endeavor to tell you from time

called Carlsbad Cavern in New Mexico.

Teeth extracted, also Filling.

All work guaranteed.



DENTIST

"The Government has been spend- 108 E. Main St. Westminster, Md.

are learning something new every troubles that so often lead to serious

out feeling, may be nature's warning | 8 "But I will tell you a little more of kidney weakness." Why risk your about some of our parks. Wyoming as life by neglecting these symptoms? In industry, the managers may be so well as California has some very high Reach the cause of the trouble while of kidney trouble for over 50 years. "I would like to see Mammoth Doan's Pills are used and recommended throughout the civilized "All hoys are interested in caves," world. Endorsed at home. Read West

tion to the highest bidder. There are worse. The action of my kidneys was only two surviving legatees, both pregular. I used Doan's Pills and over ninety years of age, so it may they cured me of all signs of the

Price 60c, at all dealers. Don' simply ask for a kidney remedy-get Doan's Pills-the same that Mrs.

COMMISSIONERS' NOTICE Hereafter, and until further notice

SAMUEL J. STONE.

Edison---Pathe Phonographs from day of sale. Records and Rolls for all machines

Prices reasonable, and can pay on easy pay-

Hot Water and Steam Heat



The Quaker Pipeless Furnace

Installed under a guarantee to be

absolutely Gas and Dust Proof

Combination Coal and Gas Rang

General Repair Work

J. FRANCIS REESE, Prop'r.

Funeral Directors & Embalmers

Courtesy

Efficiency

Day and Night Phone 117

Auto Equipment

Service

Public Sale

VALUABLE REAL ESTATE. The undersigned will offer for sale, at public sale, to

the highest bidder, on the premises on SATURDAY, JANUARY 19th, 1924,

at 1 o'clock sharp, the following real estate, being THREE (3) fine building lots, fronting on Liberty street extended and ONE (1) lot, with large shop on it, fronting on Bond street extended, and also the following personal property: TWO (2) Concrete Block Machines and ONE (1)

TERMS OF SALE: One-third cash on day of sale, and PIANOS, PLAYER PIANOS | TERMS OF SALE: One-third cash on day of sale, and balance in 3 and 6 months, on notes of the purchaser or purchasers, with approved security, and bearing interest

PHONE 104-J

George W. Babylon