THE ONLY REPUBLICAN NEWSPAPER AND THE BEST ADVERTISING MEDIUM IN CARROLL COUNTY.

AMERICAN SENTINEL.

JOB WORK OF ALL DESCRIPTIONS BETTER AND CHEAPER THAN ELSEWHERE. —o— ESTIMATES FURNISHED.

$1 PER ANNUM. WESTMINSTER, MD., FRIDAY AFTERNOON, NOVEMBER 13, 1903. VOL. 72--NO. 43.

ASSIGNEE OF MORTGAGEE'S SALE OF A

DESIRABLE FARM,

situated in Uniontown District, in Carroll County, Maryland.

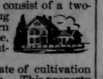
By virtue of the power and authority contained in a mortgage from George H. Nusbaum and Flora R. Nusbaum, his wife, to Jacob J. Weaver, Jr., bearing date on the 11th day of March, in the year 1889, and duly recorded among the Real Estate Mortgage Records of Carroll county, in liber W. N. M. No. 27, folio 463 &c., and by the said Jacob J. Weaver, Jr., assigned to Henry H. Brough on the 5th day of May, in the year 1897, which said assignment was duly recorded, the undersigned Assignee of Mortgagee will sell at Public Sale, on the premises, on

SATURDAY, NOVEMBER 14th, 1903,

at 10 o'clock, A. M., all the Real Estate described in said mortgage containing

122¼ ACRES OF LAND, more or less,

it being the same land which was conveyed by Jacob J. Weaver, Jr., and William Babylon, Trustees, to George H. Nusbaum, by deed, bearing date on the 11th day of March, in the year 1888, and recorded among the land records of Carroll county, in liber W. N. M. No. 69, folio 106, &c.



The improvements thereon consist of a two-story Log and Frame Dwelling House, large Bank Barn, Corn Crib, Wagon Shed, Hog House, and all other necessary outbuildings.

The land is under a good state of cultivation and fencing in good condition. This property adjoins lands of Charles Hibberd, John Benedict and others and is located on the road leading from Taneytown road to the Plank road and is about 3 miles from Uniontown. This property is known as the Utermahlen farm.

For further particulars call on Roberts & Crouse, Westminster, Md., or the undersigned at Uniontown, Md.

Terms of Sale.—Cash on the day of sale or upon ratification of sale by the court, or if desired by the purchaser or purchasers, one-third cash on the day of sale or upon ratification of sale by the court, one-third in 6 months and the other one-third in 12 months from day of sale, the credit Payments to be secured by the notes of the purchaser or purchasers, with approved security bearing interest from the day of sale.

HENRY H. BROUGH,
Assignee of Mortgagee.

Roberts & Crouse, Solicitors.
J. Thos. Roop, auct. oct 23 4t

Assignees of Mortgagee's Sale of a very

DESIRABLE FARM,

near Cranberry Station, on the Western Maryland Railroad, in the Seventh Election District of Carroll County, Md.

By virtue of the power contained in a mortgage from John D. Shaeffer and Lydia E. Shaeffer, his wife, dated the 9th day of July, A. D. 1895, and recorded among the real estate mortgage records of Carroll county, in liber B. F. C. No. 37, folio 226 &c., and duly assigned to the undersigned, we will sell at Public Sale, on the premises, on

MONDAY, THE 23RD OF NOVEMBER,

A. D. 1903, at 2 o'clock, P. M., all the land described in and conveyed by said mortgage and containing

29 ACRES AND 27 SQUARE PERCHES,

more or less. The improvements thereon consist of a large and comfortable



Two-story Brick Dwelling House, large Barn, two large Wagon Sheds, Smoke House, Henery and other necessary outbuildings. Water convenient to all buildings. There is also a large and thriving Orchard on the premises. There is a due proportion of Meadow Land. The land is in an excellent state of cultivation and produces good crops, and the attention of purchasers is invited to this sale.

This farm is situated on the county road leading from Westminster to Manchester, about ¼ of a mile from the intersection of the Western Maryland Railroad with said county road and about 1 mile from the City of Westminster, is now occupied by the said John D. Shaeffer and adjoins the farms of B. F. Shriver & Co., and Vincent Yingling. It is most convenient to markets, churches, schools and public roads and is an ideal dairy farm.

Terms of Sale.—Cash; or, if desired by the purchaser or purchasers, the following credit terms will be given: One-third on the day of sale or upon the ratification thereof, one-third in 6 months and the balance in 12 months from the day of sale, the credit payments to be secured by the notes of the purchaser or purchasers, with approved security, bearing interest from the day of sale.

ELIAS O. GRIMES,
WILLIAM B. THOMAS,
Assignee of Mortgagee.

E. Oliver Girmes, Jr., Bond & Parke, Solicitors for assignees of Mortgagee,
Francis A. Crawford, auct. oct 30 4t

MORTGAGEE'S SALE OF

Valuable Real Estste

near Winfield, Carroll county, Maryland.

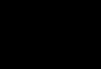
By virtue of the power of sale contained in the mortgage deed from Cecilia E. Jenkins and Regin T. Jenkins, her husband, to George W. Mullinix, dated August 15th, 1885, and recorded among the Real Estate Mortgage Records of Carroll county, in Liber G. A. M. No. 22, folio 454 etc., the undersigned mortgagee will sell at Public Sale, on

SATURDAY, NOVEMBER 21st, 1903,

at 1 o'clock, P. M., at the store of Mr. Nicholas G. Pickett, Day, Carroll county, Maryland, all that tract of land conveyed in said mortgage and containing

17 ACRES OF LAND, MORE OR LESS,

situated about three miles from Winfield, in Carroll county, Maryland, near the public road leading from Winfield to Woodbine and adjoining the land of Alexander B. Shull, James M. Pickett and others.



This property is improved by a Two-Story Dwelling, Stable and other necessary outbuildings. The land is under cultivation with a suitable proportion of woodland and has good fruit. This property is convenient to market, churches, schools and stores and offers an excellent opportunity to any one desiring a home.

Terms of sale as prescribed by the mortgage—Cash on the day of sale or on the ratification thereof.

GEORGE W. MULLINIX,
J. Albert Easton, Auct. Mortgagee.
oct 30 4t Bond & Parke, Solicitors.

TRUSTEE'S SALE of a HOUSE and Lot near Westminster, Md.

By virtue of a decree of the Circuit Court for Carroll county, the undersigned, on

SATURDAY, NOVEMBER 28th, 1903,

at 3 o'clock, p. m., will offer at public sale, upon the premises, all that House



and Lot, containing ONE ACRE of Land, situated on the New Windsor Road, about 1 mile from Westminster, opposite William F. Fenby's farm, lately occupied by Henry Kelley, deceased.

Terms of Sale:—One-third cash on the day of sale or upon the ratification thereof, and the residue in two equal payments, the one to be paid in one year, and the other to be paid in two years from the day of sale, with interest, and to be secured by the notes of the purchaser, with security to be approved by the trustee; or all cash at the option of the purchaser.

nov 6 4t CHARLES E. FINK, Trustee.

AT PRIVATE SALE.

Valuable Real Estate, situated in the 12th District of Carroll County, Md., on the public road leading from Union Bridge to Uniontown, 1½ miles from former place, consisting of a small farm of

12¾ ACRES and 10 SQUARE PERCHES

of Land, adjoining the above farm and in a very high state of cultivation. The improvements consist of a good weather-boarded Dwelling House with 7 rooms, all papered; cellar and summer kitchen, barn, buggy house, hog house, dairy, with running water, and all other such buildings as are required on a small farm; choice fruit of many varieties, grapes in abundance, nice lawn and shade.

This property is very desirably located, five minutes walk to store, school or church and are worthy the attention of any one desiring to purchase such a home. The price will be made to suit the times and terms easy. Possession April 1, 1904. For further particulars apply to D. H. WILHELM, on the premises, R. F. D. No. 14, P. O. address Union Bridge, Md.

oct 16 tf

NOTICE TO CREDITORS.

This is to give notice that the subscriber has obtained from the Orphans' Court of Carroll county, in Maryland, letters Testamentary on the estate of

CHARLES P. BAILE,

late of Carroll county, deceased. All persons having claims against the deceased are hereby warned to exhibit the same, with the vouchers thereof legally authenticated, to the subscriber, on or before the 2nd day of June 1904; they may otherwise by law be excluded from all benefit of said estate.

Given under my hand this 2nd day of November, 1903.

MARTHA ALICE BAILE,
nov 6 4t. Executrix.

Hering's Department Store.

Another Souvenir Day

AT HERING'S DEPARTMENT STORE.

WE WILL GIVE AWAY TOMORROW,

SATURDAY,

WITH EVERY PURCHASE OF

$1.00 OR MORE,

A BEAUTIFUL SOUVENIR,

ENTIRELY DIFFERENT FROM LAST SATURDAY AND WORTH TWICE AS MUCH IN VALUE.

As this is the last day we will give Souvenirs, you should not miss this opportunity to get free of cost something that will be useful in your home.

TO-MORROW, SATURDAY, ONLY.

CHAS. E. HERING,

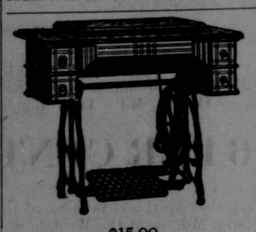
BABYLON BUILDING,

10, 12 and 14 W. Main Street,
Westminster, Md.

Chas. E. Hering, Westminster, Md.

NO MORE AUCTION UNTIL FURTHER NOTICE.

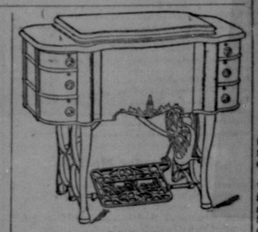
We have the machines, you have the money. If you want a first-class machine for little cost, call to see us. You cannot send to any Agency and purchase as good a quality machine for the same money. Look! Here are the prices: 5-Drawer Drop Head $15.00, 5-Drawer Swelled Front $20.00, 6-Drawer Round Ends $28.00. Here are the cuts:



$15.00.



$20.00.



$28.00

These prices are for spot cash at our place of business, 77 Pennsylvania Avenue, Westminster, Md.

oct 23 4t J. GEISELMAN & SON.

Just Received

30 TONS COTTON SEED MEAL

AT

Charles Schaeffer's

Fertilizer Manufactory, Westminster, Md.

$1.45 FOR SACK. $28 FOR TON.

sep 18 tf 2 Factory Green Street, near Railroad Depot.

ELLIS & COMPANY,

(SUCCESSORS TO ELLIS & BONSACK,)

17 and 19 W. Camden St.,
1331 W. Baltimore St.,
Baltimore, Md.,

Commission Merchants

FOR THE SALE OF ALL COUNTRY PRODUCE.

Write for PRICES AND TAGS. jan-93

JOB PRINTING, such as Sale Bills, Posters, Pamphlets, Books, &c., printed at short notice and at modern prices Call at this office before placeing orders elsewhere.

CLAUDE TILDEN SMITH,
ATTORNEY AT LAW,
WESTMINSTER, MD.
Office No. 7 Court Street. feb 21

FREE

A Handsome Glock

WITH MALTA VITA.

CALL AT OUR STORE. NEW GOODS EVERY DAY UNTIL XMAS.

New pure County Buckwheat, 5 lb. Bag for 15c.
Fresh picnic Hams 10c lb.
Fresh ground Oyster Shells. 100 lb. Bag. 75c.
New Hominy and Soup Beans.
New Raisins, Citron and Currants.
A No. 1 Chocolate Drops and Chocolate Chips half lb. Boxes 10c, one lb. Boxes 20c.
Walter Baker's best Cocoa 25c box.
New Corn, Peas, Beans and Tomatoes.
Good straight Flour 50c sack.
Agent for Red Cherry Cough Cure 25c.
White Fish, 50c Bucket, 25 lb. Kegs $1.95.
Best Tar Rope 9c lb.
Bargain Olive Soap 6 for 25c.

Full line of Feed:

Shorts, Bran, Corn Chop, Corn, Oats, Wheat Screenings, Cracked Corn.
BALED HAY AND STRAW,
FINE, COARSE AND ROCK SALT.

WANTED.

New Ear Corn	$ 2.35 per barrel.
Shelled Corn	65c per bushel.
Good No. 1 Oats	47c per bushel.
Potatoes	40 and 50c per bushel.
Fresh Eggs	26c dozen.

KEEFER & SULLIVAN,
88 AND 92 E. MAIN ST.,
FREE DELIVERY. WESTMINSTER.
W. Md. and C. and P. Telephones.
jan 3 03 8

CHAS. W. KING,
Dealer in
Cows, Calves, Sheep, Hogs, and



Bulls, West Main Street,

Westminster, Md., at the stand formerly occupied by the late John Lynch. All stock of the bove description bought, sold or exchanged. ju 12 6m

FREE! FREE!!

COMMENCING NOVEMBER 2nd, I WILL GIVE WITH EACH AND EVERY 25 CENT PURCHASE AT MY STORE A FREE CHANCE ON A

LADIES' OR GENTS, $10.00 TRUNK

and a $5.00 DRESS SUIT CASE.

The Trunks are large size, handsomely trimmed and built to last a lifetime. The ladies' Trunk has two trays. The case is 22 inches long and made of russet cow case leather. Remember, this liberal offer only lasts 60 days from above date, and the Trunk and case cost you absolutely nothing.

HAVE YOU SEEN OUR WINDOW?
UNDERWEAR,
NO BETTER WARE,
ANYWHERE.

Worth 50c. Our Price 37c.

Large and Growing Larger.

My stock has been on the increase ever since I commenced business, just 2 years ago, (Oct. 26th, 1901,) until now I am prepared to show you a large assortment at small prices in

GENTS' FURNISHINGS, HATS, STATIONERY, JEWELRY, UMBRELLAS, TRUNKS, DRESS SUIT CASES, &c

My Motto:—"THE MOST VALUE FOR THE SAME MONEY."

THOMAS H. EASLEY, 46 W. Main St.,
oct 16 Next Door to Shaw Drug Co., corner Main and John Sts., Westminster, Md.

We All Make Mistakes.

But don't make one this Fall in buying a Suit or Overcoat before you see the quality, style and price of CLOTHING AT



Sharrer & Gorsuch's,
WESTMINSTER, Md.

By Far the Largest Assortment Ever Shown in Carroll County.

Men's Suits and Overcoats	$3.00 to $20.00.
Youths' Suits and Overcoats	$3.00 to $12.00.

All our SUITS and OVERCOATS are stylish, well made and splendid values, but we want to mention specially our $7 and $8 ones. We made a fortunate purchase of these goods early in June and they are positively qualities and values that cannot be bought to-day to sell for less than $10.00.

MOTHERS, BRING YOUR BOYS HERE FOR THEIR FALL OUTFIT.

Nobby double-breasted Norfolks and 3 Piece Suits. Try a pair of our $2.50 CORD PANTS. You can get no better for $3.00. We also have cheaper grades. Boys' lined, well made Cord Knee Pants, 50c, 75c and $1.00.

DO YOU WANT A SUIT MADE TO ORDER?

Beautiful new Suitings in stylish mixtures. We still save you $3 to $5 on tailor made Suits. Every store sells 38c fleece! Underwear. We have the heaviest, best fleeced and finished Underwear at this price. Beautiful new line 25c and 50c TIES.

oct 11 1y 1 SHARRER & GORSUCH, Westminster, Md.

SHOES, HATS AND GENTS' FURNISHINGS.

Our stock is now complete, with all the new fall novelties and staple styles in

Shoes, Hats, Gents' Furnishings,

&c., to which we have given special and careful attention. We have the agency for the

Walk-Over Shoe

for men, price $3.50 and $4.00, and the

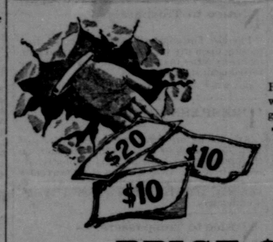
Dorothy Dodd Shoe

for women, $3.00 and $3.50. They have no equals. Splendid line of Ladies' Dongola Shoes, from $1.00 to $2.50. We can give you almost everything that is made in men's, women's and children's coarse Shoes for winter wear.

HATS. Our elegant stock of Men's Derby Hats, Alpine and other shapes, is not surpassed. We are glad to show these Hats, 'or we know they are right. All grades Derby Hats from $1.00 to $2.50. Alpine and Crush Hats from 50c to $2.00. Fine line Men's and Boys' Caps, 25c and 50c. Remember we carry everything that is new and up-to-date in Neckwear, Collars, Shirts, Gloves, Hosiery, Underwear, Suspenders, Overalls, Pants, Trunks, Suit Cases, Telescopes, &c. Come in and examine our stock even if you don't want to buy.

WM. C. DEVILBISS, 22 W. Main St., Westminster.

jan-7-02-1y



Why Throw $40 Away

BY PAYING $100 FOR A TYPEWRITER, when you can get an up-to-date, strictly high-grade machine,

The Wellington Visible Writer,

FOR $60.00.

Don't buy a Typewriter until you see THE WELLINGTON.

PRICE $60.00

"We make the statement positively that they are Absolutely the Best, excelling all others in simplicicity, strength, durability, and accuracy; we are using 75 of them in our Philadelphia and New York stores. They have our unqualified endorsement." JOHN WANAMAKER.

W. Riley Myers, Agent,

jy 17 1 y WESTMINSTER, Md.



To say they make photographs as good as

WILSON

is an acknowledgement.

The largest and best

EQUIPPED STUDIO

in Westminster.

Over Sixteen Thousand Negatives

dating back fifteen years.

Start early for

CHRISTMAS WORK

and avoid the rush.

The name is a guarantee. C. & P. 'Phone 813.

S. S. WILSON,

Successor to J. H. Krichton.

Next Door to the Postoffice.

DR. A. D. MANSFIELD,
Oculist, 99½ East Main Street,
WESTMINSTER, MD.

Hours 12 M. to 4 P. M. every MONDAY,

Diseases of the EYE and EAR treated.

No CHARGE made for an Examination of the Eyes for Glasses.

Special attention to School Children's Eyes. au 16 tf

WM. B. THOMAS
Banker and Broker,
NO. 73 E. MAIN ST., WESTMINSTER.

Discounts Paper, Loans Money, Negotiates Loans, buys and sells Real Estate, Rents Farms for owners and tenants.

PAYS INTEREST ON DEPOSITS. Rates according to time. Special attention given to collections. dec-9-1y

PLAIN and fancy Printing, Posters, Sale Bills, &c., done at short notice at this office.

AT AN AUTUMN FEAST.

Here's a toast to the autumn days.
To the forest with golden crown,
To the fields in their harvest beauty,
To the orchards, laden down,
To the little brown-capped crickets,
There 'neath the autumn sky,
Whose song will soon be ended
When they hear the pine trees cry.

And here's a toast to the story
Told oft 'neath the harvest moon—
The story that never comes too late,
Nor ever came too soon.
A toast to the hearts asunder,
That the peace of an autumn day
May right the wrongs of cupid,
Encountered along the way.

A toast to the hearts united,
That are safe from the world's great strife;
Hope for the ones who are hopeless,
Who have known but a shadowed life.
A toast to those who are living—
A prayer for those who are dead,
Longevity, health and happiness,
For those who are newly wed.

Another Interesting Letter from Mr. N. H. Baile.

The editor is in receipt of another very interesting letter from Mr. N. H. Baile and again takes the liberty of sharing it with the readers of the SENTINEL. This one comes from Arizona and is as follows:

GRAND CANYON, Nov. 1st, 1903.

To-day has been the greatest day of our lives—Mrs. Baile's and mine. We arrived here yesterday p. m., intending to leave to-day, but some friend whom we had met insisted on our going down the trail on horseback to the Colorado river, seven and a half miles, with a descent of forty-four hundred and thirty feet, over a bridle path that cannot be described. It must be seen, and it cannot be seen except by making the trip. There were ten of us started, three ladies and seven men, with two guides. We had gone about five hundred feet when one lady would have fainted and fallen from her horse if her husband had not jumped quickly from his mule, behind me, and caught and lifted her off. He administered camphor and whiskey, and led her back to the part of the party who did not care to make the trip. That put Mrs. Baile next to the guide, Mrs. ———, of Lewistown, Illinois, next and I next. We had gone but a short distance when Mrs. ——, called to her her husband, who was next behind me, to come, come quick. The guide stopped "Midnight," his mule, ran back past Mrs. Baile and lifted the lady from her horse. When I tell you that the trail is just wide enough for the animals to walk you will not then comprehend what a mountain trail is, that goes down along the side of the rocks zigzag and at any place from one to six hundred feet straight down. When the animal peers its head over the precipice and turns short round, no pen can describe, no person except by actual experience can realize, the sensation produced, and it takes an iron nerve to make the trip. When Mrs. ——— fell out of ranks it left Mrs. Baile the only lady and she said: "Gentlemen, I am going to continue," and the whole party cheered her. We went from bad to worse and had we not been assured that the horses and mules were absolutely sure-footed, we certainly would have dismounted for you could not turn round. Mrs. B. rode a grey Indian pony—a jewel—named Babe. I rode directly behind her and that little animal never made one misstep to the edge of the Colorado river, where the rushing river is three hundred feet wide, and the banks are almost perpendicular. When I say banks, I mean rock of almost every hue and color. Here we lunched—the luncheon was carried by the guide—and after trying to throw stones across the river and gathering some stones of almost all the colors of the rainbow, we mounted our horses and started to retrace our steps. Really it was worse coming back than going down, and if any person was placed at the river bed, and told that man or horse could climb to the top of the canyon it would simply seem an impossibility. Nevertheless we did return in safety to the "Bright Angel" Hotel, at six o'clock, after having been in the saddle from 8.30, with forty-five minutes for lunch.

We were obliged to dismount at one place and walk down steps where it is unsafe to ride. The animals follow down and same coming up, just like cats, going down standing on their heads, and coming up almost standing straight up. The steps are cut out of solid rock and I think there are thirty-nine, which drop you nineteen and a-half feet, almost perpendicular. It is marvelous how the trail was ever made, and how horses and mules were ever trained to travel the dangerous path is a marvel to me. Well, if there is any person in Carroll who ever made the trip, they will appreciate this. To those who have not they cannot have any idea whatever of the dangerous and hazardous trip. On the road down Mrs. Baile spied a monster mountain goat. He stood and looked at us until we came within 300 yards of him, then leisurely trotted of, occasionally halting to take another look at us, then climbed up the mountain side toward the plateau, which has some moss on it, and soon got out of our sight, or rather, we got out of his, for we followed the path. It was the first one seen this summer. Well, we are back. Every person cheered Mrs. Baile and she feels quite brave. We conclude that we would not have missed it for anything in reason, but we would not make another trip for the prettiest one hundred dollars in gold we have ever seen.

To-night a carload of people, whom we met in San Francisco and Los Angeles, arrived and they are all booked for the trail. I trust we will see them start in the morning, before we take train for Pueblo and Colorado Springs. We are well and certainly have had a delightful time.

NACE.

House-Cleaning Day.

From Saturday Evening Post.

The human tide has been setting back to town. Be he President or Governor, hotel waiter or sneak thief, the city-bred American to-day has packed his gripsack and has hied from ocean beach or cool woods to air thick with asphalt-dust and bituminous soot, and seasoned by germs of smallpox and diphtheria.

In fact the housekeeper stands between him and death. It is her hour of triumph. She attacks his home, his unswept home, she opens up every hiding place of dust, miasma and roaches, she flushes every poisoned cranny with water and disinfectants. Disease germs flee before her scrubbing-brush and broom.

It is a homely but significant fact that we all instinctively try to bring to our town homes on our return to them someting of the wholesome strength and life of the woods and sea. There is no sentiment in the thing. It is the day of the murderous germ and death-dealing microbe. We must "clean house" if we would keep alive.

Putting aside all religious or perfunctory views of a man's every-day life, would not a yearly "cleaning up" of it stand him in good stead? It may not, perhaps, be in very bad condition. Not many of the men whom we nod to every day are murderers or thieves; they are not rotton at soul. The majority of us mean to do right. We may grow weak when we smell liquor or touch a card, or we may lie a little now and then, or even cheat a customer on occasion; but we want to do right in the main; we have our solid good qualities which God and somebody else—usually a woman—know.

But these poisonous fungus growths in us flourish in the dark. Why not let in the light on them now and then?

It is not always going to church that will do this. But let any man, with hard common sense and keen insight, tear out his own inner self as his wife is now tearing out his house and the result will be more happy than that of many sermons. What are those unclean fancies cowering out of sight like poisonous gasses? Bring them into the daylight.

Spare no unclean thought, no rank fancy. Throw them out. Make room for clean, strong affections, for hearty fun and honest purposes. The wisest man may take a hint from the poor-house-mother and set about cleaning the impure dwelling where his soul now sits ill at ease.

Letter to John Gerke,

WESTMINSTER, MD.

Dear Sir: You'd strike it rich if you could find a way to shave your customers in less time, for less cost, and make the shave last twice or three times as long.

You wouldn't shave the same person so many times, or get so much of his money; but the whole town would be talking about you, and everybody would come to you for a shave.

Devoe lead-and-zinc is exactly that in paints. It takes fewer gallons, and it wears longer. Costs less for the job, and you don't have to do it again for years and years—six years at least.

"Fewer gallons; wears longer." Takes fewer gallons to paint a house with Devoe lead-and-zinc than with mixed paints; and it wears longer than mixed paints or lead-and-oil.

Yours truly
F W DEVOE & Co
New York

To Succeed.

A Chicago business house sends out the following card to its salesmen:

Be personally interested.
Be progressively alive.
Be physically active.
Be prodigious in energy.
Be pushing in business.
Be punctual in appointments.
Be painstaking with customers.
Be patient with cranks.
Be polite to kickers.
Be pleasant to all.
Be partial to none.
Be plucky at all times.
Be peaceably inclined.
Be positive for principle.
Be productive for good.
Be protective to the weak.
Be pronounced for the right.
Be persuasive in argument.
Be profuse in amiability.
Be perfect in conduct.
Be precise with orders.
Be profitable to the house.
Be particular in all.

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