THE HIGH WAR PRICES

A farm supply dealer serving a rural district was telling the other day about advances in prices, and speculating as to who were getting rich out of it. He told as an illustration the experience of his own concern with dynamite. Before the war, they bought it for 13 cents. Now they paid 30 for the same article.

Early in the war, they had stocked up heavily at 13 cents. They contented themselves with advancing the retail price to only 20 cents. They felt justified in asking this, as in many lines, they expected to meet losses on depreciation of values after the war.

This is a typical illustration of how the store located near home, dependent on the near-by community, tends to keep prices steady and keep out of speculation. But there are many firms who distribute goods over a wide aera, that would not question a moment about putting their dynamite up to 35 cents, even had they had it on hand at old prices. They take advantage of all fluctuations. Some big fortunes will result from the war in this way.

The firm that protects its customers may not be philanthropic, but simply is looking at business in a bigger way. The dealer above referred to said, that by keeping the price of dynamite fairly low, they pleased their trade, and did one more thing to build up a loyal patronage. Furthermore, had they jumped the price, the result would have been to check the use of dynamite. Farmers had just begun to buy it extensively for breaking up rough land, and a higher price would have stopped this in a large measure. He believed they would sell more dynamite in five years by keeping prices moderate.

But there are some business men who don't see a point like that. Perhaps it might apply even in the matter of the present high cost of gasoline. It is a general rule that the public does not like to buy articles subject to large fluctuations, and that where prices go up very high, substitutes are found.

GETTING THE BUSINESS OF NEW PEOPLE

One reason why the advertising game is such a leading factor in modern business is that population is so constantly changing.

Years ago people used to settle down in one place and live there all their lives. Having grown up in a place, they knew all the merchants from way back. They had some idea as to who was enterprising and alert, and who was slow and indifferent. Advertising was useful then, but not so wholly necessary as now. But many merchants are still trying to do business as these conditions still existed.

Nowadays the population of most towns is very fluctuating. If a store is satisfied merely to keep its old customers, it finds that a certain proportion die off each year. A far larger proportion have moved elsewhere of new people come in. It is a common remark, even in small places, that the town is full of new faces.

When a new family comes in, they immediately want to know where to trade. They know nothing of the history or reputation of the merchants. The first thing they do is to buy a newspaper and find out what stores are advertising. Usually they open up accounts with merchants whose notices they have read.

A man may have done business for a lifetime in his old location, all of it honorable trade. He may have given good value all these years, and have an established circle of patronage. The newcomer knows nothing of all this. Indeed he is a little suspicious of old established firms, knowing that sometimes they live too much on old reputation.

Business relations made with newcomers through advertising usually prove permanent. The man who advertises realizes the necessity of making good promises he puts into print. He gets the cream of the new trade, and wins the friendship of new people, who to less enterprising merchants are wholly strangers.

THE FUTURE OF COLLEGE STUDENTS

Figures of the plans of the Yale college senior class were given out recently. There are 126 of them who will enter some form of business, while but 70 of them will become lawyers, and only nine clergymen. This is a great change from the years when most college graduates went into the professions.

The big motive governing this choice seems to be the matter of money. Business is popular because it offers a chance for large returns. Law is the one profession that is still favored, since it too, has chances for big incomes. But it is an overcrowded profession. Many young men have little liking for the long solitary wait after a student has hung out his shingle, with years of anxious listening for footfalls down the corridor.

The college students are supposed to have spent their four years in contact with the world's great philosophies. These frown upon the search for wealth, and exalt plain living and high thinking. But the world's golden prizes look much more shiny and alluring.

THE DEMAND FOR COOKS

A New York hotel proprietor writes to a newspaper in that city complaining of the difficulty in finding competent men cooks. He thinks that cooking should be taught to boys as well as girls. He reports that many a chef gets his $10,000 a year, while a competent cook's assistant in a hotel gets $80 to $150 a month and board, rates of wages denied to many persons in more pretentious employments.

It looks like a promising field of effort. But it is to be feared that men would cherish intuitive prejudices. They would like the pay, but don't take to wearing aprons. Even if they merely sat in an office and gave orders, it would seem like women's work.

The chances are that the women will capture most of these prizes. They are hardened to cook stove odors. They may have no keener sense of taste, and no greater constructive art in kitchen confections. But one would feel surer that there working quarters would bear inspection for cleanliness at all times.

FOR YOUR CHILD'S COUGH

If your child has a cold, nose runs or coughs much get a small bottle of Dr. Bell's Pine-Tar-Honey. Its a pleasant Pine-Tar-Honey syrup, just what children like and just the medicine to soothe the cough and check the cold. After taking, children stop fretting, sleep good and are soon entirely well. Insist on Dr. Bell's Pine-Tar-Honey. 25c at your Druggist 1

EARLY FRUITS AND VEGETABLES

The enormous amounts of early fruits and vegetables shipped from the Southern climates into Northern markets are one sign of growing wealth and luxury in this country. It is a business that increases with every spring.

The eating of fresh food out of season was once considered a costly and wasteful luxury. It is so today for families of moderate incomes. But facilities for transportation have so improved and Southern farming has so expanded, that such products are often much cheaper than one could expect.

People to whom money comes easy can hardly spend it in any more wholesome way. The fresh tang of new garden products stimulates the human body. And the business employs a small army of people in healthful open air employment and brings prosperity to many rural districts.

THE PRICE OF HUMOR

If the philosophers had their way the most highly paid people would be the inventors who lighten toil, and preachers, teachers and social workers who make the world better. But judged by the money test the highest rewards go to such as Charlie Chaplin, with his $670,000 for a year's work as movie star. Beside him the president of the United States, all college presidents, most business men, and even ball players, are mere office boys. That is, by the money standard.

It is a world of hard work and disappointments. Millions of people have the blues. The funny man who diverts them from the sour facts of life is a benefactor. They go to see him again and again. He can charge his own price. The movies syndicate his fun, allow him to appear simultaneously in a hundred cities, and multiply receipts.

Yet the world is full of people who have the gift of saying and doing funny things. There are everywhere dry humorists the reputation of whose sayings covers a town or a county. They are particularly common in country life, which develops a reflective temperament that can see incongruities. Such humorists rarely draw a dollar for their fun. They are usually of a philosophical type, and do not care much for money.

A great many things which sound amusing when spoken seem very flat when reduced to print. So the gift of writing good humor is less common. There is such a demand for it that a good deal of imitation stuff is printed and eagerly read. But so many people are trying to do it, that this form of humor gift is not usually very well paid.

The world has very few Charlie Chaplins, though the movie business will tend to develop them. It is quite another proposition from the commoner kinds of humor. The film funny man can't reinforce his jest by the tone of his voice, nor the whimsicality of his remarks. He must have some intuitive sense of eccentricities of motion, pose, and gesture. The imitators of Charlie Chaplin are legion, but few "get by."

WORKING PEOPLE IN "DRESS SUITS."

A newspaper dispatch some days ago reported that the Moulders' Union of Worcester, Mass., had been notified to wear dress suits to their annual dance. The item said other trade unions would do the same thing. It was claimed this would remove social distinctions, make the workingman feel his own dignity.

Is the idea of wearing "dress suits" spreading among all classes of men? It would certainly be a shock if the farmers should put them on. Yet no one would have predicted 15 years ago that their wives could make them don a biled shirt, starched collar, four-in-hand necktie and other raiment to compare, and dance the contra at the grange. Now "they're all doin' it."

Formerly one had to go to swell tailors for this article of attire, that is unless he were satisfied to rent of Solomon Isaacs. The man of clothes brought out his finest broadcloth and gorgeous linings. He dwelt so eloquently on the elegance of the product, that one usually bought his most costly styles. Many young men have gone beyond their means on this item. A clerk with a job in a new town might buy his dress suit before he paid his landlady.

The common custom among table waiters of wearing dress suits has made this article of masculine wear more common and accessible. Ready made clothing factories turn them out by the bale, adapted with great skill to various eccentricities of the human figure. Some men make them last for a life time for dress up occasions.

The first time a man puts one on, he luxuriates before the mirror at the glorious sight. He has a new idea of his own importance. The Worcester, Mass., moulders, if they are human, will feel a sentiment of pride superior to that produced by turning out the best casting. To many men who have become accustomed to them, the bother of starched shirt fronts, refactory studs and ties, seems a nuisance. They approve of fine feathers for women, but believe the male of the species should be sartorially inconspicuous.

Secretary McAdoo and his party of Argonauts sailed recently for Beunos Aires, where they will attend the deliberations of the Pan-American Joint High Commission. Mr. McAdoo will tell the Latin-Americans how he fools the people of this country in regard to the net balance in the general fund of the Treasury Department. In other words, his interpretation of the golden fleece.

"Any rags, any bottles, any bones today?

Its the same old holler in the same way!"

This is the song the Department of Commerce is singing. In another one of those "Confidential—(Sh!) for use of MORNING PAPERS" effusions which make their diurnal flight from the Redfieldian publicity headquarters, we are asked to save our rags for by so doing it will "mean genuine relief to our paper industry and a diminished drain upon our sources of supply for new materials." The Department of Commerce declares that it will be glad to put inquiries in touch with manufacturers who are interested. So if any of you have any old rags to sell the department will be your agent. Most of us, however, will be obliged to wear our old rags until Republicanism and resultant prosperity illuminate the land.

Some time ago the department wanted to go into the bone business on Pribilof Islands. Bottles and old junk next.

After complaining because the newspapers are using a poor quality of paper, some people will go out in the back yard and proceed to light a large bonfire consisting of rags and other old paper stock.

THE DAIRY

MOTTLED BUTTER IN WINTER

Defect Is One of Workmanship and Can Be Overcome by Application of Proper Methods.

(From Weekly News Letter United States Department of Agriculture.)

Mottled butter is frequently found on the market at this time of the year, and, even though it may be of very good flavor, it is strongly discriminated against by the purchaser. As this defect is one of workmanship, it can be overcome by the application of proper methods on the part of the buttermaker.

Mottles are caused primarily by an uneven distribution of salt in the butter. This may be produced by insufficient working of the butter or by churning, washing and working it at a very low temperature, or by washing or working it at a temperature several degrees higher or lower than the churning temperature.

When the quantity of butter made in one churning is much less than usual, it is necessary to work it a greater number of revolutions of the churn than usual in order to produce the same results on the butter.

Extremely low temperatures of churning, washing and working should be avoided, because they produce so firm a butter that it is only with great difficulty that the salt can be worked uniformly into it. High temperatures of churning, washing and working must be avoided to prevent an abnormal loss of fat in the buttermilk and also the making of a greasy, leaky butter.

Great variations in temperature during the manufacturing process should always be avoided. Under normal conditions the temperature of the wash water should be the same as, or within two degrees of, that of the buttermilk.

When the churn room is so cold that the butter becomes chilled before working is completed, mottled butter is frequently the result. To prevent this it is preferable to increase the amount of working rather than to raise the temperature of the wash water.

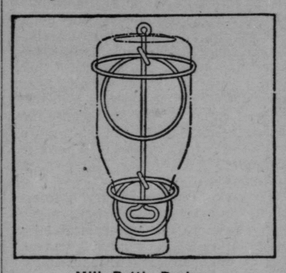
Mottled butter, then, may be prevented by using methods that will insure a uniform distribution of salt.

SUPPORT FOR A MILK BOTTLE

Recently Invented Device Holds Vessel in Such Position That It May Be Thoroughly Drained.

Describing and illustrating a bottle drainer, invented by C. H. Taylor of Newburgh, N. Y., Scientific American says:

This invention provides a cheap, strong and reliable device adapted to support a milk bottle or the like in such position that it may thoroughly



Milk Bottle Drainer.

drain with the mouth portion open or free, and whereby the bottle may be filled in position to be collected by the milkman if desired. While especially designed for use in connection with milk bottles, the device is not so limited in use.

DAIRY NOTES

Consider records more than appearance in buying a cow.

* * *

The sun dispels foul odors and makes the air sweet and wholesome.

* * *

There is more money in a good milker than in any other man on the farm.

* * *

Be sure that the calves get all the sunshine that is coming to them this winter.

* * *

Thorough milking tends to develop a cow's udder and increase her milk capacity.

* * *

Train the youngsters to lead. No heifer should reach her first birthday unbroken to the halter.

* * *

The brush and comb are just as necessary to dairy success in winter as the milk pail and scales.

* * *

Where more than two cows are milked, the calves should not be allowed to suck after the first day.

* * *

Few schemes of farming can succeed with the cow eliminated, and the better the cow the larger the profits.

* * *

If you curry the old cow with the milking stool, don't get mad if she massages you in the ribs with her hind leg.

POULTRY

CONSTRUCTION OF HEN HOUSE

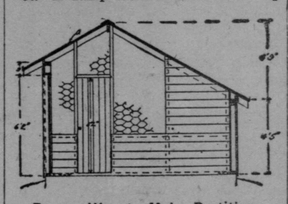
Few Practical Suggestions That Will Be of Much Assistance to the Poultry Keeper.

(By J. G. HALPIN and C. A. OCOCK, Wisconsin.)

For success in poultry keeping it is necessary to have a suitable house which will protect the fowls from inclement weather and from their natural enemies.

It must be remembered that from the standpoint of the hen, appearance makes very little difference, but the house must be so built and so arranged that it will be a comfortable place for the hens to live; otherwise they will not thrive and production will not be satisfactory. On many farms the hens are not provided with a house constructed especially for them, but are housed in an old building originally made for some other purpose. As a rule this sort of a house is not economical, for, unless it is constructed especially for hens, it will seldom be found possible to reconstruct it in such a way as to make economical production possible.

Poultry houses should be located where it is dry and well drained. If the ground is not naturally dry, it should be ditched and drained artificially, for poultry will not thrive in a house when the floor is constantly wet. A damp location means a damp



Proper Way to Moke Partition.

poultry house all the way through, and the result is that the fowls are affected with many troublesome diseases.

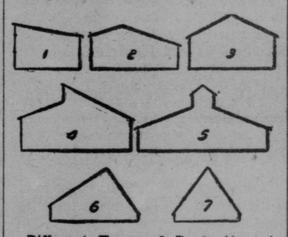
Houses should be placed so that they will not be subject to violent winds, yet good air and drainage are essential. A house should never be placed in a low, damp spot where early fall frosts are likely to occur. These places are always cold and unhealthy for fowls.

One hundred hens will thrive in a pen 20x20 feet, that is four square feet of floor spae per hen, but one hen will not thrive in a pen 2x2 feet. In a large pen each one has a chance to wander about over the entire floor space, thus getting more exercise.

Generally speaking, it is far cheaper to build a wide house than a narrow one. A house 20x20 is cheaper than a house 10x40 and contains as much floor space for the hens. A house 20 feet wide, however, will be found impracticable for some types of roofs and will not be found satisfactory where one wishes to keep a number of small breeding pens. There are several common types of roofs used on poultry houses.

Just which style of roof should be chosen is largely a matter of personal preference, but the type of roof will be found to influence the cost of construction to quite an extent.

Wherever there is only one poultry house a partition is always advisable as it permits one to keep the hens sep



Different Types of Roofs Used In Poultry Houses. 1 is a shed roof, 2 a combination roof, 3 a gable roof, 4 a semi-monitor roof, 5 a monitor roof, 6 a slanting front roof, and 7 an A type roof.

arated from the pullets early in the winter and makes it possible later to make up a breeding pen of the best fowls. In a small house, that is one not over 30 feet long, one should use boards for the partitions for about two feet from the floor. The rest may be made of wire or cloth except between the roosts of the different pens, where the boards should run to the roof.

Feed for Growing Ducklings.

Growing ducklings thrive best on a feed composed of equal parts, by measure, of corn meal, ground peas bran and middlings, all made into thick mash, either with scalding hot water or milk, the latter being the better. The mash is improved by adding short-cut green grass, clover or some other green stuff, and a few handfulls of coarse sand.

Bad Air and Incubation.

The atmosphere of a cellar where vegetable are kept is not fit for an incubator. The air, according to Popular Mechanics, is charged with carbonic gas, which is fatal to young chicks.

NOTICE

TO THE POWDER USER

Those who have used or want to use JONE'S GEM POULTRY & STOCK POWDER

can get it of their store keeper as Albaugh & Babylon are the distributors.

Thanking my patrons and friends for their interest and use of these specifics and hoping for its continued use by them, I remain

3 24 2t H. J. JONES, Proprietor.

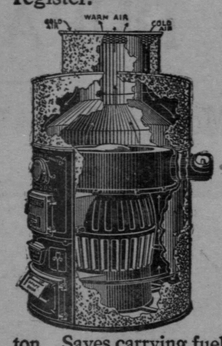
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A good and time tried remedy is Dr. King's New Life Pills. The first dose will move the sluggish bowels, stimulate the liver and clear the system of waste and blood impurities. You owe it to yourself to clear the system of body poisons, accumulated during the winter. Dr. King's New Life Pills will do it. 25c at your Druggist.

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FOR FLETCHER'S
CASTORIA

No Cost for Pipes

because there are none. The Caloric Pipeless Furnace gives perfect heat all over the house with one register.



You can easily and cheaply install it in any house new or old because you don't have to cut holes in the house for pipes. Saves time and trouble in tending fires and makes every room comfortable. The efficient one-register

PIPELESS CALORIC FURNACE

is guaranteed to save you 35% of your fuel. Patented. Designed on scientific lines and has exclusive features. Burns coal, coke or wood. Consumes fuel thoroughly, giving full heat value from every ton. Saves carrying fuel and ashes up and down stairs and lessons fire danger. Will not spoil produce in cellar.

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We Make Automobile Parts—
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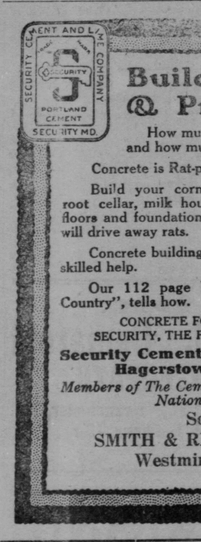
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Concrete is Rat-proof, Fire-proof, Time-proof.

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Concrete buildings are easy to put up with unskilled help.

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Will knock out LA GRIPPE
For Sale by all Druggists and Merchants, or sent by mail. Price 25 cents
Joseph B. Boyle, Druggist. Westminster, Md.

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I write all Insurance in STANDARD COMPANIES AT STANDARD RATES. Which are as cheap with better security than non-Standard Companies.

I am prepared to write all classes of Fire and Tornado Insurance in the very best STANDARD COMPANIES at the very best STANDARD rates, with the very best STANDARD Security

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Quality and Beauty Throughout

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Phones 135-j and 48-w
Service Station Chase Street

John D. Bowers

Fancy and Staple
GROCERIES

Thanking my friends for their kind patronage and good will during the past year, and hope to merit a continuance of the same.

I am in a position to give them the best goods at the lowest prices: And will endeavor to please and accomodate them, and especially when we have any deals or new things to offer.

Our line of Fancy Groceries are the largest this side of Baltimore.

We will keep up our reputation as to quality and freshness of our Fancy and Staple Groceries.

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Estey Weaver
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SUCH AS

Eggs, Chickens, Calves, Pork, Potatoes,

and everything in the Commission line, after Tuesday, Jan. 4, 1916.

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COFFINS AND CASKETS
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which we offer at lowest rates. An examination of our stock is solicited before purchasing elsewhere, as you can save money by buying from us.

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