FACTIONS IN TOWN LIFE

One of the greatest difficulties in promoting civil improvement is the presence of a factional spirit. This is more characteristic of small villages. Yet it is seen in many places that are big enough to know better.

When a good proposition for civic betterment is made, it often fails to attack any notice. If you ask why, you will be told by influential people that it didn't come from the right quarter. It did not have the backing of the peprsons who are prominent in business and society, and consequently that type of people wouldn't listen to it or attach any importance to it. There is a great tendency for people to ally themselves socially in cliques and sets.

If a civil improvement proposition comes from the other crowd, it is dropped by all outside the bunch where it starts. It is surprising how people will let their civic interests be overshadowed by petty business concerns. If a man becomes engaged in controversy his business friends will stand by him regardless of the merits of the case. If he is aspiring to office, and his business friends know he is unfit, yet they will put him over, knowing that the public interests will suffer. The community interest comes last in their thoughts.

In many places race origin, religious connection, and relation with fraternal organizations, sway public interests. If a certain group has not had a sufficient share of public favors, off with the heads of the public officials. All the work and functions of the municipality are looked upon as pork. People will denounce graft spirit in Congress and the Legislature. But when it comes to saying who shall have a certain job in their own town, it must be someone to whom they are bound by personal or social or business tie.

And yet these same people complain the most biterly of the poor way public work is done, the low condition of public services, and the high cost of town and city and state government.

WINNING THE WAR—VALUE OF DRILL

Many people, reading how trench fighting has abolished old styles of military formation, wonder what is the use of all this drill at the army camps. It is not as in the Civil war, when the armies faced each other in serried ranks. It is more like irregular Indian fighting.

To this it can be replied that the strict drill of military science according to the standard formation, is a splendid practice in enabling a man to think and act quickly. The raw-recruit finds his mind does not act with any speed. He gets his feet tangled up with each other, he falls out of line. After a few weeks of it his mind and muscles are most alert and he can act instantly and correctly in obeying orders.

Drill gives the individual soldier the confident feeling of being one of a mass of men. And it enables those men to be handled in the least possible time, so that they can be most effective either for offense or defence.

It is a great art for an officer to get these results. He needs even more than the men the power of quick thought. While the men are doing one thing, he must be able to think quickly and know what they are to do next. His orders must be given in a clear, peremptory voice, with a certain explosive force. He must learn to open his mouth so that his orders could be heard amid the tumult of battle, and in wide open air spaces.

He needs to learn consideration for his men, not to put them through difficult ground except for good reason. Personal appearance counts something, as the soldiers will follow a trim, clear looking man better than a slouchy one. Drill, and the commanding of drill, is what makes the soldier, and it is what turns raw levies into a unified striking force.

STRENUOSITY

A certain class of literature much in vogue nowadays adminishes young people to strive and struggle with all their might for business success. For the majority of persons it is very good advice. Most people work by the clock, their mind is not always on their task, and when time is up they think and plan no more for their advancement. Then they wonder why they don't get ahead.

Meanwhile of those who are really striving and pushing ahead, as our apostles of vim and vigor are urging, half of them injure their health by the time they have achieved their business goal.

It is too bad that the lazy people and the strenuous ones can't be a little more mixed up and share their qualities with each other. A business success attained at the cost of a physical breakdown is hardly worth while. The man of good common sense works with all his might during business hours, and then he takes recreation enough so that he keeps in physical trim. This working nights and Sundays may pile up riches a few years quicker, but the prices must be paid, and often it is an early end to one's cereer.

THE GERMAN VIEW

Our people are not fighting for any particular city, country, or tract of land. Wha tthey are fighting for is to get it out of the heads of the German people that war is a paying proposition.

The German military experts have been beating it into the heads of their people for many years that war is a paying game. By war valuable territories and their resources can be seized and made available for commercial expansion.

As to the cost of war, the German people have believed that the other fellows could always be made to pay that. As the result of the Franco-Prussian war, the German got Alsace—Lorraine with coal and other mines tremendously valuable in commercial expansion.

From the standpoint of robbery and piracy, it was a big paying proposition. It is not surprising that it has become thoroughly ingrained in the German mind that a prosperous nation must have a war about once every 30 or 40 years, and that it must be strong enough in a military way to dictate terms of peace, and make it a paying proposition.

If this war ends so that Germany still thinks war pays, there will be another war in due time to gather in some more spoil. Meanwhile all the nations will have to provide an enormous standing army and navy so as to be ready for instant mobilization, the moment Germany thinks the time has come to start on another pirate cruise. As the nation that hits first gets a perfectly tremendous advantage, every nation will have to be so perfectly organized that it can hit Germany before she hits them. That means a staggering burden for armament. It is cheaper to finish up the job at once, and get it out of Germany's head that war pays.

WOMEN DRUMMERS

The New York dress manufacturers are putting on a good many women as trevelling salesmen. This is a field formerly filled mostly by men. The last census shows 161,027 men employed as commercial travellers, and but 2593 women.

A facetious objector asks who will invite the prospects out for a drink, and peddle around the gossip and stories? Yet these New York manufacturers report that in many cases their women representatives are selling more goods than men.

Formerly commercial travellers were a sporty and convivial crowd, who had many smart tricks for working the trade. The drummer was a breezy sort of a bluffer, and he coaxed, cajoled, or browbeat his victim if he could. Many people could be hypnotized by these arts.

Of late years the character and ability of commercial travellers has greatly improved. Buyers resent attempts to get their trade by indirection. The new women drummers will meet stiff competition. But the draft has taken many men away, and there is plenty of room for new workers. There will be women who will try the appeal of sex and flirtatious ways. But the business community is very suspicious. When it opens up shop it shuts out other considerations than business.

The successful saleswoman will make her approach impersonal, and on a strictly business basis. Women are usually better talkers than men. They have a keener intuition of what is going on in other people's minds. They ought to have a tactful and winning way of approaching a business deal. Clothing and house furnishings are right in their line. They would know what would appeal to women. The coming years may see a big share of this field of effort given over to them. It's worth any ambitious woman's attention.

POPULARIZING CORN

The food administration has canvassed the country to secure pledges for observance of wheatless days. It exhorts the peole as a patriotic duty, to eat corn and save wheat. Yet you can't accomplish an end merely by urging it as a moral or public duty. Sometimes the more you preach to people, the less they want to do a thing.

It would be much more effective to make corn products so very attractive that people would all rush to buy them. And it seems a very queer thing that in this time when people are urged to eat corn foods, some of these staples on which people used to thrive and which they used to enjoy and seek after, cannot now be had.

For instance, it is reported from widely different sources that you cannot get hominy any more. That has been a staple breakfast food for a generation in millions of families. A great quantity of corn can be used in that way. But if the producers are not making it any more, the families that are accustomed to it will take wheat products and still further deplete the already short stock.

Another food which the old timers used to like was hulled corn, usually eaten with milk. The old restaurant always used to serve it. But who has been seen eating it since the war began? The wheat pinch is now being very keenly felt in France. Our allies are nearly out of it, and have received only about two thirds of what was promised from this country. Six months must yet pass before any new flour comes in. The wheat saving campaign must become more popular.

It would seem as if the food manufacturers should put their wits to work to popularize substitutes for wheat. Let them put out some new brands of corn cereals and corn flour with attractive names, put up prettily and well advertised. Done in this way a great amount of wheat could be saved. In that way the food conservation program would work along the line of least resistance.

MAIL ORDER SHOPPING

There are some people who think it is a paying proposition to send money away to distant mail order houses for the purchase of home and personal supplies. In more cases it is done on impulse, after seeing a pretty catalogue cut.

Such people disregard the fact that they can get the same thing at home in the stores of Westminster, without paying anything for express or mail. If they seem to get a lower price, by mail order, it is usually because the goods are seconds. Also such people should think what they lose by not seeing purchases personally, and talking them over with the salespeople.

A person who went into a store and ordered any article sent up to the house without examining it would be regarded as a fool. It would do with a package of breakfast food, or a cake of soap of some known standardized make, where one article is just the same as every other. But in all clothing and house furnishings and most other supplies, personal examination is necessary for an intelligent purchase.

The careful buyer knows the advantage of the close inspection of goods which she gets when buying at home, and of securing information about them from salespeople. Defects are thus often uncovered. It frequently proves that a less costly article can be made to fill the bill. Thus the time spent in personal examination of goods is very productive. It averts disappointments, secures the most for the money, and assures the buyer that she is getting what she wants.

When you buy of some distant house you throw away all these advantages of personal inspection and inquiry. It is like walking into a store blindfolded and paying your money "unsight and unseen" as the boys used to say in trading jackknives. It is not intelligent buying and it does not pay.

MODERN ROAD BUILDING

Before discussing the question of building a road that will stand modern motor traffic, the question may well be considered whether any new road building is to be attempted this spring. Some of the economists of Westminster, are already saying that this is no time to spend money on new street work.

They claim that in this time of war and heavy taxes, it will be impracticable to make any permanent betterment of the highway and that all that can be attempted is to pach up here and there, and keep the surface from wholly going to pieces. This point of view fails to recognize that with the burden our highways now have to carry, the conditions of the streets is all the time deteriorating.

Unless a certain amount of permanent work is done each year, our streets will soon be in a deplorable condition. But when a road is given a foundation of substantial material, it will last with care for a good many years. If a certain amount is done each year, the roads will in time reach a condition of permanent dependability, with a less expense for maintenance than is now called for.

It used to be thought unsound policy for any community to go into debt for roads. The older economists felt that a municipal or county government ought never to owe more than two or three per cent of its valuation. But that is a condition that does not exist in most forms of private business. Commercial enterprises will take on obligations to a much proportion of their assets.

Hence, there has been within the last few years a pronounced movement to do permanent road building on a large scale, and borrow the money to bring it about. It makes all the difference in the world how such an undertaking is handled. Where local or state government is in the hands of politicians who would spend the money recklessly, it is a dangerous policy, but with good business management it is a perfectly sound proposition.

THIS WAR OF SCIENCE—GERMANY'S SUBMARINE CAPMAIGN

The most recent returns of sinkings by submarines have seemed a little more favorable to Germany than was expected two months ago. For quite a number of weeks the Germans have been sinking regularly from 17 to 21 British merchant vessels. With those of other allied nations being sunk the total is still a very heavy loss, much exceeding the total construction of ships so far secured by our allies and ourselves.

Also much has been said of late about new German submarines of exceptionally large size. There is no doubt that Germany will attempt a new drive with these big U-boats. These craft could carry enough oil to take them 9,000 miles. They will have room for an abundant supply of torpedoes. They will have comfortable quarters for the crews, considered superior to those provided on our destroyers.

The Germans boast over the fact that these boats will carry six-inch guns. It is claimed that this will make them capable of engaging on equal terms with any armed merchant ship, in which the submarine will have the advantage of being able to drop out of sight at any moment. The reply of our naval men to this proposition is first, that they doubt if any submarine has yet been built that would carry a six-inch gun. But the big and little submarines still constitute a terrible menace that must not be underestimated.

A practicable safety can be assured to shipping across the Atlantic where a group of vessels is conveyed by destroyers. About 90 percent of the vessels now going across the Atlantic are thus protected. The proportion of loss among conveying ships is very small.

Our government must push the building of destroyers, hydroairplanes, and merchant ships to a limit, for Germany is going this year to strain every nerve to cut the life line of supplies to our army in France.

FREEDOM OF THE PRESS

The Philadelphia North American manifests an inspiring optimism in felicitating itself and the country upon the release or the prpess from the bondage of a partisan censorship. Certainly the country is to be congratulated if a new light has come to those papers which have felt that loyalty to the nation required them to close their eyes to disastrous incompetency and to remain silent when telling the truth would be embarrassing to the administration. Said the North American, in the couse of a columnlong editorial.

"With the press ungagged and a dishonest censorship discredited, the public will not be stupefied again by the waves of a boastful and deceptive poison gas from Washington, but will have a clear understanding of the war and will be able to scrutinize at least the general system of management."

All of which has an encouraging sound. Freedom of speech and of the press as it has always been, the bulwark of liberty. When Louis Napoleon, who had been elected President of the French Republic, pulled off his famous coup dietat and established himself as emperor, the first thing he did was corrupt a part of the press and terrorize the rest. With the press afraid to tell the truth, he was safe so far as domestic affairs were concerned. His overthrow came from outside of France; not within.

Fortunately, no considerable part of the press of this day and nation can be either corrupted or terrorized. Fortunately, also, the people of America have such keen appreciation of the vital importance of a free press that they will consent to no abridgement of its rights. It is true that many editors were misled into suppression of facts through the plea that to tell the truth would be helpful to the enemy. Now that developments have demonstrated fully that secrecy was helpful to the enemy, there should be, as the North American intimates, a full and free discussion of all proper subjects of governmental policy and management.

NO GAME LAW ON "PORK"

It is a dull mind in Congress that cannot find some connection between any measure which a Representative favors and the winning of the war. The annual "pork" bill is classified thus by every advocate of appropriations for rivers and harbors, and the proponents of most of the items show pugnacity worthy of a better cause. Mr. Madden of Illinois has been especially active in exposing the fallacies of this kind of argument and the enraged "pork" hunters occasionally try to take him off the floor by a time-honored device of drowning his words with cries of "Vote," "Vote." But the Chicagoan has been too long in Congress, too long in public life, too long in business, not to know his rights, not to know how to defend them, and above all, not to know a "fob" when he sees it. It is not likely that his efforts for economy will be successful, but he is storing up some useful ammunition for a day of battle soon to come.

THE COMMERCIAL RISE OF THE SOY BEAN

A commodity which is assuming large importance in the trade of the world is the soy bean and its products, particularly soy bean oil and oil-cake. For many years soy oil has been carried on the free list in our tariffs—by the the Republicans because it was not until 1910 that any extensive work was attempted in the manufacture of this oil in this country, and by the Democrats in harmony with their general belief in the policy of free trade. But inasmuch as a considerable quantity of the beans was grown in the United States, the Republican tariff law of 1909 exacted a duty of 45 cents a bushel (60 lbs.) on the legume, while the present Democratic law carries them on the free list.

The bulk of our importations of soy oil comes from the Orient, particularly Japan, and the sales of this product which they have made in our market during the past two years, when compared with previous years, are truly astonishing. In 1913 the last fiscal year under the Republican tariff law, our imports of this oil totaled 12,000,000 pounds, valued at $636,000, growing the following year to 16,000,000 pounds, worth $831,000 In 1915, 19,000,000 pounds of the oil came in, worth $9,000, and then the Japanese got down to real business. The following year, 1916, we imported 98,000,000 pounds of soy bean oil, worth $5,128,000, of which Japan and her Chinese territories supplied 83,000,000 pounds, and during the fiscal year ended with last June the enormous total of 163,000,000 pounds of this oil was imported by us (worth $11,411,000) of which Japan and Japanese China furnished 149,500,000 pounds. Thus importations from the Japanese alone exceed twelvefold our total importations of the oil in the year 1913.

Large consignments of this bean oil are being taken today by her soap manufacturers, who pressed by the scarcity of fats, have found it an excellent substitute in soap-making—in fact the ability to advertise a soap made of vegetable oils has aided materially in increasing sales. This scarcity of fats doubtless accounts in some measure for the tremendous increase in our purchases of oil from Japan, but the question arises, what is to prevent a continuance of these abnormal importations after the war? And the answer is, A Protective Tariff on soy oil measured by the difference in the cost of producing it here and in Japan.

There are sufficient reasons for the imposition of such a tax, the first one being that it is within the range of our national possibilities to become practically self-supporting so far as the soy bean and its products are concerned, and they are many, consisting, as they do, of oil, oil-cake, cattle feed, vegetable milk, soy flour, soy sauce,—food for men and beast. In fact, it can be made one of the greatest of our crops, and if the mills which produce the oil are fended from a too intensive competition from the Orient, they will be assured of steady operation, while the mills which for a season are busied with crushing oil from cotton-seed, can, with such encouragement, operate all the year around by adding the soy bean to their activities. Its development in the South would be a Godsend to those in the cotton-belt who wish to offset damages resulting from the boll weevil. To quote from Bulletin 439, U. S. Department of Agriculture: As the range of the weevil is gradually extending eastward, where conditions are more favorable for greater damage to the cotton crop, it is readily seen that the quantity of cottonseed available for oil and meal production will be affected to a greater or lesser extent. The soy bean offers an excellent opportunity to the planter to adjust his plantation management so that he can offset the weevil damage and with profit to himself furnish the cotton-mill owners a source of oil and meal." And finally be it said that in whatever ground this kindly plant takes root, the soil is benefited by its presence.

The soy bean industry should be nationalized, and protection will it.

A report under date of January 6th states that 1,000,000 rifles made in America have just been delivered to Russia. Here's hoping they will not be used against the Allies, and wishing that we had them for our own boys.

CASTORIA
For Infants and Children.
The Kind You Have Always Bought
Bears the Signature of Chas. H. Fletcher

Washington, Jan.—After being compelled to dine in the comparative solitude of their own billets somewhere on the battle front in France, officers of the U. S. Marine Corps and their associatiates have formed group messes, where nothing but harmony and good comradeship prevail.

A navy chaplain, preacher, bishop, and Y. M. C. A. secretary are seated at the table. A correspondent to Washington Headquarters states that, whaever the provocation, there is never any swearing at the cook, and the department of everyone is beyond the slightest criticism.

PUBLIC SALE

SATURDAY FEBRUARY 2, 1918
at 1 o'clock P. M., of

VALUABLE STOREPROPERTY

containing
24 SQUARE PERCHES OF LAND
more or less

This property is situated in Snydersburg, Carroll county, Md., on crossroads leading from Manchester to Westminster and from Hampstead to Cranberry. 3 miles from Hampstead, our nearest R. R. Depot and Bank, 7 miles from Westminster, the county seat, more than half the distance State road. Rural mail delivery 3 times daily, telephone connections, convenient to churches, school and mills.

Surrounding country is thickly settled with prosperous farmers. This business was founded 50 years ago by Jos. H. Lippy and has always been regarded as one of Carroll county's best business establishments, doing a good business.

The store is combined with a 6-room,

2-STORY DWELLING

which is supplied with hydrant water, with hose connections, which can be used in case of fire and for other purposes. There is a good garden in rear.

The store room is 30x34 feet, and is supplied with running water, and a 14x18 feet cellar or basement, over which is a conveniently arranged room suitable for carrying duplicate stock, etc. The second floor room has a floor space of about 650 square feet.

This property is further improved by a new warehouse 12x24 feet, and an adjoining building, size 8x14 feet, which is used in the manufacture of ice cream. During the past summer 300 gallons of ice cream was sold over the counter, besides an extra quantity made for special occasions.

Lot No. 2, containing
37 SQUARE PERCHES

improved with stable, hogpen, well fenced and under good cultivation. This lot is conveniently located to store property.

ICE HOUSE 14x20 FEET
filled with ice

All buildings in good repair.

Anyone interested can obtain all desired information prior to sale by applying to or writing the undersigned.

TERMS OF SALE

One-fourth cash on day of sale; balance in 4 months, or all cash at the option of the purchaser, or arrangements can be made to suit purchaser, other than above mentioned.

J. H. LIPPY & SON

It is agreed by the people who are making money from commercialized to discuss is mixed company.

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Ford THE UNIVERSAL CAR
Just arrived for immediate delivery

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The long looked for
One Ton Ford Truck $600
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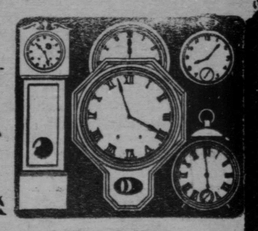
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We guarantee to please in every particular.

WHAT man would build a house for his own use and not put in a bathroom? Then the house equipped with modern fixtures will surely attract the best class of tenants or find the readiest sale. For the finest plumbing equipment at reasonable cost we recommend "Standard" plumbing fixtures. Ask for illustrated booklet.
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How would you enjoy a furnace that saves a third or more of your fuel?
And how would you like to get more heat from the smaller quantity of fuel than you formerly did from the larger quantity?
Here's a furnace that will do just that thing—save fuel and give more heat for the fuel consumed. It's the
PIPELESS CALORIC FURNACE
The Original Patented Pipeless Furnace
It does away entirely with a complicated system of long pipes and many registers and sends heat directly up into the house through *one* centrally located register. Then, the heat circulates from room to room—displacing cooler air which is drawn down and reheated—till every nook and cranny is warm as toast. Yes, and this free, unhindered circulation takes place in an amazingly short time and gives an equal degree of warmth in all the rooms.
The Caloric Furnace is doing this in *thousands of happy homes.*

Hundreds of delighted Caloric owners write letters of unstinted praise, telling how comfortable they are and how much less coal, coke or wood they burn than formerly.
The Caloric is a wonderfully efficient furnace. It may be installed in an old house as well as a new, and even where there is no cellar. You really ought to know about it. Come in, let us show you some of its many advantages—the patented triple casing that keeps the cellar cool, and its guaranteed firepot that has 500 square inches more radiating surface than other firepots.
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