LOCAL DEALERS DO BUSINESS IN OPEN

Know They Must Face the Music if Their Customers Are Displeased.

MEET PATRONS FACE TO FACE

Mail Order Men Prefer to Sell at Long Distance Rather Than Deal With People In Their Own Cities.

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One of the stock excuses of the man who orders goods from a mail order house is that there are many things that he wants that the local merchants do not carry in stock, and that it is necessary for him to send away from town to get them.

This explanation may be all right on the theory that a poor excuse is better than none, but it fails to pass muster when it is subjected to a little scrutiny.

Ask the man who offers this as an excuse for his dealings with the mail order man why he does not go to the local merchant and ask him to order the articles desired if they are not to be found in the merchant's stock. The merchant will very gladly do this, and the merchant and customer will both profit. The merchant can sell you whatever you desire at as low a price as the mail order house can make you on goods the same quality and he can make a small profit.

The customer will profit from the transaction, because he will be dealing with a merchant who stands back of the goods that he sells, and who is easily accessible in case the articles purchased do not prove to be all that the customer had expected.

Give Home Merchant Preference.

Why not try this plan the next time you need something which you cannot find in any of your home stores? The merchant in the average sized town cannot carry in stock everything that all of the people in his town may want at all times. It would require a capital many times larger than the average merchant can command to do this, but he does the best he can. He ordinarily does carry in stock at all times many things for which there is no general demand, in order that he may meet the needs of his customers to the greatest possible degree, but there is a limit to his purchasing ability. He is always ready and willing, however, to make every effort to meet the demands of the community. Why not, then, give him the preference over the far-distant mail order man if you must have something which is not to be found in the local stores? He will do the business in a satisfactory manner, give you as quick if not quicker service and more satisfactory treatment, and the chances are that he will give you better values for the money. Finally, whatever profit is to be made off the transaction will stay at home and do its bit toward making the merchant and his town and, incidentally, yourself, more prosperous.

No business can be transacted as satisfactorily at long range as it can when the two parties to the transaction meet face to face. The only exception to this rule is in the case of the mail order man himself, who can transact his business with greater success to himself at long distance than he could if he had to meet his customers face to face. That is the reason that he does business by mail instead of selling to the people in his own city. If the goods which the mail order man advertises in his alluring catalogues were the bargains that he represents them to be, he would not have to go outside of the confines of his own city to sell all the goods he could possibly obtain. But the average mail order house not only does not make any effort to sell goods in its own city, but will not sell to anyone residing within the city limits. The mail order man does not want to meet his customers face to face. He can do business better so far as he is concerned if his customer is some hundreds of miles away from his office.

Does Business in Open.

The man who sells goods over the counter, on the other hand, does business in the open. He cannot hide behind a corporate name or talk to a displeased customer from behind the locked doors of a private office. He knows that he must face the music in case he is a party to any transaction that won't stand the light of day. He knows that he must satisfy every customer with whom he may be dealing or he will lose not only that customer but probably others who will soon know all the facts if he does not do the square thing by any one of his patrons.

There is no reason in the world for any person to send his money to a mail order house because he cannot find the article he wants in his local store. The local merchant is in business for the very purpose of getting you what you want. He has the information that will enable him to get what you want and to get it as quickly as you could get it from a mail order house. It is only fair to him to give him the chance to make such profit as any dealer would make off the transaction and it is only fair to yourself to keep that profit at home rather than to send it away to some far distant city from which it will never return.

Sentinel Buy-at-Home Campaign

Patronize your home stores. Money spent in some other town or city helps to make that town or city more prosperous and beautiful. Better home business means more civic pride and this in turn means civic improvement.

Money saved by buying a lower priced article in some foreign town is always eaten up by transportation charges, unsatisfactory purchases, etc., therefore boost your home town, WESTMINSTER, by buying here.

F. A. SHARRER & SON
J. Francis Reese, Prop.
"The Home Of Good Furniture"
— Our Prices Are Iowest —
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Ford
THE UNIVERSAL CAR
Lowest Initial Cost
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where you can get the best for less in the long run.
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ALBAUGH & BABYLON GROCERY CO.
WHOLESALE GROCERS
ALBAUGH & BABYLON GROCERY CO.

In 1921 Buick actually built and sold 80,000 automobiles or 12,000 more than any other six cylinder car in its line.
See us before buying.
THE W. H. DAVIS CO.
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119 Penn. avenue.
Be convinced of our small profits. Nothing for baits.
We treat all alike.
Phone 129-J.

WESTMINSTER HARDWARE CO.
Ask for DAVIS paint 100% pure, covers fully 25% more than hand mixed Lead and Oil.
WESTMINSTER HARDWARE CO.

WESTMINSTER CANDY KITCHEN
Home Made Candies
and
Ice Cream
Cigars, Tobacco, Magazines.

SHARRER, GORSUCH & STARR
Carroll County's Big and only exclusive clothing and furnishing store for men and boys.
SHARRER, GORSUCH & STARR

FARMERS' FERTILIZER AND FEED COMPANY
"Full of Pep" Growing and Laying Mash. Cornell's Buttermilk Feeds. Fertilizers and Standard Feeds.

WM. F. MYERS'S SONS
Staple & Green Groceries, & Meats
GET "OUR PRICES
Specials—N. B. Soda Crackers 14c, Sugar 5½c, Prunes 16c, Libby's Rosedale Peaches 25c, Large Evaporated Milk 9½c.
Phone 234 — Liberty & Green Sts.

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C. A. BAILE, Prop.
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NOW IS THE TIME
to make repairs or to erect that new building.
SMITH & REIFSNIDER
John L. Reifsnider, Owner.
"Lumber of every description."

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Farm and Dairy Supplies
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GEIMAN'S GARAGE
PAIGE — WILLYS-KNIGHT
JEWETT — OVERLAND
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Clothing, Shoes, Hats and Men's Furnishings.
28 W. Main St.
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CHANDLER, CLEVELAND, CHEVROLET.
Special attention given to repairing
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BABYLON & LIPPY CO.
Men's Tan Oxfords.....$4.50
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Electrical Work on Cars
Repairing and Recharging of any make battery.
BOYD BATTERY CO.
E. Main Street.

These are OUR OWN HOME FOLKS and every dollar spent with them is like, "casting bread upon the waters." Some day it will return to you a hundred fold.

If they cannot supply your every want then you must indeed be hard to please.

We are behind The Buy At Home Campaign.
KEEFER'S SANITARY GROCERY
83 W. Main Street.
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GEO. R. GRUMBINE
Penn Ave. & Main St.
FRESH MEATS — GROCERIES
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Auto Tops, Tires and Supplies
Solid Tires and Press VULCANIZING
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of the best in electrical appliances and fixtures come and see us.
Our prices are right.
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Feed Purina Chowder and Purina Chick Chow to your Baby Chicks
Double Development
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"The Cream with the Moreish Taste."
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Main and John Sts.
Watch This Space For Specials.
THIS WEEK
Carroll County Pure Baking Powder. 1lb. can 20 cents.
Phone 75-R.

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PLUMBING, HEATING, SPOUTING
STOVES and RANGES
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WE FIX RIM-CUTS
and guarantee all of our work. Special attention to Vulcanizing and Retreading
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is the battery of service, and we repair and recharge any make battery. Tires and accessories.
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Rates as low as any other financially sound company.
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Westminster's Oldest Store
Established 1890

MONARCH 100% PURE PAINT
Contains nothing but Pure White Lead, Pure Linseed Oil, Turpentine Dryer and Pure Zinc. Costs only a fraction more than Cheap Paint, Covers More Surface, Lasts Longer and costs less to apply.
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Do fine shoe repairing at reasonable cost and invite your patronage.
KROOP BROS.

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Storage - Repairing - Accessories
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If You Want To Own A Real Car Buy one made by the Hudson Co.
HUDSON & ESSEX CARS
(Enough Said)
H. H. HARBAUGH
E. Main St. — Westminster.

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DEALER IN—Fancy Groceries, Fruits, Vegetables, Meats and Lard Telephone orders promptly delivered. Full line of Fruits and Vegetables. Special sale on soap this week. Sugar 5½c; Corn Starch 5c & 10c.

RASIN FERTILIZERS
are the ones to give you big crops.
Give them a trial now.
JOHN H. SMELTZER, Agent
West Main street.

WEHLER & KING
(The Rexall Store)
ONE CENT SALE
FRIDAY AND SATURDAY, MAY 5th and 6th.
See Circulars

TIRE SERVICE COMPANY
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Vulcanizing A Specialty
VACUUM CUP TIRES & TUBES
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WESTMINSTER SHOE SHINING PARLOR
Shoes shined in all the different colors. Ladies' and Gent's Hats and Gloves of all kinds cleaned. Fresh Roasted Pea Nuts, Pop Corn and Candies.
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The Store of Good Service. The Home of Good Merchandise. A Convenient Shopping Place.
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JOIN THIS CAMPAIGN
(This space can be had)
THE AMERICAN SENTINEL CO.

ROSENSTOCK'S POPULAR PRICE STORE
Lowest prices in Dry Goods, Notions, Floor Covering, Shoes and Men's and Boy's Clothing.
6 W. Main St., Westminster, Md.
Phone 85-W

Announcement

The Westminster Machine Works

Announces that they have opened a general

Machine Shop and Garage

in the building formerly occupied by the Fred H. Knapp Co., Chase street, and are equipped to handle anything in the Machine line, at moderate charges.

All Work Guaranteed.
Give Us a Call.

This Shop is under the management of A. H. Kiler, former Supt. of the Knapp Shops.

NOTICE!

I beg to inform the public that I have opened a branch office of The Gilpin Co. Incorporated in Room 3 Times Building, Westminster. I have been with the Company over a year.

J. D. MITCHELL,
Westminster, Md.
4-28-tf.

Large Auction Sale

At Poole's stables in New Windsor, Md., on

MAY 6, 1922,

beginning at 12 M. sharp, we will offer at public auction



75 Horses, 25 Cows, 100 Hogs,





Lot of Harness, Buggies, Wagons and Farming Implements.

Any one in need of any kind of horse or cow should attend this sale. Among the consignors are:

Hesson & Poole	30 Head.
James McSherry	10 Head.
Scott Smith	10 Head.
Whitehill Bro's.	10 Head.
Ernest Barnes	5 Head.

Any one having anything they wish to dispose of should bring it in and we assure you we will do the best we can for you.

Also 4 Shetland Ponies, well broken.

HESSON & POOLE.
New Windsor, Md.

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