PERSONAL MENTION

Mr. Newnam Rickards is on the sick list.

Miss Anne Lewis was a Philadelphia visitor this week.

Bricks for sale at The Hughes Lumber & Coal Company. ad

Mrs. Dawson George is spending a few days in Philadelphia.

What is more useful than a cozy bathrobe? Everngam's. ad

Miss Winifred Myers of Hurlock is visiting Mrs. Louis Adams.

Mrs. James Cheezum of Preston is visiting Mrs. Frank Jones.

Mr. C. Harry Whitby of Baltimore was in Denton on Tuesday.

Miss Elizabeth Pastorfield and Miss Ella Carter are in Baltimore this week.

Mr. and Mrs. Somers Blake spent several days of last week in Baltimore.

Mrs. Kate Emerson of Atlantic City is the guest of Mr. and Mrs. Harry A. Roe.

Mrs. Ella Rairigh of Baltimore is the guest of her daughter, Mrs. Earl Holsinger.

Local and long distance hauling by two big trucks. William C. Bullock, Denton, Md. ad

Mrs. S. G. Nuttle and Mrs. G. Herbert Wilson were Baltimore visitors on Tuesday.

A warm fleecy overcoat for son or dad truly expresses the Xmas spirit. Everngam's. ad

Mrs. J. Owen Knotts and daughter Mary Anne are visiting friends in Philadelphia.

Mr. Harvey L. Cooper and family are now occupying their new home on Fifth Avenue.

Miss Florence Lednum of Cordova spent last week as the guest of Dr. and Mrs. Wright.

Nuttle Hardware Company is having a special sale on floor coverings and grain drills. ad

Mrs. Harriet Anderson of Church Hill is the guest of her daughter, Mrs. J. Kemp Stevens.

Mrs. William J. Rickards and Miss Dorothy Miller are spending a few days in Baltimore.

Mrs. Homer Rice and Mrs. Oscar Plummer and son James are visiting relatives in Baltimore.

Boarders Wanted, either Transient or regular. Mrs. Emily DeFord, 6th and Franklin streets. ad

Mr. and Mrs. Earl Smith have returned from a visit to Mrs. Margaret Uhler at Harrisburg, Pa.

Peters Heavy loaded best gum shoes made, 98c box. R. H. Bailey, under Brick Hotel, Denton, Md.

Mrs. Norman C. Wright and daughter Evelyn returned Monday from a week's visit in Federalsburg.

For a Xmas gift there is nothing better than a fine silk shirt. For good ones see R. H. Bailey.

Mr. and Mrs. Keiford Hall of Rhodesdale were week end guests of Mr. and Mrs. Kendall Maddox.

Have all colors in bedroom slippers, regular $1.50 value, $1.00. Come early. R. H. Bailey, under Brick Hotel.

Mrs. S. M. Newton left last week for Cleveland, Va., where she will spend the winter with her daughter.

These are the kind of shirts that He likes on account of their fit: Crepes, madras and poplins. Everngams. ad

Mr. J. Alda Jackson, of 1st. district is moving into his new home on Main street recently vacated by Mr. Ray Poole.

Mrs. W. S. Ames and two sons, Guy and Roy, returned last Saturday from a two weeks' visit with the former's parents in Decator, Ill.

Silk Lingerie and Underwear make splendid gifts. You can buy two of the very best makes, Vanity Fair and Munsingwear at Everngam's. ad

Mrs. J. Owen Knotts and Mrs. William S. Denney spent Friday in Dover as the guests of the former's sister, Mrs. James Wise.

Best flannelette shirts, 95c; dress shirts 75c; work shirts 75c. Buy these now—they are much higher wholesale. R. H. Bailey, under Brick Hotel, Denton, Maryland.

After a long and careful scientific investigation, it has been found that:

2% of all Automobile accidents are due to poor brakes.

25% of accidents are due to recklessness.

50% of accidents are due to defective vision.

We know that 70% of the people need glasses and that about 30% have them. This means that about 40 out of every hundred drivers of motor cars need glasses.

If you are one of this class, SEE Dr. Whisler to SEE BETTER.

* * *

DR. C. A. WHISLER

Osteopathic Physician and Optometrist
DENTON, Md.

Hours by Appointment.

GOLDSBORO

Mr. and Mrs. J. S. Lapham have been on the sick list, but are better at this writing.

Dr. and Mrs. Silver entertained Rev. and Mrs. J. H. Schooley at dinner one evening last week.

Mrs. J. H. Williams and daughter Viola, Mrs. Hardy Williams, Miss Cathryn and Miss Ruth Shockley visited in Dover one day last week.

Mrs. Hilda Seaman visited Wilmington the first part of the week.

Mr. Noble Jarreli and family spent the first of the week in Wilmington. Mr. Jarrell is having a furnace installed in his home.

Mr. John Sylvester, Mr. Wlliam Marvel, Miss Alice Shively and Miss Fannie Saunders spent Sunday at Wyoming.

Mr. and Mrs. C. E. Smith of Greensboro were guests of Mr. and Mrs. C. T. Griffin last Sunday.

Mr. and Mrs. W. J. Murphy entertained Mr. and Mrs. J. A. Jackson and Rev. and Mrs. J. H. Schooley at dinner last Sunday.

The Sewing Circle will hold a bazaar Saturday afternoon and evening, December 16, in the lodge room over Jarman's store. Ice cream, hot chocolate, candy and coffee will be on sale. The public is invited.

The revival services will begin at the Methodist Church the night of December 31. The pastor will be assisted by Rev. R. C. Meeks of Easton.

A Christmas progra mwill be rendered at the Methodist Church Sunday night, December 24. An offering will be taken for the Near East Relief. The Sunday School has agreed to give what is usually spent for candy for this worthy cause.

The quietness of the town was broken on Monday night about ten o'clock when alarm of fire was given. It was soon learned that Marian Jarman's house was on fire. At first it looked as if the whole corner was doomed to destruction but the prompt response of both men and women who worked faithfully, the fire was soon under control.

The fire seemed to have started in a closet up stairs and had eaten its way out through the roof. As to its origin no one seems to know.

There were some things that contributed towards the salvation of the town. First the recent snow and rain had wet the roof which helped to check the speed of the fire. Second, it was discovered in the early part of the night before many had retired. Third it was a calm night. Fourth the town pump supplied much of the water, many wells being dry. Mr. Jarman has the symapthy of the town, but we all feel grateful that the loss was no greater than it was. Mr. Jarman desires to express his gratitude for the help given by all.

But there are some lessons that we might learn from this loss. First, one or two more town wells would be useful at a time like this. Second a building is needed where the pump ladders and buckets can be kept so there will be no delay in hunting the things.

Third, we all see the advantage that electric lights would have been in lighting the streets, when water had to be carried some distance. Every citizen should give this his support and thus contribute towards the welfare of the town.

We as a town, also express our appreciation of those who came from Greensboro to assist.

FEDERALSBURG

Illness in the family of our correspondent is the reason for the omission of our usual good Federalsburg letter. We exceedingly regret this and beg our readers to be patient. We shall strive to have the letter by next week.

Wanted chickens and all kind of poultry, we pay cash for same.—J. Ed. Nichols ad.

Job Printing?—The American Union

JOHN WANAMAKER, DIED TUES., AGED

Philadelphia, December 12.—John Wanamaker died at his home here at 8 A. M.

The world-famous merchant and former Postmaster-General passed away at his town house, 2032 Wainut street. He had been confined there since early in November with a heavy cold contracted at his country estate, Lyndenhurst, at Jenkintown, near here. He was 84 years old.

Mr. Wanamaker was active in his business affairs up to the time he was stricken. He spent much of last winter in Florida, and was in this city all summer hard at work, with the exception of occasional surcease from the duties of his office for a day at the seashore. He was always an early riser and was usually in his mercantile establishment before its doors were opened.

Mr. Wanamaker is survived by his son, Rodman, a resident of New York city, and two daughters, Mary B. wife of Barclay H. Warburton, and Elizabeth, wife of Norman MacLeod, both of Philadelphia.

Funeral Not Arranged

The Wanamaker store here and the one in New York were not opened, a notice appearing on the doors that the stores would remain closed until further notice. The funeral will be announced later.

Mr. Wanamaker's life was insured for more than $3,000,000 he having been one of the leaders among the heavily insured men in the country.

Creator Of Department Store

John Wanamaker led in the creation of the department store as an institution in American life. At the outbreak of the Civil War in 1861, when he began business for himself in a humble way in Philadelphia, retail merchandizing in this country was in a disorganized state, and in the opinion of the far-sighted young merchant, it was suffering a rapid decline through practices that were then general.

Aside from his ambition to make money, "my paramount purpose," said Mr. Wanamaker, "was to help save the mercantile profession from lowering its flag before other professions and occupations." There were in those days no fixed selling prices for goods. Business then demanded a 13 hour day from all its employes. Customers spent hours price-haggling with salesmen. Mr. Wanamaker was impressed with the waste of time, and to eliminate it he became a pioneer in fixing a selling price for goods. It was one of the beginnings of many mercantile reforms which today are so generally followed that the present generation can scarcely find anywhere a trace of the old practices.

Began Career When 24 Years Old

Mr. Wanamaker was 24 years old when he entered upon his career, in partnership with his brother-in-law, Nathan Brown, on a joint capital of $3,500, in a clothing business at Philadelphia. He had been born in that city, July 11, 1883. His father and his father's father had been brickmakers, and John Wanamaker's first work was "turning brick."

He was the oldest of seven children, and early in his boyhood was obliged to give up schooling and earn his own way. His first wages were $1.25 a week as an errand boy in a Philadelphia book store, and then as a young man he was employed for a time at Tower Hall, a famous old Philadelphia clothing house, where his personality and business ability was developed for his venture in business for himself.

First Day's Sales Were $24.

The Wanamaker & Brown store began business with a first day's sales' account of $24, and ended its first year with a record of $24,000 business. Mr. Wanamaker and his brother-in-law were during their first few months of business unable to afford a horse and wagon for delivery, and Mr. Wanamaker himself pushed a two-wheel cart to deliver his goods. His partner's health failing, most of the details of the business devolved upon Mr. Wanamaker.

Aside from establishing his one-price policy and making a shorter business day, Mr. Wanamaker established in the new store two systems, one of sales and the other of organization. He learned it was cheaper to manufacture some classes of goods than to buy from manufactures, and he became one of the first retailers to do this. He found it difficult to get employes who were properly instructed in their duties and he organized training schools, where his workers were taught the "Wanamaker system."

He was known as a great believer in advertising; in newspaper advertising above all other varieties. He spent millions of dollars in it. One of the features of his advertising campaign was his development of the Store News Page, which he led with an editorial over his own signature, invariably written by himself, to keep the public in touch with the policies of his business. His friends often saw him writing such an editorial on his way to the store in the morning, scribbling it on the back of an envelope or any odd scrap paper he had in his pocket.

One of the greatest tributes ever paid to an American merchant was that given to Mr. Wanamaker in the fall of 1911 on the fiftieth anniversary of his business career. Thirteen thousand of his employes from both the New York and Philadelphia stores greeted him in his Philadelphia store and presented him with the house in which he was born and a jubilee book in which each of the 13,000 had written their names. A similar tribute was paid at that time in New York where a committee representing the merchants of the United States, including 130 of his business associates and competitors, met to honor him at luncheon. He was presented with a silver loving cup and heard his rivals laud him as a merchant prince of the country.

Effected Postal Reforms

In political life Mr. Wanamaker was

(Continued on Page 4)

Suggestions For Ideal X-mas Gifts

Elgin Bracelet Watches for Ladies
$18.00 TO $35.00
Elgin, Hamilton and Illinois Watches are accurate Time Keeping pieces for Men
Stunning Bar Pins in various designs
Signet and Emblem Rings
Diamond Rings for both Men and Women
WEDDING RINGS Our Specialty
Large assortment of CLOCKS
Splendid Values
Toilet and Manicure Sets of excellent value

JEWELRY THE GIFT OF GIFTS

FOR THE TABLE

COMMUNITY SILVER and ROGERS SILVER PLATE
STERLING SILVER WARE
CUT GLASS Bowls, Vases, Sugar and Cream Sets, Bon Bon Dishes, etc.
Hand Painted China in exquisite designs

EASTMAN KODAKS and CAMERAS
Various Sizes and Prices
Film Supplies
Photograph Albums

FOR THE AMATEUR PHOTOGRAPHER

STATIONERY AND SUPPLIES

STATIONERY
The assortment is large and carefully selected.
Boxed Paper ranges in price from
10c TO $7.00
Christmas Cards, Booklets, Seals and Tags
Books for the Kiddies, Boys and Girls and the Grown-ups
WATERMAN'S IDEAL FOUNTAIN PENS
Eversharp Pencils

A pair of GLASSES or SPECTACLES will make Mother or Father a Useful Gift

OPTICAL SUPPLIES

F. J. WRIGHT

Jeweler and Optometrist

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