

Democratic Watchman

Bellefonte, Pa., January 23, 1925.

Real Estate Transfers.

Wilson S. Sholl, et ux, to Boyd R. Sholl, tract in Bellefonte; \$2,400.
 Anna T. Henszey, et bar, to Tau Company of Delta Tau Delta, tract in State College; \$2,450.
 Anna Grenninger to Smullon Water Co., Inc., tract in Philipsburg; \$8,000.
 Margaret C. Knox, et al, to J. T. Lamb, tract in Spring township; \$2,400.
 Harry O. Pletcher, et ux, to Laura Pletcher, tract in Howard township; \$5.
 Centre County Commissioners to Hester H. Christ, et al, tract in Patton township; \$4.
 J. D. Keller, et ux, to Rachael Spicher, tract in State College; \$1,200.
 J. D. Keller, et ux, to H. R. Spicher, tract in State College; \$1.
 Elmira Twitmyer, et al, to Mary G. Evey, et bar, tract in Spring township; \$2,625.
 Horace C. Dale, et al, to Shiloh Cemetery Association, tract in College township; \$1.
 Girard Altenderfer to John I. Sholl, et ux, tract in Milesburg; \$200.
 John M. Roberts to John I. Sholl, et ux, tract in Milesburg; \$200.
 Rachael Marshall to Jennie M. Boal, tract in Bellefonte; \$1.
 John Sapula to John Sapula, et ux, tract in Snow Shoe township; \$1.
 Ray A. Bragonier, et ux, to Laura M. Stott, tract in Rush township; \$2,100.
 Andrew Lytle, et ux, to Aikenside Farms, tract in College township; \$16,500.
 Andrew Lytle, et ux, to John E. Meyers, Admr., tract in College township; \$300.
 J. L. Kreamer to M. A. Storil, trustee, tract in Haines township; \$800.
 Centre County Commissioners to William Barndt, tract in Boggs township; \$1.
 D. H. Bottorf, et ux, to Harold N. Kenstetter, tract in Spring township; \$1.

What Cows Do for the County.

Centre county is richer by \$250,000 because of the soil fertility produced as a by-product of dairying, according to the Blue Valley Creamery Institute. The figure is based on data resulting from many carefully kept records on a considerable number of farms.
 The average quantity of manure recovered for use on crop lands in the area studied was 7.4 tons per cow, and since the fertilizing value of a ton of manure is \$2.60 the by-product of each cow is approximately twenty dollars. The application of this figure to the 12500 dairy cattle in this county brings the total added value to the soil fertility here to the almost unbelievable figure given above.
 In keeping with its better feeding program the Institute estimates that from 25% to 50% greater profit from each ton of feed can be made by local farmers who milk cows through improved feeding methods, alone.

If you are not a regular subscriber and reader of the "Watchman" you are missing lots of good news.

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BELLEFONTE, PA.

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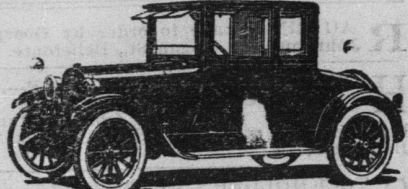
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We pay taxes here and contribute to every public movement. And we sell Groceries that are as good as you can get anywhere.
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Don't forget to enrich your table with our other baked goods that lend variety and deliciousness to your meals at little expense.
BREAKFAST ROLLS CRULLERS COFFEE RINGS CAKES FANCY BUNS RAISIN BREAD CURRANT BUNS PIES
They give you the same food value as our wholesome Bread.
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Center Oil and Gas Co
Distributors of
 Products

Bottorf Bros.
The EXIDE Battery Service Station
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GALAIDA'S SANITARY
Fish and Oyster Market
Bush Arcade—Both Phones
Fish, Oysters and Dressed Poultry at All Times.
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Can't Break, Crack or Leak
A Le Boeuf Fountain Pen is Guaranteed Unbreakable
Come in and Try to Break One
The Mott Drug Co

Hunter's Book Store
All Standard Lines
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We Invite you to drive it over any Mountain you suggest.
PENN STATE AUTO CO.

DON'T BUY FROM The
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Unless you want Real Quality and Satisfaction for Your Money.

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MILL WORK SHINGLES BUILDING SUPPLIES ROUGH LUMBER LATH
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Licensed Agencies for
Hoosier Kitchen Cabinets
and
Globe-Wernicke Book Cases
*
W. R. Brachbill
Spring St. Bellefonte, Pa.

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The Variety Shop
China and Toy Departments
are the Best in Centre County.
Kom and C what U think.
G. R. SPIGELMYER & CO.

M. R. JOHNSON
Marble and Granite
CEMETERY WORK of every description

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BE SURE TO READ THIS
We have nominated as our leaders the
MODERN GLENWOOD STOVE
W. W. Lawrence & Co's
READY MIXED PAINTS, Val-spar Varnishes, Enamels and Stains,
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COAL!
Our careful selection has enabled us to sell and deliver at any time the Best Grade of Coal mined in Centre county.
Centre Co. Fuel & B'ldg Sup. Co
NATHAN KOFMAN, Prop.

Knisely's Market
Clean and Up-to-Date
FISH OYSTERS BUTTER EGGS SMOKED MEATS
West High Street

Lyon & Co Lyon & Co
We specialize in Ladies, Misses and Children's Ready-to-Wear
Come and see our Blankets and Comfortables
Visit our store before you do your Winter buying. It will be a Big Saving to you.
LYON & CO.

Bellefonte Filling Station and Rest Room
A Service Station for Impatient Motorists
GREASES OILS GAS Confectionery Tobacco Oil Changed Free
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Russ-Bell's
Sodas, Ice Cream, Candy
Martha Washington CANDIES
Old Time Home Made

Headache
may come from the eyes
Try Casebeer
Registered Optometrist

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.

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"Leads the World in Motor Car Value."
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Your Satisfaction IS OUR RECORD FOR SERVICE
That Good **GULF** Gasoline
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EDGEFONTS FILLING STATION and REST ROOM
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The Scenic
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Have You Been getting everything that's coming to you when buying groceries
We give you Service and Good Groceries at Right Prices
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Staple and Fancy Groceries

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Ladies' Silk Hose
(Guaranteed)
We will give a new pair free for any pair that shows a runner in the leg or a hole in the heel or toe.
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International Trucks
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Manufacturer of
Snow-flake and White-lily FLOUR
We carry a large stock of All Kinds of Feed in both our Mills. We are always in the market for Grain.
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Completely Overhauled
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Discontinued Styles in 1, 2 and 3 pair of a kind, but all sizes in the lot, of

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FOR MEN
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Come and pick that pair out now—before they're all gone.

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Genuine
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Flexible Flyer Sleds
claimed by all boys and girls the only perfect steering coaster sled made—
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Kissel's Meat Market
is in on the Buy at Home Campaign because it offers such Choice Meats at the Right Prices that there is no reason for anybody buying elsewhere.

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EVERYTHING OF THE BEST
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Buy from whom you please
BUT
Buy in Centre County
Hazel & Company

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EVERYTHING THAT
IT'S NAME IMPLIES

Schlow's Quality Shop
Offers you Many Opportunities in Quality and Service that you can't get by buying abroad