

PATIENTS TREATED AT CENTRE COUNTY HOSPITAL.

Miss Barbara Taylor, of Bellefonte, was admitted on Monday of last week as a surgical patient.

William Price, a student at the Penn State College, who had been under surgical treatment, was discharged on Tuesday of last week.

Mrs. Nellie Gilbert, of Flushing, L. I., who had been under surgical treatment, was discharged on Tuesday of last week.

Beryl, twenty-month-old daughter of Mr. and Mrs. Fred Lose, of Bellefonte, who had been under medical treatment, was discharged on Tuesday of last week.

Chester Billett, of Coleville, was discharged on Tuesday of last week, after having undergone surgical treatment.

Ralph Cole, of Bellefonte, who had been under medical treatment, was discharged on Tuesday of last week.

L. E. Swartz, of Hublersburg, was admitted on Tuesday of last week as a medical patient.

William Bottorf, of Bellefonte, became a medical patient on Wednesday of last week.

George Confer, of Curtin township, was admitted on Wednesday of last week as a medical patient and died on Saturday.

Norman Brungard, of Rebersburg, became a surgical patient on Wednesday of last week and died on Sunday.

W. G. Saxton, of Patton township, was admitted on Wednesday as a surgical patient.

Joseph, three-year-old son of Mr. and Mrs. Veronica Costina, of Clarence, was discharged on Wednesday of last week, after undergoing surgical treatment.

Mrs. Frederick Craig and infant, of State College, were discharged last Thursday.

Mrs. Norman Hallahan, of Boalsburg, became a surgical patient on Thursday.

Dorothy, twelve-year-old daughter of Mr. and Mrs. Harry Kerchner, of Union township, was admitted on Thursday for surgical treatment.

Miss Jane E. Lucas, of Bellefonte, was discharged on Thursday after having been a surgical patient.

Chester Billett, of Spring township, was admitted on Friday as a surgical patient and discharged the same day.

Mrs. Merrill Gordon, of Bellefonte, who had been under surgical treatment, was discharged on Saturday.

William C., two and a half-year-old son of Mr. and Mrs. Paul Shultz, of Snow Shoe, was admitted on Saturday for medical treatment.

Mrs. R. P. Boob, of Penn township, was admitted on Saturday as a surgical patient.

Mrs. Blanche M. Zins, of State College, was admitted on Saturday as a surgical patient.

William S., eight-year-old son of Joseph Ross, of Spring township, was discharged on Sunday after undergoing medical treatment.

Jane E., twelve-year old daughter of Mr. and Mrs. Richard Merritt, of State College, became a surgical patient on Sunday.

Shirley L., ten-months-old daughter of Mrs. Elma Lucas, of State College, was admitted for medical treatment on Sunday.

Mrs. Rebecca S. Davis, of State College, became a surgical patient on Sunday.

Mrs. Roy McKinley, of Spring township, was admitted on Sunday as a medical patient.

Miss Olive L. Sheasley, of Spring township, became a surgical patient on Sunday.

There were fifty-three patients in the hospital at the beginning of the week.

REAL ESTATE TRANSFERS.

Agusta C. Shoemaker to John Dunn, et ux, tract in Bellefonte; \$1,750.

I. G. Gordon Foster, et al. to Preston A. Frost, et ux, tract in State College; \$1.

Carrie Smith to Lizzie M. Yarger, tract in Millheim; \$1.

Malinda Shay to Fred Day, et ux, tract in Howard twp.; \$1,800.

Lillian N. Holter to William Bland, tract in Howard Twp.; \$1.

Charles D. Norton, et ux, to Joseph S. Schnars, tract in Snow Shoe Twp.; \$25.

Adam H. Krumrine, et ux, to Willie Poorman, et ux, tract in Ferguson Twp.; \$424.

Cyrus M. Johnson, et ux, to Maude H. Johnson, tract in Ferguson Twp.; \$1.

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LIFE IS A GIVE AND TAKE PROPOSITION

MANY PUT TRUST IN THE UNKNOWN

Never Satisfied With Those Things With Which They Are Familiar.

INCLINED TO TAKE CHANCE

Curious Traits in Human Nature Have Made Possible Growth and Development of the Great Mail Order Houses.

(Copyright, 1917, Western Newspaper Union.)
A curious trait in human nature makes itself apparent very frequently. That is an inclination to trust in the unknown rather than in that with which one is familiar. A person is very apt to take a chance, even though he may know that the odds are 100 to one against him, instead of being satisfied with lesser rewards about which there is no possibility of doubt.

It is, possibly, the flaring up of the ever-present gambling instinct but there is something more in it than that. There is in it the unexplained tendency on the part of most people to reach for the chimerical and ignore the tangible and substantial thing which is near at hand. Man is seldom satisfied with those things that are within his grasp but is reaching always for the unattainable. Too often, he loses that which he might easily gain by blindly pursuing that which is always just out of his reach.

Why "Con" Man Thrives.
Coupled, in a way, with his faith in the unknown is the tendency on the part of so many people to place confidence in a stranger in preference to one who is known and has been tried and proven. It is this tendency which makes possible the operations of the "con" man, the get-rich-quick artist, the unscrupulous promoter and the salesman of worthless mining stocks. The man who would not think of trusting Bill Jones, his next-door neighbor and fellow church member, will confidently turn over his life's savings to a stranger who unfolds a tale of riches to be won. Bill Jones might talk his head off in behalf of a legitimate proposition without getting a dollar where the slick stranger with the worthless proposition can get thousands.

It is these two tendencies which, apparently, are so widely prevalent among all classes of people that have made possible the success of the great mail order houses in the big cities. A knowledge of psychology is as im-

portant to the mail order man as a knowledge of business practices. He plays upon these tendencies of man to take a chance, to trust in the unknown rather than the known, to place confidence in the stranger rather than the friend.

Hope to Draw Prize.
Those who buy merchandise from a mail order house are moved partly, whether they realize it or not, by that trait in their nature which prompts them to trust in the unknown rather than in that with which they are familiar. They are hoping, it may be unconsciously, that they will draw a prize. They do not know what they will get, for it is impossible for one to know what he is going to get when he orders merchandise from a picture and a highly colored description in a catalogue. He is taking a chance on the unknown.

Buying merchandise from the local merchant, on the other hand, contains none of these elements of chance that enter into the dealings with the mail order house. When one buys a stove from the hardware store in his home town, he may get none of the thrills that come from taking a chance but he will get a stove that will last longer and keep him warmer than the one that he might get from the mail order house and to the average individual, these things are likely to be more important than the thrills.

Using Your Eyes.
When you buy from the local merchant you see the thing that you are buying, you inspect it carefully, examine the workmanship and the quality of the material of which it is made and in many cases you have the privilege of testing it before paying for it. You have not only your own eyes and knowledge of values to rely upon, but you have the advantage of the advice of the merchant who has an expert knowledge of the merchandise which he is selling and who, in 99 cases out of 100, can be relied upon to tell the truth about it. Then you have the guarantee that is backed not only by the retail merchant, but in many cases by the manufacturer. If the article which you buy does not prove satisfactory after it is given a fair test, you can take it back to the store where you bought it, in most cases, and get your money back. The retailer may get his money back from the manufacturer but if he doesn't, he stands the loss. In any event, you are protected.

Why a person will place his confidence in a stranger rather than a friend or will trust in the unknown rather than in that which is tangible, is something that is hard to understand. Even the mail order house does not pretend to know why it is so but it accepts conditions as it finds them and makes the most of the opportunities that they offer.

The man who believes all he says doesn't always say all he believes.

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