

**FOR THE MERCHANT**

**LITTLE POINTS THAT HELP IN SELLING GOODS.**

**BE READY FOR OPPORTUNITY**

Let the Public Know What You Have to Sell—Never Stop Pushing—A Hint for the Clerks.

**Pluck.**

How often you hear one business man say of another who has been successful: "Ain't he lucky?" Luck has nothing to do with anyone's success. It is pluck.

Pluck and enthusiasm are the powers which make the winner. With these two qualities, which are invariably found together, a man will succeed.

Business men who have achieved greatness in their line are those who possess an abundance of enthusiasm.

A possession that is better than anything else to a man is that determination of character known as pluck, and an enthusiastic confidence that he will succeed.

To persevere against great odds, and to make a victorious fight in the face of almost impossibilities, it requires pluck which is not governed by impulse.

To cultivate pluck one must encourage steadfastness of purpose. When a thing is begun it should be finished.

The trouble with most of us is not so much that we have a hard row

work to increase business in the face of strong competition. But the business is there, and somebody will get it—you or your neighbor, or perhaps your competitor in the next town. Which shall it be?

Help your employes increase your business.  
**Be Business Throughout.**  
A joke is a joke, but business is no joke, and it is mighty hard to make the two mix.

A man once said: "It pays to advertise most businesses, but mine is different." The sheriff sold him out, and now he works for his successor, who does advertise.

**Success.**

The secret of most successes lies in the man rather than in the method.

Making people want the goods is, after all, about as near the secret of it as there comes to being any secret. Make the public want what you have to sell and the sale is half made.

Epitaph of a failure: "He worked overtime dodging work."

**That Man with the Overalls.**

When the man with the overalls comes into your store don't turn around and take your time to wait on him. Don't snub the man with the overalls in order to wait upon some elite of your town—that is, if the overall man came into your store first. Your overall man usually stands by the home town. He works in the shops, in the stock yards, in the factories and in the mills. His dollar is just as good as the dollar given to you by the man who tries to put on all kinds of airs in your town. The old American eagle on the silver dollar given to you by the man attired in

**SEVEN KILLED**

**By an Explosion of Gas in a Coal Mine.**

**AT PRICEBURG, PA.**

**All of the Victims Were Frightfully Burned, the Clothing Being Burned Off Most of Them.**

Scranton, Pa.—Seven men were killed outright and two others seriously injured in two explosions of mine gas in the Johnson No. 1 mine, at Priceburg, Tuesday. The first explosion, which occurred about 3 p. m., was caused by the carelessness of a doortender who, by leaving a door open, allowed gas to accumulate in the workings. One man was injured as a result of this explosion. The second explosion, which resulted in the death of seven men and the injury of another, occurred about 5 o'clock and resulted from the ignition of the deadly firedamp which accumulated after the first explosion.

Of the eight men who were working in the main gangway at the time of the second explosion, seven were killed instantly.

A runner who was near the foot of the shaft when the second explosion occurred quickly gave the alarm and a rescue party hurried to the scene of the explosion.

All the victims were frightfully burned, the clothing being burned off most of them.

News of the explosion spread rapidly through the village of Priceburg, a mining hamlet just north of Scranton, and hundreds of wives, children and other relatives of those who are employed in the mine hurried to the breaker. So badly disfigured were the remains of those who were killed, that identification at the time was impossible and the wildest excitement prevailed.

**A DRAMATIC SCENE IN COURT.**

**Man Convicted of Kidnaping Refused to Testify Against His Accomplice When Latter Made Mystic Sign of Black Hand.**

New York.—Ignazio De Leonardo and Pietro Pampinella were on Tuesday convicted of kidnaping and employing "Black Hand" methods of extortion. De Leonardo was first found guilty and at once offered to turn state's evidence in the hope that through confession he might secure a lighter punishment. His offer was accepted. At the moment he took the stand Pampinella placed his hand on his temples and brought them down slowly until they met at the throat. The effect on De Leonardo was startling. The witness turned deathly pale. Then he managed to say:

"I am sick. I cannot testify."  
"Why?" demanded Judge O'Sullivan.

With an effort De Leonardo replied: "Pampinella has just given me the sign of death. It is the Black Hand. I will not testify."

The witness was removed from the room and given a chance to recover himself. Later he was returned to the stand, only to collapse when his eyes met those of his partner in crime. Finally he positively refused to give evidence.

Pampinella was, however, convicted, as De Leonardo had been, chiefly on the testimony of 7-year-old Salvatore Siata, who was stolen from his home last winter and held a prisoner in a house on Staten Island, while "Black Hand" letters demanding from his father, a prosperous barber, a ransom of \$10,000. The boy's death was threatened. The youth was eventually released, though the father denied that he had settled with abductors.

**A Close Call.**

Bridgeport, Conn.—C. G. Herreshoff, nephew of the noted yacht designer, Nat C. Herreshoff, with his engineer, Edward J. Sherman, were rescued from drowning in Long Island sound Tuesday off the Bridgeport lighthouse, after the power boat Den, said to have been the fastest craft of its kind on the coast, had been wrecked and sunk. The men managed by clinging to a cushion to keep afloat until Lighthouse Keeper Wright came to their assistance. The Den was running about 28 miles an hour and suddenly, as it mounted the crest of a wave, broke amidships.

**Offers to Let China Down Easily.**

Washington, D. C.—The state department confirms the statement of the Chinese minister that it is the intention of the president to release China from the payment of all but the actual expenses to which the United States was put by the Boxer uprising of 1900, provided that congress shall give its consent. The fact that the indemnity is being collected under the terms of a treaty makes it impossible for the executive to act alone in this matter.

**Trapeze Performer Badly Hurt.**

Des Moines, Ia.—Through the failure of her mate's teeth to hold in a flying trapeze act in Robinson's circus Tuesday, Etie Minerva was dashed to the ring from near the top of the tent. It is feared that her injuries are fatal.

**Found Five More Corpses.**

Newport News, Va.—The waters of Hampton Roads on Tuesday gave up the bodies of five more victims of the Minnesota's launch disaster. Two dead midshipmen and three blue jackets were found.

**FOR HIGHER WAGES.**

**TELEGRAPH OPERATORS AT SAN FRANCISCO AND OAKLAND DECLARE A STRIKE.**

About 250 Employees of the Western Union and Postal Companies Cease Work.

San Francisco, Cal.—Strike ridden San Francisco had another strike added to the list Friday afternoon when the 250 telegraph operators employed in Oakland and San Francisco by the Western Union and Postal telegraph companies left the keys at 3:30 o'clock and walked out of the offices. Three short blows on a police whistle gave the signal and the operators rose from the tables, put on their coats and quit work.

The Postal and the Western Union main San Francisco offices are both in the Ferry building. Since the fire of 1906 the main relay office of the Western Union has been at West Oakland, where about 150 men and women are employed. In the San Francisco office about 20 operators are employed, and at branch offices about 20 more. The Postal company has 60 operators in its main San Francisco office. The operators in San Francisco and Oakland were dissatisfied with the letter written by President Clowry, of the Western Union, to Labor Commissioner Neill and insisted that their demands for a 25 per cent. increase in wages be granted.

President Small, of the Commercial Telegraphers' union, arrived Thursday and after considering the situation ordered the strike unless the increase was granted. Both the Western Union and the Postal officers declined to grant the 25 per cent. increase or to consult with the union.

**BUSINESS BROADENS.**

**Trade Responds to the Living Influence of Warmer Weather—Confidence Grows with the Crops.**

New York.—R. G. Dun & Co.'s Weekly Review of Trade says:

Weather conditions throughout the country are reported as seasonable for the first time in several months and the response is immediate in all branches of business, while crop prospects have improved greatly, although there still remains much lost ground to be regained. With scarcely an exception the week's news is encouraging, especially from the west. Confidence grows with the crops, and orders come forward to the leading centers for large fall and winter shipments of all classes of merchandise.

Most manufacturers are fully occupied on old contracts and there is little prospect of much idle machinery in the near future except on account of the customary midsummer repairs and inventories.

Less new business is received by makers of pig iron, partly because consumers have provided for requirements well into the future and in part on account of the large contracts already placed with furnaces which prevent any pressure to obtain orders.

**DEATHS IN A STORM.**

**Two Residents of Michigan are Killed by Lightning—Others Are Struck and Survive.**

Detroit, Mich.—Specials to the Free Press tell of a severe electrical storm which passed over the lower peninsula of Michigan late Friday. At Kalamazoo, Frank Stirner was struck by lightning while trimming a spruce tree. One of his shoes was torn off and he was badly burned about the body. The shock left him clinging to the branches of the tree bereft of reason. Neighbors attracted by his cries were unable to reach him or make him understand their directions to climb down to the ground and a fire truck was called to bring the man down by a ladder. He was taken to a hospital, where it is hoped the effects of the shock will pass away in a few days.

George Hawley, a farmer, was struck by lightning and killed while plowing in a cornfield near Kalamazoo and Mrs. Stephen Curtis was struck by lightning and killed while talking to her husband in their kitchen at Onaway, Cheboygan county. Mr. Curtis was stunned, but not seriously hurt.

**THE STATE RESTS.**

**Judge Wood Overrules a Motion to Acquit W. D. Haywood of Murder.**

Boise, Idaho.—When the state on Friday closed its case against William D. Haywood, charged with the murder of Frank Steunenberg, the defense made an unsuccessful attempt to have the court direct the jury to acquit the prisoner on the ground that the state had not proved its charge.

Judge Wood's ruling, which requires the defense to meet with evidence the case that the state has presented, was made at the close of court, and it was then arranged that Haywood's counsel should make their opening statement and present their first testimony on Monday.

The prosecution introduced a few witnesses Friday to corroborate previous evidence and then formally rested its case.

**Woman Killed in an Accident.**

Buffalo, N. Y.—Mrs. George Barker was thrown from her buggy Friday as she was driving near Batavia and her neck was broken. Her horse shied at an automobile driven by George E. Titman, a Philadelphia broker. Mrs. Barker's carriage was wrecked.

**Two Cent Fare in Kansas.**

Topeka, Kan.—The state board of railroad commissioners has decided to issue an order putting a flat two cent passenger fare into effect.

**Balcom & Lloyd.**

**WE have the best stocked general store in the county and if you are looking for reliable goods at reasonable prices, we are ready to serve you with the best to be found. Our reputation for trustworthy goods and fair dealing is too well known to sell any but high grade goods.**

**Our stock of Queensware and Chinaware is selected with great care and we have some of the most handsome dishes ever shown in this section, both in imported and domestic makes. We invite you to visit us and look our goods over.**

**Balcom & Lloyd.**

**LOOK ELSEWHERE BUT DON'T FORGET THESE PRICES AND FACTS AT**

**LaBAR'S**

We carry in stock the largest line of Carpets, Linoleums and Mattings of all kinds ever brought to this town. Also a big line of samples.

A very large line of Lace Curtains that cannot be matched anywhere for the price.

Art Squares and Rugs of all sizes and kind, from the cheapest to the best.

Dining Chairs, Rockers and High Chairs.

A large and elegant line of Tufted and Drop-head Couches. Beauties and at bargain prices.

- \$30 Bedroom Suits, solid oak at..... \$25
- \$28 Bedroom Suits, solid oak at..... \$21
- \$25 Bed room Suits, solid oak at..... \$20

- \$40 Sideboard, quartered oak..... \$30
- \$32 Sideboard, quartered oak..... \$25
- \$22 Sideboard, quartered oak..... \$16

A large line of Dressers from \$3 up.

Chiffoniers of all kinds and all prices.

The finest line of Sewing Machines on the market, the "DOMESTIC" and "ELDRIDGE." All drop-heads and warranted.

A fine line of Dishes, common grade and China, in sets and by the piece.

As I keep a full line of everything that goes to make up a good Furniture store, it is useless to enumerate them all.

Please call and see for yourself that I am telling you the truth, and if you don't buy, there is no harm done, as it is no trouble to show goods.

**GEO. J. LaBAR.**

**UNDERTAKING.**



Turn to and bury the mail-order house monopoly under the sod of local prosperity. You can do it by spending your money with the local merchants. If you give them an opportunity they will treat you fairly, and they, like yourself, represent the interests of the home town.

to hoe but that we dislike hoeing.

Opportunity knocks once—and often a dozen times—at every door, but you have no kick against the fates if Opportunity knocks, finds you lost in a pipe dream and turns away never to return.

Bacon said: "The mold of a man's fortune is in his own hands."

All men cannot be captains of industry. All men cannot succeed phenomenally. All men, it seems, cannot succeed even moderately, but all men can make an effort to succeed.

We must not stop striving to reach a higher and better place until we are willing to sink to the bottom. If we simply expect to float and not try to swim we might just as well quit. It would be well for us to keep as a motto before us: "Perseverance and pluck conquer all things," for it bears close relationship to the subject chosen. If we regarded the little opportunities in life more seriously and made the most use of them we would be better able to master the golden opportunities.

**Let It Be Known.**

You may know that you have the best assorted stock in town, but the public will not know it unless you tell them about it; they are not clairvoyants. First use the newspapers liberally, then circulars, personal letters, talk to them when you can catch them in your store, at their homes—anywhere. The first and last thing to bear in mind about advertising is that it is as wide as human nature in its appeal.

Advertising is the mighty engine of success, and without it the business world would be minus its dynamo of energy.

**Push All the Time.**

If it pays to push when business is good, it pays to push when business is bad.

If it pays to push when business is bad, it pays to push when business is good.

If it pays to push at all, it pays to push all the time.

Therefore, don't let it die. When everything is coming your way, push to make it come the faster.

When everything is going the other way, push to make it come back to you.

Push all the time and you'll feel the better for it, and make more money.

It takes hard thinking and hard

overalls counts for just as much and screams just as hard as the bird on the dollar turned over by the man who belongs to the "upper tens." Besides, if the man in the overalls wants credit until Saturday night or until the first of the month, you'll stand to win to get the cash from him when he says he'll pay you. Don't give him the marble heart. You want his trade. He needs dry goods and groceries, and he will spend his money with you if you treat him right.

**Business Sickness a Common Complaint.**

Stuck in a rut, are you? Same old rut. Boss doesn't appreciate your efforts. Interest in your business wearing thin at the edges? Eh? Thought so! Well, what are you waiting for?

You know nothing really comes to the fellow who waits, except the "push." Some people never "get there" unless they're pushed.

If you're sick of your job you're doing yourself and your boss a bad turn by hanging on. Start looking around for another job—that'll keep your mind liquid. Wonderful what a pick-me-up job-hunting is to some people. If you get "turned down" two or three times you'll begin to think what small potatoes you really are after all, and that's good tonic for business sickness—the first sign of recovery, in fact.

Your present job will, maybe, acquire a fresh interest to you, and you'll come at it again like a two-year-old.

If you were born with a square chin and the normal amount of gray matter you'll probably want to get ahead of the procession. There is only one sure way, and that is "know how." A fellow with "know how" never loses interest in his job. He wouldn't get the "know how" if he did.

It's marvelous how interesting business is when you get the proper spirit. Some men obtain more genuine pleasure from business than they do from play. If you want to enjoy business—study it—soak yourself in it, and imagine it's play.

You won't have to imagine long, and when you've got the spirit of the game you couldn't be kept out of it with a pickax.

**Fashion Is Ever Changing.**

Mrs. Shopper—Is that hat that was \$25 this morning the same price still? Milliner—Certainly! Why not?

Mrs. Shopper—Well, it's not such a new style as it was then.—Judge.