

# THE KEY TO BETTER BUSINESS

## FIRST NATIONAL BANK

CENTRE HALL

Where helpful service takes the place of just ordinary attention

3 Per Cent Compound Interest on Savings Deposits

### When You Need

A REAL MACHINE JOB Done or some EXPERT WELDING, bring it to me and I will do it RIGHT!

I Am Also Prepared to Do

Acetylene Welding

at Prices that Are RIGHT

Bring your work here. You will be pleased with results

W. A. HENNEY

CENTRE HALL, PA.

## CENTRE HALL GRAIN ELEVATOR AND COAL YARD

Wm. McClenahan, Prop.

Dealer in

All kinds of Grain, Winter, Spring and Blended Flour, Dairy, Hog and Poultry Feeds, Anthracite, Canall and Bituminous Coal, Woven and Barb Wire Fencing.

Prompt Service and Deliveries Made In or Out of Town SATISFACTION GUARANTEED

## QUALITY MERCHANDISE and SATISFACTORY SERVICE

Now, Mr. Customer, on this motto we solicit your business.

Just unloaded our Second Car of— 55 PER CT. MEAT SCRAPS and

60 PER CT. DIGESTED TANKAGE ALSO, CAR LARRO FEED CAR SALT, and our Yard Filled With THE BEST OF COAL.

CENTRE HALL ROLLER FLOURING MILLS

Bradford & Co., Proprietors

CENTRE HALL, PA.

### Compare the Prices

WE OFFER FOR

CHOICE WHITE EGGS

Figure over a 12-month period and you will have the answer

Then there's 50 per cent. Beef Scraps for \$4.25

And 17 per cent. Laying Mash for \$3.25

A Combination That Spells PROFIT

Kerlin Poultry Farm

CENTRE HALL, PA.

### When Your Hens Lay Down

on you instead of LAYING FOR YOU it's tough, but we have something that will make them produce. Try our

'Symco' or 'Pratt's' EGG MASH

YOU'LL BE SURPRISED

HOCKMAN'S

FULL LINE PRATT'S REMEDIES, BEEF SCRAP, OYSTER SHELLS CENTRE HALL, PA.

## C. P. LONG CO.

GENERAL MERCHANDISE

...and...

## COAL

Our Guarantee of Quality and Our Service Go With Everything We Sell.

SPRING MILLS, PA.

## STROHMEIER'S

MARBLE AND GRANITE WORKS

Cemetery Memorials

STROHMEIER'S

CENTRE HALL, PA.

IT'S A REAL GOOD CAR



SIX

ASK FOR DEMONSTRATION OVER ANY MOUNTAIN IN THIS VICINITY J. S. BOOZER CENTRE HALL, PA.

## DO YOU KNOW

That it will pay you well to get a

RE-TREAD PUT ON YOUR OLD TIRE?

I do real work and GUARANTEE EVERY JOB. GIVE ME A TRIAL

S. R. RISHEL

Expert Tire Repairing and Retreading BOALSBURG, PA.

For Economical Transportation

## A Chevrolet THIS SPRING

"For Economical Transportation" is more than a catch-phrase. Own a Chevrolet and the first few hundred miles will thoroughly convince you of its practical economy—in tires, gas and oil. These are the big items in the upkeep of your car.

Homan's Garage

Complete Line of Accessories; Also Tires. Expert Repair Work CENTRE HALL, PA.

## "PILGRIM"

IS THE REAL GOOD EVAPORATED MILK

Put up in Attractive Cans and made right here at home.

Ask your grocer for it by name

Don't Say Evaporated Milk, Say—"PILGRIM"

Continental Condensed Milk Co.

Preserved and Evaporated Milk SPRING MILLS, PA.

## BUY AT HOME!

Do you know that more property is controlled by retail stores than any other kind of business in this country. There is more money invested in retail stores than in all the banks. Their sales exceed that of the steel industry.

More taxes are paid by retail merchants than by any other class.

More people are employed in retail stores than in any other trade. You can put the plus sign on anything you like in regard to the retail business. Therefore it pays to consider the ways and means of improving the greatest activity in Centre Hall, Spring Mills, Boalsburg today. This can be done by Being a Booster for these towns, and by buying from their merchants. They are paying the heaviest taxes and are making this part of Penns Valley the Business Center of the County.

Back them up with your purchases here at home.

## 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.

(Copyright) 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.

## The Saving Habit Is a Good Habit

The optimist is the fellow who pays last week's board with next week's wages.

This is the same person who opens a Savings Account with real enthusiasm, makes regular deposits for a time and then tapers off to the vanishing point. His intentions are still good but his resolution is slipping.

Most successful men are optimists who have paved the way with bank deposit slips.

First National Bank SPRING MILLS, PA.

\$350

BUYS A BUICK 1917

5-Passenger Touring Car in Excellent Condition with two Extra Cord Tires

IT'S A REAL BARGAIN

Come Here and See

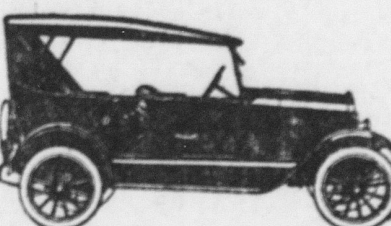
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ON ALL MAKES OF CARS

Hauser's Garage

SPRING MILLS, PA.

STAR AND DURANT



Real Bargains in Used Cars

Come in and get our prices today

FETTEROLF'S GARAGE

CENTRE HALL, PA.

## SPECIAL SALE

—ON—

KITCHEN CABINETS

NOW, \$45.00.

All Over Stuffed Leather Rockers, \$18.

All Other ROCKERS REDUCED.

Cotton Combination Mattress...\$8.00

Best Vacuum Washer on market, \$18.00

RUGS AND HOME-MADE CARPET

AT SPECIALS

John Smith & Bro.

SPRING MILLS, PA.

## Now Is the Time

To order your coal for the coming winter. We give you good coal at

RIGHT PRICES

Feeds for Poultry, Hogs, Cattle and Horses

Get our prices before buying elsewhere

A. M. GROVE

Coal, Lime, Stone, Cement, Roofing,

Hay, Straw

SPRING MILLS, PA.

PATTERSON'S

—FOR—

GOOD GROCERIES

AND

General Merchandise

GOOD GOODS in an ATTRACTIVE CLEAN STORE

When you trade here—WE BOTH GAIN

PATTERSON'S

BOALSBURG, PA.

Philadelphia.—Poison liquor, directly or indirectly, has caused the deaths of 600 persons in this city during the last twelve months, according to Coroner Patton, who said he is preparing a special report for publication on the dangers of the "liquor death" sold by bootleggers as "smuggled whisky." Mr. Patton pointed out that, in his report, there were only seventeen instances in which the death certificates showed the direct cause of death to have been poison rum or "acute alcoholism." He explained, however, that he investigated 568 deaths supposedly caused by various diseases of the heart, and found in about 600 cases the deceased were victims of the poison drink habit.

Pittsburgh.—The trust fund established by the late William Thaw produced an income of more than \$1,000,000 in the past four years, the trustees reported to the orphans' court. It is known as the "coke trust fund." Among the beneficiaries was Harry K. Thaw, whose one-tenth of the income amounted to more than \$100,000. A like share went to Alice Thaw Whitney, formerly the Countess of Yarmouth.

Tamaqua.—As the result of an explosion at the Atlas Powder Company's plant, at Reynolds, Miss Agnes Elliot, aged 25 years, was so badly injured that she died shortly afterward. With a dozen other young women Miss Elliot was employed in the cap department. She had taken a box of loaded caps from her desk and was placing them on a bench when the explosion occurred, the charge striking her with great force in the abdomen. Although the shock was sufficient to demolish the windows of the building the other young women escaped injury. What caused the explosion has not been learned.

Lewistown.—Dr. R. R. Decker has been elected health inspector to succeed Dr. C. H. Bristol.

Sunbury.—A balance of \$99,942.29 remained in the Northumberland county treasury at the end of the fiscal year.

Stockton.—This was a glad New Year's day for Mrs. Susan Anderko, who was informed that her 19-year old son, Richard, mourned as dead the past three months, is alive and well at Altoona. According to relatives the lad was beaten in a fight last fall and disappeared. The woods were searched for his body by persons who thought that his injuries were fatal. Instead of going home, he went to Altoona, where he took a job.

Washington.—Several charitable bequests are included in the will of the late Walter T. Lilley, of California, whose death occurred a few days ago following a brief illness. He left an estate of from \$250,000 to \$300,000 and gave \$10,000 to the First Methodist church of California, \$5000 to the Presbyterian church and \$2000 to the Christian church.

Vandergrift.—An unmasked bandit robbed the jewelry store of I. Protech of about \$20,000 worth of gems and \$46 in money after holding up Protech with two revolvers and compelling him to unlock the safe. After making a careful selection from the stock of jewelry, the gunman warned the proprietor against making any outcry and backed out a rear door, while he kept Protech covered with the revolvers.

Washington.—Four men were killed in accidents in Washington county. Guy Gilliland, aged 28, of Clarksville, and Lewis Wyrer, aged 27, living near Uniontown, were crushed by a fall of slate in the mine of the Chartiers Southern Coal Company, at Clarksville. Dominick Bassolo, aged 28, of Canonsburg, was caught by the swing arm of a crane at the Standard Tin Plate Company plant at Canonsburg. Charles Drsnny, aged 20, was killed in the Montour No. 4 mine, at Hill's Station, by a string of loaded cars.

Bloomburg.—When a fire occurred near the roof of the Huntington Mills School 117 pupils and four teachers marched out safely. The building burned to the ground, with a loss of \$12,000, but many of the books and supplies were saved. The community hall and Grange hall will be used the remainder of the year, school sessions being resumed on January 12. The board plans to erect a new building in the spring.

Berwick.—Connell re-elected all borough employees and increased the salary of Police Chief Lanning \$10

F. V. GOODHART

FUNERAL DIRECTOR

FURNITURE

CARPETS

RUGS, &c.

CENTRE HALL, PA.

Bell Phone 37R2

## O. T. CORMAN

SPRING MILLS, PA.

DEALER IN

General Merchandise,

Poultry, Potatoes, Lard,

Fish, Oysters and All

Kinds Country Produce

Bring me your eggs and poultry

and receive highest market price

## PHILCO DIAMOND GRID BATTERIES

Guaranteed for two years by the manufacturers as well as ourselves

All Makes of Batteries Charged and Repaired.

Insyde Tyres—Blowout Proof and

Coffield Pure-Gum Tire

Protectors

CLYDE A. SMITH

CENTRE HALL, PA.