## SNAPSHOTS AT STATE NEWS

All Pennsylvania Gleaned for Items of Interest.

### REPORTS ABOUT CROPS GOOD

Farmers Busy in Every Locality-Churches Raising Funds for Many Worthy Objects-Items of Business and Pleasure that Interest.

Berwick Odd Fellows dedicated their handsome new \$22,000 home.

The Salvation Army will erect \$10,-000 barracks in Pen Argyl.

A farm of 19 acres, five miles from Lancaster, sold at public sale at \$408.13 an acre.

An unusual amount of rag weed in Franklin county is taken as a sign of a hard winter.

John Clark, of Chester, caught his hand in machinery at the Eddystone Print Works, and several fingers were crushed.

The authorities of Glenolden are making war on peddlers and hucksters who are doing business without

Franklin's Mayor has called a massmeeting to protest against an increase in the price of milk, and the women have extended their boycott.

Residents of Gulf Mills want the Philadelphia & Western Railway to adopt a five-cent fare to Norristown instead of 10 cents.

Frank Kinzer and John Wetzel, found guilty of robbing their friend. Roy Mellinger, were recommended to the mercy of Judge Gillan at Cham-

Fresh air children from New York wept at the railroad station at Chambersburg because they could not remain longer with the families who had entertained them for two weeks.

Farmers' Day at the Old Home Week c lebration at Bangor was such a great success that a meeting was held at which it was decided to make the day a yearly event.

Joseph F. Weaver, of Lancaster, a carpenter, was permanently injured as the result of a scaffold breaking, and he has sued Contractor Herman Wohlsen for \$10,000 damages.

The managers of the Chester County Agricultural Association are considering the matter of erecting another large grand stand at a probable cost of \$5,000, for the accommodation of visitors next year.

Beginning the one hundred and seventeenth year of its history, the Friends schoolhouse at Pennsdale, Ly-coming county, was the scene of a happy gathering of past and present

George Kahle, of Hogue Hill, near Oil City, escaped uninjured when lightning ripped open the roof of his home, shattered the bed on which he was sleeping and then passed to the lower floor and into the ground.

The Chamber of Commerce of Johnstown is planning a municipal celebration of Hailowe'en. Merchants and prominent citizens in general favor the idea, and declare it is the only effective method against individual depredations common to the season.

In Sweden Valley, Potter county, is a cave which has a temperature in summer sufficiently cold to freeze water to a depth of four feet. It is rewinter the temperature rises until at Christmas time the ice is melted and a moderate summer temperature main-

J. R. Stranford, of Galeton, Potter county, is 75 years of age, and has been a railway mail clerk on the old Allegheny Valley Railroad for 43 years. Despite his age he has just passed successfully an examination in letter reading, making only seven mis-takes in one thousand tests. He will be relieved from further examinations.

As treasurer of a picnic fund, Miss Florence Stevenson, of McVeytown, Miffin county, converted a pillow on a baby's cot into a temporary bank. A score of merchants who by direction of the treasurer called early next morning to receive their pay for supplies had to wait five hours because the mother of the baby would not allow its sleep to be disturbed.

The McCollom & Post Silk Company, of Paterson, N. J., will build a plant at Nazareth that will give employment to 100 hands.

With caves on two sides and in front of the public school at Cork Lane, Luzerne County, the Board of Directors has ordered the building made safe for use, and sessions being conducted pending the decision of coal company officials, who are con-sidering the advisability of stopping operations in the immediate neighbor

### OLD AND NEW WORLD

According to a statement from the Department of Commerce and Labor, women's applications for licenses as wireless operators on ships will be dealt with the same as men's. Beloit College, in Beloit, Wis., an-

nounced plans for a time service by wireless telegraph to cities of the middle West and boats on the Great

Pledging support to Wilson and Marshall, ex-Senator James Smith, Jr., filed his petition as candidate for United States Senator from New Jersey in the Democratic primaries.

William J. Flynn, head of the New York branch of the secret service, resigned his position to take part in the graft investigation in New York.

MARKETS.

(New York Wholesale Prices.)

Up. R. Irel.
U. R. Wyo.
U. R. Niag.
U. R. Concord.
N. J. black.
South Del.
Md. champ.
Md. M. E.
Niagara 

N. J.
Md.
Muskmelons, per crt.—
N. J. 

 
 Cabbages—Per ton
 8.00@10.00

 Per ton
 1.50@3.00

 Per 100
 1.50@3.00

 Per bbl.
 50@75

 Cauliflowers, Long Island, per 1.00@2.50
 1.00@2.50
 Per bbl.
Cauliflowers, Long Island, per bag 1.00@2.55
Cauliflowers, Long Island, per bag 2.00@2.75
Calery, per doz. 10@2.55
Celery, per doz. 10@2.55
Celery, per doz. 10@2.55
Celery, per doz. 10@2.55
Celery, per log ears. 10.00@1.50
Eggplants, per bbl. 1.00@4.50
Eggplants, per bbl. 1.00@4.50
Eggplants, per bbl. 1.00@1.50
Lima beans, per basket 1.50@2.05
Mushrooms, per basket 1.50@3.00
Okra, per basket 5.00@1.25
Mushrooms, per basket 5.00@1.25
Ct. Valley, yellow, 100-lb, bag, 1.50@2.00
Orange Co. 100-lb, bag, 1.00@1.50
Orange Co. 100-lb, bag, 1.00@1.50
L. L. yellow, per bbl. 2.00@2.25
Jersey, per basket 6.00@1.00
Va. and Md. per bbl. 1.50@2.00
Peas, per basket or bag 6.00@1.25
Lumpkins, per bbl. 1.50@2.00
Feas, per basket or bag 6.00@1.50
Romaine, per basket 5.00@1.65
Romaine, per basket 5.00@1.65
Radishes, per 100 bunches 6.100
Squash—
Hubbard, per bbl. 75@1.00

Pumpkins, per bbl. 50% 65 States and R. S. Somaine, per basket 100 bunches ... 60.00 Stadishes, per 100 bunches ... 61.00 White, per bbl. 75.01.00 White, per bbl. 75.01.00 White, per bbl. 50.07 75 Crooked neck, bbl. 50.07 75 C

90c.; oat, 45@50c.
Spot Markets at a Glance.
Wheat, No. 2 red, to ar
Oats, new, stand
Flour, spring patent, new, bbl 5.00
Export corn, to arrive
Lard, Ref., Cont., cwt11.95c
Tallow, city hhds
Pork, mess, bbl
Cottonseed oil, lb6.34c
Coffee, Rio No. 7, lb
Tea, Formosa, lb
Sugar, fine, gran., lb
Butter, extras
Cheese, specials
Eggs, extra firsts
Cotton
Tobacco-
Tobacco- Favana, R. D

## BRIEFS FOR THE BUSY HIGH SCHOOL KIDS' RECORDS

They Begin as Leaders in Higher Scientific Courses.

GIRLS AND BOYS VYING

Teachers Who Grasp the Young Idea and Teach It Early Just How to Shoot-Reading Has 14,000 at Work.

Reading.—Among the Reading's 14,000 school children none seem happier than those who attend the boys' and girls' high schools for the first For some years past these youngsters have been making wonderful records in grammar grades, which admitted them to high schools at tender ages, and never before have so many of them won such promotions between the ages of 12 and 13 years as this year for there are thirty such. This happy condition was not reached simply because the scholars were naturally bright or because learning was a gift among the fortunate ones, but is due largely to the efficiency which the lower grade schools have developed in this city during the last half-dozen years as well as by the energetic co-operation of the pupils. One of the hardest workers among those now enrolled in the freshman class of the girls' high school is Miss Eleanor I., daughter of a former school controller, W. Irwin Renninger. She is not quite 13 years old and yet she ranked sixth in her class of forty scholars with an average of 86.3 for the term, though she was the youngest pupil in the room. She has en-rolled herself for the Latin-scientific course and promises to be one of the best workers among the newcomers. Among the boys of tender years now marching to the boys' high school every morning are Henry Haller, Fred M. Christman, Elliott H. Hollenback, Harry S. Zimmerman and Robert Morgan Homan. Young Haller has not reached his thirteenth year. He began school life when but six years old finished two grades the first year and since that time through all the other grades has stood between first and fifth in rank all the time, being fifth in the last year of the grammar grade in a class of thirty-three, with an average of 89.6, though he was the youngest in the school. In his last year's work he won three prizes for debating, one of which was a challenge debate.

### For Shooting Well-Bred Dog.

Doylestown.—Dog owners sportsmen crowded the office of tice of the Peace C. R. Nightingale, when testimony was given in the civil suit brought by Howard C. Vaux, of Doylestown, to recover \$300 damages from Harry MacNair, a Buckingham farmer, for the shooting of his registered English setter, Vaux Rhoda, about a month ago. MacNair made no attempt to deny the shooting, but claimed it was done because the ten or twelve farmers and farm hands present believed the dog was afflicted with hydrophobia. Mr. Vaux claimed that Rhoda was a thoroughbred and worth \$150 a year to him. As evidence of her breeding it was testified that her grandfather sold for \$10,000. Rhoda's market value was estimated at \$300.

### Drops a Proxy Fiances.

Franklin.—A capias was issued here for the arrest of Nicholas Sperides, an Oil City confectioner, who has been sued by Miss Stella Vournaki, of Sunbury, for \$5,000 damages for breach of promise. The girl al-leges that more than a year ago Sperides went to John Dusckas, of Titus-ville, and asked him to get him a wife. Dusckas suggested Miss Vournaki and brought her on from Sunbury, with the result that she and Sperides became engaged. They were to be married last May, but after one postponement Sperides called off the en-gagement. Sperides has a large store in Oil City, and will give the required \$1,500 bail.

### Make School Fire Test Real.

South Bethlehem .- In a fire test to show County Superintendent Grim the efficiency of the local public schools, the 500 pupils of the central building left the building in two minutes after the alarm was sounded. To make the test the more real City Superintendent Owen Wilt had had built and lighted a big bonfire on the outside of the school. When the scholars saw the smoke there was no semblance of panic, but, still of the belief that there was a fire, they helped two teachers, Mrss Florence Boone and Miss Nellie Kelly, to get ready to fight the flames with chemical extin-

Half a Crop of Grapes. grapes this year will add to the high cost of living. A vineyardist in the Lake Erie grape belt says that on account of the severe winter and the count of the severe whiter and the hail in August the crop will be only one-half of normal. This in itself would be insufficient to increase the price; but the fact that the large juice manufacturers are buying n bulk twice as much as usual adds to the discouraging situation. The basket shipment is expected to be the



TRIES NEW ADVERTISING PLAN

Young Man with Ingenuity "Puts It Over" on Manager of a Chicago Hotel.

A novel advertising scheme based on the psychology of the contentment of the average man following a good meal has been discovered by the manager of one of Chicago's most exclusive and fashionable hostelries. plan which the manager unearthed has been worked for some time by a faultlessly clothed, urbane young man in spite of the strict house rules that no advertising or soliciting schemes of any kind would be tolerated within the hotel.

"Cost seemed to be no object to the young man who was interested in promoting the sale of a certain brand of cigarettes," said the hotel manager. "Our young salesman, for such he is in effect, would enter the main dining room of the hotel and order his dinner. As he was eating he would note the progress of a meal at an adjoining table, preferably where a young man was dining with a young woman. Just at the proper moment after he had finished his own meal and paid his check he would recall the waiter, hand him a generous tip and in an apparently careless tone say, 'Take this over to my friend there who is eating at that table in the corner.' Whereupon he would hand Whereupon he would hand the waiter a neat box done up in a heavy glazed paper and with it a handsomely engraved card. These the waiter would carry without question to the diner indicated by the clever young advertiser. The box and the card would reach their destination just as the waiter was bringing the finger bowls and the young diner perhaps preparing to order an after dinner smoke.

The waiter would inform the young man that a friend had requested him to give him a package and the accompanying card. Of course, the object of the gift would be surprised. When he peeled off the wrapper he would discover the box of cigarettes and turning to his companion would laugh heartily at the clever manner of presenting the gift and, thereby calling attention to a particular brand of smokes. Still chuckling and in the proper good humor, following a good meal, he would open the box, extract a cigarette and puff away in evident enjoyment. Then, of course, the joke was too good to keep and he would tell many of his friends, thereby constantly widening the circle of adver-

### TWO HINTS TO ADVERTISERS

Stories of Two Clothing Merchants and Two Bootblacks That Carry Good Suggestions.

A writer on advertising subjects tells this story: A man advertised fur lined overcoats, reduced from \$50 to \$30. No reason for the cut was given. He sold very few.

The lease of another dealer in the same line expired, and he was or-dered to vacate in two weeks. He ad-vertised this fact, and announced that his fur lined coats would be reduced from \$50 to \$40. He sold all he had. This incident illustrates the analyt-

ical scrutiny with which the public analyzes advertising to see if it is rea-

Still another hint from the same writer: A boot black was noticed one day shouting, "Shines, five cents." He was not very busy. Not far off was another stand occupied by a boy whose outfit and location were in no way different. It was Saturday afternoon. "Get your Sunday shine, five cents." he shouted, and he was hustling all the time.

This boy succeeded because he made

had to sell was one of which they felt the immediate need. His appeal had timeliness, and it showed instinct for the news element in advertising. These incidents are full of suggestions to seekers for publicity.

"Advertising is publicity," Mr. Demeter said, "and the master painter should try to keep his name before the public as much as possible, and he will find the local newspapers best adapted. The papers will be willing to give him and his business a boost if he will furnish them with correct if he will furnish them with correct facts that do not reflect on or injure his competitor's business. He should not be slow in informing the local editor about his movements and ask him to make mention of it in his newspa per. For that reason, especially, he should spend the larger amount of money for advertising with the local papers and turn down the many freaks and schemes for advertising imposed on him by out-of-town fakes. Remember all his advertisements should bear the stamp of truth. Misrepresentation of any kind will not succeed."

"When you won't pay for wool -you must expect to get shod-y." Here is a moral for the ad-

## THESE SIX LETTERS

## From New England Women

Prove that Lydia E. Pinkham's Vegetable Compound Does Restore the Health of Ailing Women.

Boston, Mass.—"I was passing through the Change of Life and suffered from hemorrhages (sometimes lasting for weeks), and could get nothing to check them. I began taking Lydia E. Pinkham's Vegetable Compound (tablet form) on Tuesday, and the following Saturday morning the hemorrhages stopped. I have taken them regularly ever since and am steadily gaining.
"I certainly think that every one who is troubled as I was should give your Compound Tablets a faithful trial, and they will find relief."—Mrs. George Juby, 803 Fifth Street, South Boston, Mass.

#### Letter from Mrs. Julia King, Phœnix, R.I.

Phoenix, R.I.—"I worked steady in the mill from the time I was 12 years old until I had been married a year, and I think that caused my bad feelings. I had soreness in my side near my left hip that went around to my back, and sometimes I would have to lie in bed for two or three days. I was not able to do my housework.

"Lydia E. Pinkham's Vegetable Compound has helped me wonderfully is, every way. You may use my letter for the good of others. I am only too glad to do anything within my power to recommend your medicine."—MraJulia King, Box 282, Phoenix. R.I.

### Letter from Mrs. Etta Donovan, Willimantic, Conn.

Willimantic, Conn.—"For five years I suffered untold agony from female troubles causing backache, irregularities, dizziness, and nervous prostration. It was impossible for me to walk up stairs without stopping on the way. I was all run down in every way.
"I tried three doctors and each told me something different. I received no benefit from any of them but seemed to suffer more. The last doctor said it was no use for me to take anything as nothing would restore me to health again. So I began taking Lydia E. Pinkham's Vegetable Compound to see what it would do, and by taking seven bottles of the Compound and other treatment you advised, I am restored to my natural health."—Mrs. ETTA DONOVAN, 763 Main Street, Willimantic, Conn.

#### Letter from Mrs. Winfield Dana, Augusta, Me.

Augusta, Me.—"Lydia E. Pinkham's Vegetable Compound has cured the backache, headache, and the bad pain I had in my right side, and I am perfectly well."—Mrs. Winfield Dana, E.F.D. No. 2, Augusta, Me.

Letter from Mrs. J. A. Thompson, Newport, Vt.

Newport, Vt.—"I thank you for the great benefi. Lydia E. Pinkham's Vegetable Compound has done me. I took eight bottles and it did worders for me, as I was a nervous wreck when I began taking it. I shall always speak a good word for it to my friends."—Mrs. John A. Thompson, Box 3. Newport Center, Vermont.

### Letter from Miss Grace Dodds, Bethlehem, N.H.

Bethlehem, N.H.—"By working very hard, sweeping carpets, washing, ironing, lifting heavy baskets of clothes, etc., I got all run down. I was sick in bed every month.

"This last Spring my mother got Lydia E. Pinkham's Vegetable Compound for me, and already I feel like another gir." I am regular and do not have the pains that I did, and do not have to go to bed. I will tel. all my friends what the Compound is doing for me."—Miss GRACIE B. Dodds, Box 133, Bethlehem, N.H.

For 30 years Lydia E. Pinkham's Vegetable Compound has been the standard remedy for female ills. No one sick with woman's allments does justice to herself who will not try this famous medicine, made from roots and herbs, it has restored so many suffering women to health. Write to LYDIA E. PINKHAM MEDICINE CO.
(CONFIDENTIAL) LYNN, MASS., for advice.
Your letter will be opened, read and answered
by a woman and held in strict confidence.





# To Fortune and Happy Life

Messrs. J. S. & W. S. Kuhn, the Pittsburgh bankers, are doing in the Sacramento Valley what the U. S. Government is doing elsewhere for the people.

There is ten times more net profit per acre in California irrigated land than in the East and with less labor.

Let us take you where there is comfort and happiness besides profit, climate equal to that of Southern Italy, no frosts nor snow, no thunderstorms nor sunstrokes.

Let us take you where big money is now being made, markets are near, demand for products great and income

Let us take you where railroad and river transportation is near, where there are denominational churches and graded schools.

Now is the time to buy this land—get in with the winners, the great Panama Canal will soon be ready and you can share in its triumphs; farms are selling rapidly, and we strongly urge you to purchase as soon as possible.

You can buy this land on very easy terms—\$15.00 an acre now and the balance in ten yearly payments. Give us an opportunity to take up all details with you -write us now.

Let us send you our fine illustrated printed matter telling all about it. Write for it at once—it gives you absolute proofs.

KUHN IRRIGATED LAND CO. Dept. 134 501 FIFTH AVENUE NEW YORK, N. Y.

their faces in the bubbles.

music, and the thoughts galloping, but

the house it fills with revelry-more

dead. There is only one stimulant that never fails, and yet never intoxi-cates—Duty. Duty puts a blue sky

over every man—up in his heart may-be—into which the skylark, happiness,

always goes singing.—George D. Pen

the natives, flora and fauna of

unknown regions of northern

Unfailing Stimulant. Men have tried many things, but still they ask for stimulant—the stim-ulant in use but requires the use of Men try to drown the floating dead of their own souls in the wine Waterman's cup, but the corpses will rise. We see their faces in the bubbles. The in-



will always respond immediately wherever you want to write. The spoon Feed regulates an even and steady flow and prevents overflow Gold Pens to suit every hand

Big Men Use" 'The Pen That

Norwegian Scientific Expedition.

A Norwegian expedition will study EARN MONEY NURSING This School PHILADELPHIA SCHOOL FOR NURSES Philadelphia, Pa.

W. N. U., NEW YORK, No. 37-1912.

