ASK YOURSELF THESE QUERIES

Are You Doing All You Can to Improve Your Business?

NOW THE TIME TO GET BUSY

Take Your Mental Scales and Weigh Matters Thoroughly From the Viewpoint of an Outsider—Keep on the Main Street of Success, Not the Side Alleys of Failure.

The science of merchandising has risen rapidly in the past half decade, but there are still merchants who sell only trash and who care more for today's profits than for future patronage. Such merchants are no longer important. They are has beens. They are too weak, mentally and financially, to withstand the rising standard of modern business. They are gradually finding their way to the side streets, where they can dry up without anybody's knowing it.

The time to tone up our business is now. Tomorrow begins with every tick of the watch. Every good business man knows the necessity of planning for the next minute and the next hour and the next day.

Take your mental scales and weigh your business thoroughly, from the standpoint of an outsider. Would you consider it a high class business if some one else owned it? That's the test.

What are you doing to raise the tone of your store?

Are you steadily improving the quality of the goods, to give your customers a maximum value for the price? Your competitor probably is.

Do your methods conform to the golden rule? Are they as liberal as your competitors?

Do you run your business with as much dignity as your banker conducts his? You should.

Do you try to sell each customer what is really best for him, or merely try to pick his pocket as soon as possible?

Do you lie or juggle words in your advertising? Exaggeration does more harm than good.

Do you use big box car black capital letters in your advertising? Circuses do, but they appeal to a different kind of crowd.

Do you print your entire catalogue in each advertisement? You should not. Nobody wants to read your invoice.

Do you always state the price in each advertisement? That's the principal point the reader wants to know.

Do you put glaring printed signs on packages? No customer wants to be a walking signboard for your store.

Do you pay enough attention to the appearance of your store? Is it modern and attractive? Take a look at it now, from the standpoint of the man on the street.

Do you notice whether every corner is thoroughly clean and every article ready for a customer to see or handle? Do you use enough light for a close inspection of the goods? If you don't customers will distrust you.—Progressive Retailer.

Busy, but No Account.

The generally accepted belief that a person is useful in proportion as he is busy is controverted by a writer who says: "I have a dog who is loaded up with fleas. In the summer time when fleas are plenty that is the busiest dog I ever saw; when he isn't biting at the fleas he's snapping at the flies. He never has a minute to spare, but when he is the busiest he is the least account for practical purposes. And there is a young fellow in my neighborhood who has a Waterbury watch and smokes cigarettes. When he isn't winding his watch he is lighting a cigarette. He is a mighty busy young man, but he isn't worth two hoops in a water barrel."—Eli Grocer.

For the Business Man's Benefit.

Some ads. are tiny tinkles when they ought to be dynamite explosions.

* *

The man who starts in to knock his competitor knocks himself hardest.

* *

The man who doubts himself is like the chap who rowed all night with his boat tied to a stake.

* *

A human yeast cake or two is needed in every community to leaven the lump and start the think bubbles. Be one yourself.

* *

No small minded man can become a great success as a merchant. The man who would achieve a big success must have a brain to grasp large things in their entirety and in their detail as well.

* *

Merchants in the south have awakened to the value of rural telephone lines and are seeking to develop them with a view to increasing their trade among the rural population. In certain sections they have made large contributions to aid the farmers in building their lines.

SOCIETY PLYING THE NEEDLE.

Most Feminine of Implements Comes Into Fashion Again.

"Those who are quick to observe changes in the moods and tastes of society will tell you," says a writer in the Lady's Pictorial, "that the doing of fine needlework is growing into great favor with even the most fashionable of our mondaines, whose own fingers are producing work that is fully equal to the best specimens of their much lauded and perhaps overlauded grandmothers.

"A lady who has had the honor to be the instructress of royalty in this craft says that hundreds come to her for counsel where tens came but a few years ago. The cause of this reversion to the pursuits of a more placid age is not difficult to discover. Such an occupation becomes virtually a 'rest cure' in this epoch of rush and motor cars, and that is why many of those who have been the most indefatigable seekers after novelty and excitement are now among the most industrious Penelopes of society.

"The rhythmic movement that accompanies the plying of the needle is peculiarly soothing to the nerves, and produces much the same effect as the prayers of the Orientals, with their swayings to and fro and their apparently vain repetitions. It is a mistake to suppose that needlework is injurious to the eyesight. Old needlewomen rarely wear glasses."

The Earth as a Bell.

Studies of the violent earthquake which occurred in the Balkan peninsula April 4, 1904, made by Dr. Emilio Oddone, professor in the University of Pavia, show that the shocks were transmitted through the entire body of the earth, and were reflected from the antipodes back to their place of origin in about 33 minutes. Comparing the records of other great earthquakes, Doctor Oddone concludes that the average time required for a vibration to traverse the globe and return by reflection is from 32 to 33 minutes. The earth thus appears to be not altogether unlike a great bell suspended in space and vibrating throughout its whole mass under strokes, which, comparatively speaking, are no more than the tapping of a finger-nail. Doctor Oddone calls attention to the interesting coincidence between the time taken for a vibration to traverse the globe and that required for light to cross the diameter of the earth's orbit.

Microscopical Tests of Metals.

More and more attention is paid to the results of microscopical examination of iron, steel and other metals, to detect faults and structural peculiarities. Special microscopes have been devised for such purposes. Mr. Thomas Andrews, an English metallurgic engineer, reports the results of such an examination of a fractured boiler stay-bolt from a British warship, and draws important conclusions. The examination revealed many minute flaws, chiefly composed of microscopic segregations of suphid of manganese or sulphid of iron. The bolt had been subjected to a great strain, and Mr. Andrews believes that a line of weakness in the metal, originating at one or more of the micro flaws, promoted the final fracture. But the bolt was a fair specimen of normal mild Siemens steel, and the opinion is expressed that steel is not as good a material as the best wrought iron for boiler stay-bolts.

Self-Defending Wheat.

A Belgian agriculturist, Monsieur Le Breton, has recently made some experiments with barbed wheat to determine the effectiveness of the defense which its barbs afford against the ravages of graminiferous birds. In the same field, near Antwerp, he sowed some barked wheat and some Japhet wheat, which is without barbs. The Japhet variety grey rapidly, but every head was despoiled by the birds before the grain could ripen, but the barbed variety was so well guarded by its array of miniature spears that the attacks of the same birds were completely defeated, and the grain ripened in security. At the same time it was observed that the insectivorous birds were as busy capturing their prey among the barbed heads as among those that possessed no natural defenses.

The Making of Automobiles.

It appears that France, which a few years ago led the world in the manufacture of automobiles, is relatively dropping back, at least in the number of machines produced. For instance, in 1900 France manufactured 10,039 automobiles, England 2,481, and Germany 2,312. In 1906 the figures for the same countries were respectively 55,000, 27,000 and 22,000. In the same year the United States, beginning with a few hundred in 1902, leaped to the front, producing 58,000 machines, 3,000 more than France. Italy and Belgium have also made enormous strides in the last two or three years, the figures for those countries in 1906 being respectively 18,000 and 12,000.

Sheet Silver.

The cheapening of the price of sterling silver articles within a generation past, says a writer in the Journal of the Franklin Institute, has been due partly to the invention of methods of rolling silver into sheets, from which the articles are stamped out by manufacturers, instead of being laboriously hammered out from rods of silver, which are the old process. Nearly all manufacturers of sterling silver articles purchase the silver sheets from mills that make a specialty of rolling them. Sterling silver contains 975 parts of pure silver to 25 parts of copper. The copper gives it the requisite hardness.

STOPPED PRIZEFIGHT.

New York's Acting Mayor Prevents Lang-Kaufman Battle.

New York, Aug. 17.—The wave of popular protests against prizefights and prizefight pictures that manifested itself after the Johnson-Jeffries affair at Reno had its echo last night when the police, under orders from Acting Mayor John Purroy Mitchel, prevented the Kaufman-Lang bout at the Fairmount Athletic club.

The club held a throng of about 3,000 persons. There were other thousands in front of the club.

The match had attracted wide attention among those interested in boxing, for it was considered that the winner might be considered a logical candidate to combat with Jack Johnson, the present world's champion, for the heavyweight title.

Just before time for the bout last night Police Inspector Hussey heard that the acting mayor had hired for $1 a room across the street from the Fairmount club. Hussey went at once to the room, and what Mr. Mitchel said to him caused the inspector to call the reserves from three police stations in a hurry.

Hussey, Captain Post and the club's manager, Billy Gibson, had a conference in the clubhouse. "There will be no fight," said Hussey.

"There will be a fight," said Gibson. That ended it.

SHIP SINKS; 39 DROWN.

Steamer Martos Founders After Collision Off Tarifa.

Gilbraltar, Aug. 17.—The Spanish steamer Martos foundered off Tarifa, at the entrance to the straits of Gibraltar, after a collision in a dense fog with the German steamer Elsa.

Thirty-nine persons were drowned, of whom thirty-two were passengers. The survivors were landed here.

Nine of the victims were first cabin passengers. The other twenty-three were in the steerage.

The bow of the Elsa was stove in and her forepeak filled quickly with water. She, however, managed to keep afloat.

The Martos was a small steamer of 1,046 tons net, engaged in the coasting traffic. She was built at Dundee in 1883 and was 234 feet long. Her port of registry was Valencia, Spain.

The Elsa, a German tramp steamer, is even smaller, registering only 494 tons.

She sailed from Abo, a port on the Niger, in Africa, on July 20 for Valencia, and was last reported passing Gibraltar on Aug. 3.

FRANCIS JOSEPH'S BIRTHDAY.

Great Family Gathering to Celebrate the Occasion Tomorrow at Ischl.

Vienna, Aug. 17.—The Emperor Francis Joseph of Austria will celebrate his eightieth birthday tomorrow. He has expressly stipulated that there shall be only a family festival, but all the numerous archdukes, archduchesses and other relatives who will pay their respects to the head of the Hapsburg family will make the celebration a memorable affair.

It is expected that over a hundred members of the family will be present at Ischl, where a hotel has been taken for their accommodation. Those taking part will include several who are older than the emperor, as the Archduke Rainer, who is eighty-three; the Archduchess Marie, eighty-five, and the Duchess Adelgunde of Modena eighty-seven.

100,000 Destitute In Tokyo.

Washington, Aug. 17.—According to dispatches received from Ambassador O'Brien at Tokyo 100,000 refugees from the floods are being cared for by the Japanese government in the capital. It will be several days before the amount of actual damage done is known, but it is already estimated at 9,000,000 yen, or $4,500,000.

FISHERIES AWARD SEPT. 9.

Newfoundland Premier, Impressed by Hague Tribunal, Hopes to Win.

London, Aug. 17.—There seems to be reason to expect that the Hague tribunal of arbitration will issue its award in the matter of the Newfoundland fisheries dispute between Great Britain and the United States about Sept. 9.

Sir Edward Morris, premier of Newfoundland, who attended sessions of the tribunal, will sail on the steamer Royal George for St. John's tomorrow. He says he was greatly impressed by the tribunal's earnestness and evident desire to get at all the facts.

NEWARK POPULATION JUMPS.

Census Shows 347,465 Inhabitants, an Increase of 101,399.

Washington, Aug. 17.—Census figures show that the population of Newark, N. J., is 347,465, an increase of 101,399, as compared with 246,072 in 1900.

Schenectady, N. Y., has 72,826 residents, an increase of 41,144, as compared with 31,682 in 1900.

The population of Scranton, Pa., is 129,867, an increase of 27,841 as compared with 102,026 ten years ago.

Pyramid of Cheops.

Vast as modern skyscrapers are, not one has yet equaled the weight and massiveness of the pile of great stones which the swarming human ants of the Nile valley laboriously dragged together thousands of years ago until they had built the pyramid of Cheops. It would make a solid block 500 feet square and 330 feet high.

STORIES OF THE DIAMOND.

Jacklitsch Says Catcher Is Hardest Worker on Team.

GOOD ONES ARE VERY SCARCE

Owing to Dangers Attached to Position, Many Pass it Up—Headwork Behind the Bat Essential—Some Backstops Are Superstitious.

No. XIX.

By FRED JACKLITSCH.

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Do I consider the catcher the hardest worker on a baseball team? My answer is yes. A major league backstop, particularly under the present system, which in most cases requires the first string catcher to work in five out of seven games, has the hardest job in baseball aside from the manager. Furthermore, it is safe to say most of the present day catchers are assistant managers and do more thinking than perhaps the men who are earning their managerial salaries. There are times when the real manager is idle on the field. He may be working with his brains, but not with his hands, or vice versa.

There is no time when a good catcher is not employed busily, mentally or physically. The ball is in his hands oftener than any one else's save the pitchers, and he is forced to keep his mind working all the time, whatever the status of the game. In these days of spitball pitching a catcher has enough to do with his mitt and hand, let alone his brains.

Crack twirlers are all right. A baseball team has to have them to win a pennant. So also are strong batters handy to have around. A pennant winner needs them in its business as well as the players who think. Speedy base runners, clever team play and skilled fielders—all of these go to make championship combinations on the diamond. Nevertheless teams that have won pennants and have not had capable catchers, brainy catchers, are very few.

The backstop stands there inning after inning and game after game, taking a pounding and a filling, a less spectacular figure than any other player on the team. His work is not showy. Superficially viewed, he is more of a dray horse than any one of his fellows, but in reality he is a great power in a team's success, though often he doesn't come in for as much credit as the players who work more in the open, so to speak.

Catchers of the first class are scarcer than occupants of any other position, and the records show that the teams that have had heady backstops to coach and steady the pitchers, to study the weakness of batters, to stop plays on the bases and to keep a supervising eye on the adjustment of the infield and outfield as the batting peculiarities of the different opponents require are the teams that have won championships.

Of the long list of pennant winning teams dating back into the seventies hardly one has not had a first class catcher who backs up mechanically, with an alert mind that takes in all that is going on, and in a measure oversees and maneuvers the plan of battle.

Although there are many catchers in the big leagues today, no two work alike. That's undoubtedly the reason catchers who go through game after game without hurting their hands usually suffer the most punishment around their legs or shoulders.

There are a number of catchers who are superstitious. Some won't permit the others to touch his glove lest some hoodoo might follow. Nearly every catcher has his own model, the same as batters have their favorite stick. The gloves are made to order, and I'll bet there are more than a hundred different designs, which proves that backstops have their little eccentricities.

LET COBB GO? NEVER!

Jennings Said to Have Turned Down Offer For Four Men.

It leaked out recently that Manager Hugh Jennings of the Tigers had turned down an offer for Ty Cobb, which, if it had gone through, would have completed one of the greatest deals of baseball history. Manager McAleer of Washington offered to give in trade for Cobb, Johnson and Street, his star battery; Gray, another pitcher, and Milan, his star outfielder.

At the time the trade was contemplated Jennings was in a bad way for pitchers and was tempted to dispose of the great American league outfielder at such terms, but he finally thought Cobb was greater than all four men put together and two big a drawing card to let go under any circumstances.

Jack Sheridan's New Job.

Jack Sheridan, the veteran umpire, who recently retired from active service on the American league staff, has received instructions for the new duties which devolve upon his shoulders. Sheridan is to hold forth in a new role. In a way the veteran will serve as chief of umpires and at the same time will travel around the country in quest of promising talent for umpires.

Consistent Theory.

"Don't you believe the husband is the head of the house and should have the final say?"

"Certainly I do."

"Then why don't you come out in the open and say so?"

"Because my wife won't let me."—Exchange.

Well Trained.

Mrs. Boggs—Mr. Meekman is a splendid example of what a man ought to be. Mr. Boggs—Not at all. He's a splendid example of what a wife, two sisters, a grownup daughter and a mother-in-law think a man ought to be.

Not So Absurd.

"How absurd!"

"What's absurd?"

"Five years are supposed to have elapsed since the last act, and that man is wearing the same overcoat."

"Nothin' absurd about that. He's takin' the part of a married man, isn't he?"

—Read the Citizen. It pays.

KEYSTONE ACADEMY.

A REFINED SCHOOL HOME FOR BOTH SEXES.

‡ ‡

Healthful conditions, pure spring water, lake frontage, extensive campus. New modern gymnasium. Prepares for all colleges and technical courses. Strong Music and Commercial courses. Fall term begins Sept. 6. Catalog upon request.

BENJ. F. THOMAS, A. M., Factoryville, Pa.

GUARANTEED

Water Bonds

TO YIELD

From 5 to 6 per cent.

In denominations of

100, 500 and 1,000

If interested call on or address

D. D. WESTON, 303-14th St., Honesdale, Pa.

53t16

WHEN THERE IS ILLNESS

in your family you of course call a reliable physician. Don't stop at that; have his prescriptions put up at a reliable pharmacy, even if it is a little farther from your home than some other store.

You can find no more reliable store than ours. It would be impossible for more care to be taken in the selection of drugs, etc., or in the compounding. Prescriptions brought here, either night or day, will be promptly and accurately compounded by a competent registered pharmacist and the prices will be most reasonable.

O. T. CHAMBERS, PHARMACIST.

Opp. D. & H. Station, HONESDALE, PA.

YOU SHOULD FEAR BOWEL POISON.

Bowel poison means blood tainted by foul secretions absorbed from the bowels. Here are the symptoms:—

If your skin is disfigured by eruptions, humors, pimples, blotches, sores or eczema; if you itch and burn and your skin is scaly and rough; if you feel tired and worn out, your nerves weak, constipated, cross and depressed; if your head feels heavy and aching, your eyes blur and specks float across your vision; if you have cold feet and your hands get sweaty and sticky—if you have these danger signals they point unerringly to bowel poison, impure blood, and show that your stomach, liver and bowels are not working right.

Smith's Pineapple and Butternut Pills quickly drive the Bowel Poison out of your system, will regulate your bowels, purify your blood, and invigorate your whole body. They are a sure and unfailing cure for bowel poison in young or old. Physicians use and recommend. They form no habit. You should always keep them on hand. These little Vegetable Pills will ward off many ills.

To Cure Constipation Biliousness and Sick Headache in a Night, use

SMITH'S PINEAPPLE AND BUTTERNUT PILLS — FOR Constipation, Biliousness, Indigestion, Headache and Diseases of the Stomach Liver and Bowels — NATURE'S LAXATIVE PRICE 25¢

60 Pills in Glass Vial 25c.—All Dealers.

SMITH'S BUCHU LITHIA KIDNEY PILLS — For Sick Kidneys. Bladder Diseases, Rheumatism, the one best remedy. Reliable, endorsed by leading physicians, safe, effectual. Results lasting. On the market 18 years. Have cured thousands. 100 pills in original glass package, 50 cents. Trial boxes, 50 pills, 25 cents. All druggists sell and recommend.

Roll of HONOR

Attention is called to the STRENGTH of the

Wayne County SAVINGS BANK

The FINANCIER of New York City has published a ROLL OF HONOR of the 11,470 State Banks and Trust Companies of United States. In this list the WAYNE COUNTY SAVINGS BANK

Stands 38th in the United States

Stands 10th in Pennsylvania.

Stands FIRST in Wayne County.

Capital, Surplus, $455,000.00

Total ASSETS, $2,733,000.00

Honesdale, Pa., May 29, 1908.

A. O. BLAKE, AUCTIONEER & CATTLE DEALER

You will make money by having me.

BELL PHONE 9-U Bethany, Pa.

D. & H. CO. TIME TABLE---HONESDALE BRANCH

A.M. SUN	A.M. SUN		A.M.	A.M.	P.M.	STATIONS	P.M.		A.M.		P.M. SUN	A.M. SUN
8 30	.....	.....	10 00	.....	4 30	..... Albany	2 00	10 50	.....	.....	10 50	.....
10 00	.....	.....	10 00	.....	6 05	.... Binghamton	12 40	8 45	.....	.....	8 45	.....
					A.M.							
10 00	2 15	.....	12 30	8 30	2 15	.... Philadelphia	3 53	7 31	7 32	.....	7 31	7 32
							A.M		P.M.			
1 20	7 25	.....	4 40	1 20	7 10	....Wilkes-Barre....	10 20	4 05	7 15	.....	2 25	P.M.
2 08	8 15	.....	5 30	2 08	7 55	.....Scranton.....	9 37	3 15	6 20	.....	1 35	10 05
P.M.	A.M.	.....	P.M.	P.M.	A.M.	Lv Ar	A.M.	P.M.	P.M.	.....	P.M.	P.M.
5 40	9 05	.....	6 20	2 05	8 45	.....Carbondale	8 05	1 35	5 40	.....	12 17	8 29
5 50	9 15	.....	6 30	2 15	8 55	...Lincoln Avenue..	7 54	1 25	5 30	.....	12 07	8 17
5 54	9 19	.....	6 34	2 19	8 59	..... Whites.....	7 50	1 21	5 24	.....	12 03	8 13
6 11	9 36	.....	6 52	2 37	9 18	.....Farview.....	7 33	1 03	5 08	.....	11 44	7 54
6 17	9 42	.....	6 58	2 43	9 24	..... Canaan	7 25	12 56	5 01	.....	11 37	7 47
6 23	9 48	.....	7 04	2 49	9 29	.... Lake Lodore	7 19	12 51	5 56	.....	11 31	7 41
6 26	9 51	.....	7 07	2 52	9 32	... . Waymart.....	7 17	12 49	4 54	.....	11 29	7 39
6 32	9 57	.....	7 13	2 57	9 37	..... Keene.....	7 12	12 43	4 48	.....	11 23	7 32
6 35	10 00	.....	7 16	2 59	9 39	.....Steene.....	7 09	12 40	4 45	.....	11 20	7 30
6 39	10 04	.....	7 20	3 03	9 43	.....Prompton.....	7 05	12 36	4 41	.....	11 16	7 26
6 43	10 08	.....	7 24	3 07	9 47	.....Fortenia.....	7 01	12 32	4 37	.....	11 12	7 22
8 46	10 11	.....	7 27	3 10	9 50	.....Seelyville	6 58	12 29	4 34	.....	11 09	7 19
6 50	10 15	.....	7 31	3 15	9 55	..... Honesdale	6 55	12 25	4 30	.....	11 05	7 15
P.M.	A.M.	.....	P.M.	P.M.	A.M.	Ar Lv	A.M.	P.M.	P.M.	.....	A.M.	P.M.

The Era of New Mixed Paints!

This year opens with a deluge of new mixed paints. A condition brought about by our enterprising dealers to get some kind of a mixed paint that would supplant CHILTON'S MIXED PAINTS. Their compounds, being new and heavily advertised may find a sale with the unwary.

THE ONLY PLACE IN HONESDALE AUTHORIZED TO HANDLE CHILTON'S MIXED PAINTS

Is JADWIN'S PHARMACY.

There are reasons for the pre-minence of CHILTON PAINTS

1st—No one can mix a better mixed paint.

2d—The painters declare that it works easily and has wonderful covering qualities.

3d—Chilton stands back of it, and will agree to repaint, at his own expense, every surface painted with Chilton Paint that proves defective.

4th—Those who have used it are perfectly satisfied with it and recommend its use to others.