

## QUIT TALKING; ACTION NEEDED

Let Every Man's Shoulder Be  
Put to the Wheel.

### MAKE THE COMMUNITY SHINE

Assemble, Compare Local Advantages and Eliminate the Disadvantages as Far as Practicable—Treat Town as You Would Your Own Business.

To promote successfully and solve the problem of local development each one must consider it as he would his individual business, says W. Chum, editor of Town Development. What would it profit a manufacturer to erect a modern plant, equipped with the best up to date machinery and producing the best of a needed product, if he stored it in his warehouse and let it go at that?

The community has something to sell, vacant building lots for houses, stores, warehouses or industrial plants or similar plants for rent or sale; merchants and manufacturers to be patronized and professional citizens to consult and a destiny to determine. The shelves of the local warehouse are filled with the commodity called local advantages. Is this stock covered with the dust of years or hidden by a curtain of cobwebs, and have its owners forgotten their warehouse and its salable contents?

In these modern days of keen civic competition the handle of the big front door of that warehouse must be polished and the dust and cobwebs banished and the world advised of the quality, nature and utility of these wares by advertising and exploiting them as we do in private business, for what is true of it is equally and in greater degree true of the community's interest, for without active co-operation neither can thrive; hence the campaign of local promotion and development is no longer optional.

There are three essentials to mental activity—first, to interest; second, to convince; third, to force action. Every citizen worthy the name is interested, and it is comparatively easy to con-



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vince him of the necessity for action if supremacy is to be won, but the difficulty is reached in forcing action. You can hold meetings, talk things over and agree upon what should be done, but the fighting volunteers are usually few, and the majority are prone to shift the burden of work and worry to other shoulders, forgetting that united action is essential and every man's shoulder must be put to the wheel to insure success.

Carefully assemble and compare your local advantages. Eliminate the disadvantages as far as practicable. Consider your resources, bear in mind present development, determine the character of development needed and for which your locality is best adapted, then spread the news and tell the world about it. A city set on a hill cannot be hid, and your community must not hide its light under a bushel. When in contemplative mood we are prone to reflect upon "planning times of peace," but if you imagine that these are days of peace it is because you cannot or will not bear the roar of battle. The battle is on, one of the greatest conflicts in American history—that wholesome, uplifting, good natured conflict between American communities for supremacy.

It is no ordinary battle, this conflict between American communities, for, although contending with one another, we are at the same time fighting a common enemy. It is legion, with spies and pickets everywhere. It has three closely allied generals, Apathy, Lethargy and Inaction. They are deeply and strongly entrenched, they think, but those trenches are only the ruts that so often retard, but must never be allowed to halt, the march of progress. Under the leadership of Enthusiasm, Energy and Optimism the enemy can be routed and the opposition conquered, and when the smoke of battle clears away you will find that you have achieved success and front rank among progressive American communities.

The destiny is in your hands. The responsibility is yours, and the challenge cannot be evaded. Will you meet it and succeed or shrink from it to obscurity and failure?

## Dancer Descends 45 Flights of Stairs on the Tips of Her Toes



MISS MAZIE KING, a ballet dancer well known in New York, proved her endurance the other day by walking on her toes down the forty-five flights of stairs from the top of the Metropolitan Life building to the street. Not once did she even rest on the balls of her shapely feet, and after she had descended the 700 feet, making more than 2,000 steps, she pirouetted around the corridor on her toes just as she gracefully whirled around on the stage to the delight of audiences. Miss King made the first part of the long trip rather slowly, but the last fifteen flights of stairs were made almost on a run, and she distanced some of the newspaper men who were following her. The picture above shows Miss King as she reached the bottom step, the tall tower that she had descended being beside her. The small picture shows the manner the dancer balanced herself on her toes during the feat.

### IRONCLAD RULE IN TRADE.

Best One Is, Have No Such Rule—A Case in Point.

Of all ironclad rules in business one is fit to tie up, and that is to have no such rules.

Fifteen years ago a man wishing to order a suit of clothes entered a certain tailoring establishment and became interested in what today we call a pinhead check.

"I admire that," he said, "but I never wore anything like it before and want my wife to see it. Cut me a sample—just an inch square will do."

"I'm sorry, but it is against the rules of the house to cut samples," said the salesman.

"What—not even an inch square?" The man walked into another tailor shop on the same block, and for fifteen years he has been getting his clothes there—forty-five suits in all.

How many samples would Tailor No. 1 have given to get an order on forty-five suits of clothes?

As it is he'll never get the chance to hand over samples. If he were the last tailor in Christendom probably this customer would prefer the latest styles in fig leaves and shoestrings to the original pinhead check.

In business the only rules that count are made by the customer.—Philadelphia North American.

### Jail For Mail Order Man.

Imprisonment in the federal prison at Leavenworth, Kan., for three years and a fine of \$1,000 is the sentence imposed upon William P. Harrison, wealthy head of a mail order concern, by Judge Hollister in the United States district court at Cincinnati.

He was found guilty of using the mails to defraud, conviction coming upon all seven counts of two indictments, alleging that he advertised and sold through the mails a vacuum carpet cleaner and a washing machine neither of which would do the work required. The trial lasted more than four weeks and cost the government thousands of dollars to bring witnesses from all parts of the country.

### Grand Forks to Have Water Filtered.

The new rapid sand filter which has been in the course of construction since early last fall for the city of Grand Forks, N. D., has been completed, and official tests are now in operation. It is expected that the city will accept the plant, and the citizens will again have pure drinking water after being without it for more than four months.

### Handsome Hand Bags.

Hand bags—we used to call them reticules—grow in size and beauty, and the embroidery on some of them is lovely. Very beautiful are the bead ones worked in a frame in a sort of weaving design, which makes them extra strong. The fashion for these has developed a new industry for women, whose delicate fingers make it a very appropriate work. Japanese embroideries, old brocades and other stuffs are all pressed into the service, and every woman wants many to go with her different dresses and suited to the several requirements of her life. Shopping, visiting and theater bags all have their uses. Some are studded with jade.

## PREMIUM CLUBS WORST MENACE

Their Inferior Goods Hurt Merchant and Customer.

### DODGE PURE FOOD LAW.

Ingenuous Canvasser Got Merchant's Wife to Take \$30 in Cheap Stuff in Order to Get a "Fall to Pieces" Rocking Chair.

While the straight out and out mail order houses are receiving the attention of merchants throughout the land, there are dozens of concerns, also mail order houses, whose operations collectively are perhaps more harmful to the people and the merchants than are the sell direct catalogue houses. These concerns are the premium givers which employ canvassers to organize clubs for teas and coffees, spices, extracts and dozens of other articles, paying either a cash commission or giving some premium, such as sets of dishes, household furniture, jewelry and the like.

There is scarcely a city in the land of any size but has one or more of these establishments, each doing considerable business. Some of these houses pay hundreds of thousands of dollars a year for advertising space in the women's papers. The annual volume of business of some of these concerns exceed that of Chicago's biggest catalogue house. Others do business exceeding a million dollars annually. The catalogues published only go into the hands of agents along with samples to be used in canvassing. There is not a city or hamlet where these concerns do not transact business. They generally work on the premium plan—a premium to the purchaser of their goods and a premium to the canvasser. The goods handled are of an inferior class. They escape the investigation of the pure food officials because shipments are made direct to the consumer or to the agent who does the distributing, and no inspector has the audacity to take goods for analysis that go in this manner to a consumer.

Various plans have been devised to head off the operations of these concerns. So far no adequate plan has been discovered that will stand the tests of the higher courts. Strange to say, frequently wives of merchants are found among the patrons of these concerns. Not long ago the wife of a storekeeper purchased through one club more than \$30 worth of stuff, a better quality of which her husband carried in stock, just to get a cheap rocking chair, and then gave to her neighbors a lot of soaps, extracts and other goods she received in order to keep it out of her husband's sight. Funny game, is it not? But what can be done about it?—Agricultural South-west.

### FOR BALD HEADS.

A Treatment That Costs Nothing if It Fails.

We want you to try three large bottles of Rexall "93" Hair Tonic on our personal guarantee that the trial will not cost you a penny if it does not give you absolute satisfaction. That's proof of our faith in this remedy, and it should indisputably demonstrate that we know what we are talking about when we say that Rexall "93" Hair Tonic will grow hair on bald heads, except where baldness has been of such long duration that the roots of the hair are entirely dead, the follicles closed and grown over, and the scalp is glazed.

Remember, we are basing our statements upon what has already been accomplished by the use of Rexall "93" Hair Tonic, and we have the right to assume that what it has done for thousands of others it will do for you. In any event you cannot lose anything by giving it a trial on our liberal guarantee. Two sizes, 50c, and \$1.00. Remember, you can obtain Rexall Remedies in this community only at our store—The Rexall Store

A. M. LEINE.

### LOUISA ALCOTT MEMORIAL.

The Concord Woman's Club Heads the Movement.

Orchard House, formerly the home of Louisa M. Alcott, stands today unoccupied and in bad condition.

The Concord Woman's club, through the interest and generosity of one of its members, has been given an opportunity to purchase this house at a reasonable figure for the purpose of opening it to visitors and maintaining it as a permanent memorial to Miss Alcott.

In this house "Little Women" was written, and little paintings and sketches by Amy were still to be seen upon the woodwork in some of the rooms. The house is almost unchanged in its general features, but now so desolate it is a pathetic sight to every one who has loved Louisa Alcott's stories and the characters she created.

Miss Alcott's stories and characters have given pleasure and had a great and wholesome influence on almost every girl who has lived in the last forty years, and it is believed that many people the country over will be interested to contribute toward the preservation of this Alcott home. The house and sufficient land about it can be bought and put in order for \$8,000.

If this sum can be raised the house will be repaired and placed in the charge of a permanent organization, which will maintain it as an Alcott memorial. The Concord Woman's club appeals to all lovers of Miss Alcott to help by contributions, large or small. Contributions may be sent to Henry F. Smith, Jr., Middlesex Institution For Savings, Concord, Mass.

### Kind Little Boy.

"Has my boy been a little defender and been kind to dumb animals today?"

"Yes, grandma. I let your canary out of the cage, and when my cat caught it I set Towser on her."

**IT GIVES THE BEST RESULTS.**

LIGHT, ANATOMICALLY CORRECT

TRADE MARK

**The "SMITHSONIAN" TRUSS**

HOLDS IN ANY POSITION.

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Within easy reach of every point of interest. Half block from Wagoner's. Five minutes walk of Shopping District. **NOTED FOR:** Excellence of cuisine, comfortable accommodations, efficient service and homelike surroundings.

Rooms \$7.00 per day and up  
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The Jeweler

would like to see you if you are in the market for

**JEWELRY, SILVERWARE, WATCHES, CLOCKS, DIAMONDS, AND NOVELTIES**

"Guaranteed articles only sold."

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**Livery.**

**LIVERY.**—Fred. G. Rickard has removed his livery establishment from corner Church street to Whitney's Store-Barn.

ALL CALLS PROMPTLY ATTENDED TO.  
FIRST CLASS OUTFITS. 75y1

Advertise in The Citizen?

**KICK TO THE EDITOR!!!**

Have you a kick coming?  
Is there anything that displeases you?  
Are you unhappy and need cheering up?  
Has any little thing gone wrong?  
Tell us your troubles. Let us help you?

For each of the three best kicks each week, The Citizen will give a brand new crisp one dollar bill. Don't kick too long. 50 words to a kick. No limit, however, to the number of your kicks. You don't have to be a subscriber to be a kicker.

Open to everyone alike, men, women and children, subscribers and non-subscribers. Old and young, rich and poor. Remember two cents a word for the three best kicks.

**There must be something you don't like.**

**Kick about it. What good is an editor anyway except to fix up the kicks of his readers?**

**Relieve your mind and get a prize!**

**KICK! KICK! KICK!**

A few suggested subjects at which to kick! The weather, of course. Tight fitting shoes. The high cost of living. The hobble skirt and the Harem trousers. High hats on week days. Suffragism, etc., etc. The tumbler the better.

Several people have asked us if the fifty-word letters containing kicks have to be signed. How else will we know to whom to award the prizes? Whether in the event of the letter winning a prize and being published, the name of the kicker would appear is another question. Undoubtedly the writer's wishes would be followed on that score. Our idea of the "Kick Contest" includes everything except direct and offensive personalities. Sit right down now and dash off fifty words about anything you don't like and want to register a kick against. It won't take you five minutes and you may win a prize. The more original the subject the better chance for a prize. One dollar for less than five minutes work is pretty good pay. Of course you can make your kick as short as you wish. A clever fifteen-word kick may win a prize over a full-length fifty-word one. The shorter the better.

For the best kick of ten words or less The Citizen will pay an additional prize of one dollar. Now then, lace up your shoes and let drive!