

The Telephone Method	The Former Method
One Telephone Salesman \$200	Three Salesmen's Salaries \$500
Telephone Toll Calls 200	Traveling 100
Traveling Incidentals 400	Entertainment Incidentals 200
Total Expense \$400	Total Expense \$800
Value of Sales \$4000	Value of Sales \$3000
(500 customers interviewed)	(500 customers interviewed)
Profit \$3600	Profit \$2200
THIS MONTH	LAST MONTH

The Economy of Telephone Selling

A proved economy. Many business people have already used this method with great success. Why not apply it in your business? One of your salesmen traveling the broad, far reaching highway of the Bell System can reach a far greater number of customers than can be reached by three salesmen going by rail from town to town, and the traveling and other expenses will show a material reduction.

Use the Bell

Bell Telephone Co. of Pa.
H. H. WITMER, Local Mgr.
LANCASTER, PENNA.



GOOD FURNITURE

is the only kind I sell—Furniture that is Furniture

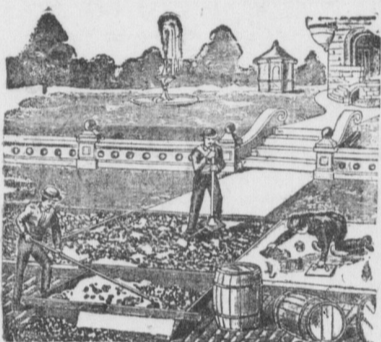
Rockers Mirrors Hall Racks
Picture Frames Ladies' Desks
Extension & Other Tables, Davenport
China Closets, Kitchen Cabinets

In fact anything in the Furniture Line

Undertaking and Embalming

H. C. BRUNNER

MOUNT JOY, PENNA



Concrete Concrete

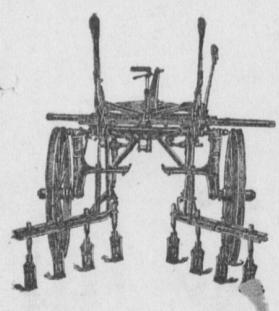
The world has been crying for a better, stronger and more durable fire and water proof building material; something that is warm in Winter and cool in Summer and at the same time inexpensive. What material will answer this purpose better than Concrete? The United States as well as all the foreign countries are establishing concrete as a standard for all kinds of construction work as it has all these qualifications and last but not least durability. I would suggest that if any one is in doubt as to the material, manner of construction, etc., that they call at my place of business and see what I have to offer. I will guarantee a satisfactory job and my best evidence is to have you call on people for whom I have erected entire buildings and hear what they have to say.

Permit me to give you a demonstration of the advantage of buying from me. If a man went into a store for a hat, he would be quite disgusted if his only selection would be a black stiff hat or a black felt hat wherein his intention was the purchase of a gray, brown, red or blue hat. Suppose a man is interested in building a home or some other building. I can show him many different designs or combinations of building blocks in almost any color desired. I can't help but have something that will please you.

I invite you to call and see what I have to show you in this line. Get my prices and make comparisons with others. Am equipped to do all kinds of Concrete Work. Best Quality of Cement for sale, will guarantee all concrete and building blocks waterproof. What more could you desire? I can save you from 35 to 50 per cent. Having had 27 years experience in building, I will give you the benefit of my vast experience and it will cost you nothing so if interested, call and see me.

J. Y. KLINE

FLORIN, PENNA.



A Cure for Leg Ache & Poor Crops

Are you tired of working like a horse and getting only half a crop? What's the use. Come in and let us show you the latest thing in the line of Cultivators that is on the market.

THE FAMOUS OHIO BALANCE FRAME PIVOT AXLE CULTIVATOR

You can adjust it instantly for rows from 26 to 58 inches apart, making it a general purpose tool. Your son or daughter can handle it with ease and think it is play. Frame balances to weight of any rider. No flying up of the tongue at end of row. There are

500,000 Famous OHIOS in use
IT IS NOT AN EXPERIMENT

Come in and let us show you the best cultivator made and also our full line of IMPROVED FARM MACHINERY
M. L. GREIDER & CO., Mount Joy, Pa.

Our Weekly Grain Letter

Compiled for the Mount Joy Bulletin, at Mount Joy, Pa., by Wm. L. Bear & Co., Pennsylvania Building, Philadelphia, Pa., by D. B. Lehman, Manager, Woolworth Building, Lancaster, Penna.

Phila., Aug. 1, 1911
With enough moisture over the west to allay excited speculation in Corn, and harvest yielding its immediate supplies of Oats, the market for coarse grains has received less attention and Wheat assumed its natural position as a market leader. The low level of prices appeared to investors more definitely, when compared with the higher range established by Corn and Oats, and much of the recent buying from outside interests has been confined to this cereal from a price standpoint alone.

Developments of the week have been favorable to holders, and prices have made substantial gains. Possibly the most important factor from a trade standpoint has been the export trade, which has assumed large proportions, with the indications that sales abroad have already exceeded those of July during any recent year. The market has so long lacked any good cash demand, that its appearance in this quarter has gone far toward improving sentiment and helping the tone in the domestic demand as well. Western receipts have run rather lighter, and with the improved demand are not at all burdensome. The situation in Morocco, excited some buying, and during the end of the week increasing alarm over conditions in the Northwest turned prices buoyant. The black rust has appeared in widely scattered sections, and while the extent of damage is hardly to be passed upon as yet, its destruction is occasionally swift, and with the yield already sharply reduced from the long drouth it served to excite the trade. Suffice to say that the tendency among authorities is to steadily reduce earlier estimates, with the prospect for the smallest spring wheat yield since 1904. With an improved demand in cash channels and the low price prevailing, the buying side appears inviting whenever recessions permit.

ELIZABETHTOWN

Ladies' Bible Class of the U. B. B. Church Hold a Festival

James Miles, sr., who was seriously ill, is slowly recovering. Miss Daisy Dunecker was visiting at Rohrerstown several days.

Mrs. A. L. Berghan and two children, of Pittsboro, were in town.

John Reich, of Philadelphia, spent a few days here with friends and relatives.

Mr. and Mrs. Elmer Hartman returned after a visit to relatives at Schaffersstown.

Frank Arbighast of Carlisle, spent a few days with Mr. and Mrs. Bernard Englehardt.

Mrs. Martha Haldeman, residing near town, is slowly recovering from a serious illness.

Benjamin Longenecker and wife and Miss Elsie Keiper of Middletown were visiting here.

The Ladies' Bible Class of the United Brethren Sunday School, this place, held a festival in the Hertzler building.

Mrs. A. B. Swope and Mrs. J. W. Overfield, on both of whom operations were performed, are on a fair way to recovery.

B. H. Greider and family, of Rheems, and Rev. S. B. Landis and family, of this place, have returned from a visit at Gettysburg.

Jacob L. Herr and family, of Philadelphia, were visiting in this section several days. They made the trip in an automobile.

Mrs. John Ebersole has received word that Monroe E. Zerpey, a former Lancasterian, is now with the Bell Telephone Company, of Wilmington, Delaware, has passed a successful examination before the Delaware State Board of Examiners. He is a grandson of Mrs. Ebersole.

There is more Catarrh in this section of the country than all other diseases put together, and until the last few years was supposed to be incurable. For a great many years doctors pronounced it a local disease and prescribed local remedies, and by constantly failing to cure with local treatment, pronounced it incurable. Science has proven Catarrh to be a constitutional disease and therefore requires constitutional treatment. Hall's Catarrh Cure, manufactured by F. J. Cheney & Co., Toledo, Ohio, is the only constitutional cure on the market. It is taken internally in doses from 10 drops to a teaspoonful. It acts directly on the blood and mucous surfaces of the system. They offer one hundred dollars for any case it fails to cure. Send for circulars and testimonials.

Address: F. J. CHENEY & CO., Tol. O.
Sold by Druggists, 75c.
Take Hall's Family Pills for constipation

Yellets Not Dead

The Wrightsville Star says: "For several days a rumor had it that James Yellets had died in the Eastern Penitentiary Philadelphia, and that he had been buried in Mt. Joy, Lancaster county. That the rumor was unfounded, was proved, however, when the Star received a reply to a wire message of inquiry at 1 this afternoon. The message states that Yellets is neither dead nor ill.

Bill for All Steel Cars

Everybody will travel in steel rail way cars after January 1, 1912, and all mail will be handled in such cars two years earlier, if a bill introduced by Representative Talcott, of New York, becomes a law.

Thank You Friends

Mrs. Lawrence Nobs takes this means of thanking the friends and neighbors who assisted her at the funeral and during the sickness of her daughter.

BAINBRIDGE

Prof. H. S. Brinser Given a Pair of Fine Antlers

Miss Miriam Smith was returned from a visit at York with friends. Christian Goss, Jr., is now a member of the regular army, having enlisted recently at Lancaster.

Herbert Haldeman, of Philadelphia has returned to his home after spending his vacation here with relatives and friends.

A number of Lutherans from this section are at Pen-Mar attending the annual reunion of the Lutheran churches in that place.

Mrs. Leah Erb, of Kansas, is visiting friends and relatives in Lancaster county. She is the guest here of Mrs. Martin Miller.

Adam Ebersole, one of our oldest men, recently celebrated his eighty-eighth birthday anniversary. He is enjoying good health and spends some of his time with his son in his garden.

Mrs. Susanna Smith has presented to the high school through Professor H. S. Brinser, the principal, who has served in that capacity for fourteen years, having been re-elected, a pair of fine antlers.

Jacob Ebersole, a former school director in the Croy township board, who was a short time ago thrown from a colt and seriously injured is now improving slowly, and able to be about on crutches.

Mrs. Susan Smith who is 86 years of age, has returned from a visit with her daughter, Mrs. Hildebrandt at Mt. Joy. Mrs. Smith is a remarkably well preserved lady. She expects to accompany her daughter Mrs. Alice Cameron to Tucson, Arizona, in the fall.

SURVEY LANCASTER ROADS

State Doing Preliminary Work on Main Highway

Surveys of roads in Lancaster Co., which will form part of the main highway system of the state and connect Harrisburg with Philadelphia by way of Lancaster city, were ordered today by State Highway Commissioner E. M. Bigelow. The commissioner yesterday made an inspection of the road between here and Lancaster and on Monday a corps of engineers under the direction of John T. Gephart, of Lancaster, one of the assistant engineers of the department, will start work. The survey will be preliminary over the roads and will embrace most of the routes in the county.

Get On to This

The Columbia correspondent in the Lancaster Dailies says: "It has been decided to make this the first of the series of five games for the championship of Lancaster and York counties which will still make it more interesting."

It refers to a game between the York Independents and the Columbia team. Isn't that nerve. The team was only organized a week ago and now playing for the Championship. Litzitz, New Holland or Elizabethtown could wallop them about as easy as did Mt. Joy last year. Marietta beat them two out of three this year so you see the guy that wrote those articles wants to sneeze the dust off his cranium.

Kicked by a Horse

Alexander Snow, of Marietta, had a miraculous escape from serious injury while driving a colt belonging to Christ Mumma, of this place. Mr. Mumma with a number of friends, had been at Duffy's park, when Mr. Snow asked him to take a drive to which he consented. All went smoothly until at the top of Gay St., Marietta, when the animal, which was only a colt, became unmanageable and attempted to run away. The horse began to kick and Mr. Snow jumped from the buggy still clinging to the reins. He was caught by the hind feet of the horse on the left leg and badly bruised and cut. The dasher was broken and for a time there was considerable excitement.

The Kirt Did Well

In the reliability run held under the auspices of the Cleveland News, Cleveland, Ohio, the Kirt car demonstrated its ability to stand up under most exacting circumstances. This run, which was one of three days, started at Cleveland, went through Wheeling, W. Va.; Columbia, and finished on the third day at the starting point, and was over 600 miles. There were two Kirt cars entered. One finished with a perfect score and the other one being penalized six points for a fan belt coming off. Mr. H. S. Newcomer of this place is the agent for the Kirt automobiles in this county. See his ad on another page.

Juicy Hams

If you are looking for a quick growing hog with size and quality, and one that will give you highly flavored hams, then buy the Berkshire. Thoroughbred pigs for sale, of April farrow, by C. C. Kelsner, Marietta, Penna. Engleside Farm.

A Friend of the Friendless

B. F. Hiestand, Marietta's aged lumber dealer, gave the boys and girls of the Home for Friendless Children a picnic at Chickies Park on Thursday.

After April 1st

We Will be Located At

230-238 West King Street

WHERE YOU ARE INVITED TO INSPECT THE ONLY STRICTLY FIRST-CLASS GARAGE AND REPAIR SHOP IN LANCASTER CITY OR COUNTY.

Lancaster Automobile Co.

Agents for

BUICK, PACKARD LOCOMOBILE

High-Grade Jewelry



Stamps the character of the wearer.

A little jewelry and small articles show better taste than a lot or display. We are noted for the neat elegance of our jewelry and the dressiest and most discriminating people come here to make their selections. They find the best specimens of the Jeweler's art here at inexpensive prices.

R. V. FEGLEY

East Main Street, MT. JOY, PA.

Instead of Liquid Antiseptics or Peroxide

many people are now using Paxtine Toilet Antiseptic

The new toilet germicide powder to be dissolved in water as needed. For all toilet and hygienic uses it is better and more economical.

To cleanse and whiten the teeth, remove tartar and prevent decay.

To disinfect the mouth, destroy disease germs, and purify the breath.

To keep artificial teeth and bridgework clean, odorless.

To remove nicotine from the teeth and purify the breath after smoking.

To eradicate perspiration and body odors by sponge bathing.

The best antiseptic wash known. Relieves and strengthens tired, weak, inflamed eyes. Heals sorethroats, wounds and cuts. 35 and 50 cts. a box, druggists or by mail postpaid. Sample Free. THE PAXTON TOILET CO., Boston, Mass.

60 YEARS' EXPERIENCE

PATENTS

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications confidential. HARRINGTON PATENT AGENCY, 515 Broadway, New York City.

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year, four months \$1. Sold by all newsdealers.

MUNN & CO., 361 Broadway, New York City
Branch Office, 55 F St., Washington, D. C.

C. S. MUSSER, THE BAKER

Fresh Bread and Cakes Delivered through town daily

Fresh Doughnuts, Crullers and Dewey Buns every Wednesday & Thursday.

Funerals, Weddings and Suppers given prompt attention

Store & Bakery, West Main Street Mount Joy, Pa.
Branch Store at E. Ream's.

NOTARY PUBLIC

W. M. HOLLOWBUSH
Attorney-At-Law
48 West Main Street, Mt. Joy, Pa.
Days at Lancaster, Monday and Friday at No. 52 North Duke Street

For a Neat and Clean Shave, Hair Cut or Shampoo Go to

Joseph Hershey

Fine Tonsorial Parlor
East Main St., Mount Joy, Pa.

PATENTS

TRADE-MARKS and copyrights obtained for no fee. Send model, sketch or photos and brief description, for FREE SEARCH and report on patentability. For FREE EXPANSION and full details, send stamp for NEW BOOKLET, full of patent information. It will hold you in form.

D. SWIFT & CO.

PATENT LAWYERS,
303 Seventh St., Washington, D. C.

Best Food for Babies

If you are having trouble with the boy's food, and nothing seems to agree with it, you can probably get the child to take A. D. S. Malted Milk retain it and thrive on it, as it is a particularly nourishing, satisfying and carefully made preparation, intended especially for troublesome stomachs of both infants and adults.

It is one of the standard, reliable American Druggists' Syndicate products, and its use is unhesitatingly advised by the entire 12,000 druggists who are A. D. S. members, and know its true value. There is nothing in it to prove harmful to the baby—no drugs or medicines. It is merely a scientifically made article of food, which you can rely upon.

This is the way they speak of

A. D. S. Malted Milk

Mr. V. G. Newell, a prominent druggist of Warren, Pa., says:

"Gentlemen—Enclosed you will find a picture of my youngest boy, whose LIFE WAS SAVED BY A. D. S. MALTED MILK.

"That sounds like a pretty big story, but here are the facts:

"John Winston Newell was born January 29, 1909, and after the first week his mother was unable to nurse him. He was put on a well advertised brand of malted milk, and at 5 weeks weighed only 7½ pounds, was very thin and showed symptoms of starvation. Then we put him on A. D. S. Malted Milk and he began to gain at once. At 5 months, when this picture was taken, he weighed 15 pounds. We cannot recommend it too highly."

Round Shoulders

A Sign of Old Age

It is possible for every woman to have that erect, commanding, graceful appearance typical of the perfectly formed woman.

Joxall SHOULDER BRACES

correct any tendency to become stooped-shouldered, compel deep breathing and do this without the uncomfortable sensation produced by most braces.

These Braces are constructed entirely of cloth, have no metal parts to bind, rust and break and may be worn without your knowledge except as you assume an incorrect position.

Recall Shoulder Braces, we believe to be equally beneficial for man, woman or child. All sizes—just send your chest measurement.

Price, \$1.00

E. W. GARBER

E. MAIN ST., MOUNT JOY

ATLANTIC CITY CAPE MAY

WILDWOOD, OCEAN CITY, ANGLESEA, SEA ISLE CITY, HOLLY BEACH, AVALON, STONE HARBOR NEW JERSEY

THURSDAYS, AUGUST 3, 17.
SUNDAYS, AUGUST, 6, 20.

\$4.10 Round Trip \$3.85 Round Trip
Via Delaware River Bridge Via Market Street Wharf

THURSDAY TICKETS GOOD UNTIL THE FOLLOWING MONDAY INCLUSIVE. SUNDAY TICKETS GOOD UNTIL THE FOLLOWING THURSDAY, INCLUSIVE

For full information concerning leaving time of trains, consult small hand bills or nearest Ticket Agent.

PENNSYLVANIA RAILROAD

Clearance Sale of Ladies' & Children's TRIMMED HATS

Hats that were from \$3.00 to \$4.00, now as low as \$2.00

Hats that were from \$2.00 to \$3.00, now as low as \$1.25

Hats that were from \$1.50 to \$2.00, now as low as 75c

Be early and share in these bargains as they won't last long at the prices we have marked them.

H. E. SAGER

East Main St. Mount Joy, Pa.

A Very Special Cut On Refrigerators

Our very heavy sale of NORTH STAR and INDIANA REFRIGERATORS has shown we were overstocked on a few of the larger sizes.

We are particularly anxious to move these, and have decided to cut them to the price of REFRIGERATORS one and two sizes smaller.

NORTH STAR CUT 1-5 ACTUAL PRICE
Was \$44.00—250 lbs. capacity; now \$35.20.
Was \$42.00—135 lbs. capacity; now \$33.60.
Was \$31.00—120 lbs. capacity; now \$24.80.
Was \$26.00—110 lbs. capacity; now \$20.80.

INDIANA CUT 1-4 ACTUAL PRICE
Was \$21.50—125 lbs. capacity; now \$17.20.
Was \$24.00—110 lbs. capacity; now \$18.00.
Was \$19.00—100 lbs. capacity; now \$14.25.

Remember, there are only a few of each size. Don't miss this opportunity to get a good, large REFRIGERATOR at the price of a small one, and a long Summer use in the bargain.

Hoffmeier Brothers

40-42 EAST KING STREET, LANCASTER, PA.

THE PEOPLE'S MARBLE & GRANITE WORKS

Now is the time to order Cemetery work for Spring at big reductions. Satisfaction guaranteed. Sure days at Elizabethtown, Wednesday and Saturdays.

OPPOSITE S. G. HERSHEY'S STORE, PARK STREET. Ind. Phone 610D., Elizabethtown, or 723B., Maytown.

KEENER & NICHOLAS, Proprietors

Elizabethtown and Maytown
CHARLES W. COBLE Mgr., Elizabethtown.