### Smug Conceit

Renders Mon Unfit for Business World

By JOHN A. HOWLAND



r WAS Gen. Grant, if I remember, who in the beginning of his military experience discovered that the enemy was quite as likely to be as much afraid of him as he was of the enemy. was quite To this bit of philosophic observation Grant used that he owed much of his military success.

Had Grant been a man of business on the competitive basis probably his horse sense would have availed him in some such manner by which he would have arrived at some similar such manner by which he would have arrived at some similar basic principle for campaign purposes. He took stock of himself, after which he was more than willing to discover the strength of his opposition. In these piping times of peech, however, when courage so often is measured by the individual's inability to be afraid simply

so often is measured by the individuals manning to be always because he doesn't know enough, there is no man in the ranks of business who can afford to slight the importance of his competition. As administrative head of a business or as one of the smallest employes in the ranks that man who knows his own ground first must be familiar with the

that max who knows his own ground first must be familiar with the grounds of his competitors.

Not only do these complacent ones fail to take advantage of the warring note in such a condition, but they are themselves still further open to the aggressions of those competitions was enough to approved the other competition of the competition of the competition of efficient than is the one wholly wrapped in the other convent. In other controls, and the control of the control of the controls of the still of the control of the control of the control of the controls of the control of the con pable of defense against influences which menace but which he refuses recognize.

Occasionally some young man in an office organization wakens suddenly to this competitive condition surprised. He discovers that young Jones is "after his job!" His first thought is of indignant accusation. He had thought Jones was a friend rather than a sneaking traiter. In this new light he cannot command words sufficient to express his contempt

Why shouldn't Jones be after it? No organizer of men could hope Jones be after it? No organizer of men count nuje for successful team work were it not for this element of ambition, encouraged in a degree to lead men to hope for preferment as a reward for conscientious service. That man who holds a position above only

one other man in a business organization must expect that man below him to nurse a certain amount of



hope to succeed him The game is competitive all along the line. Business competition is no less than war methods on a Campaign strategy never before was universally recognized as necessary in the conduct of business in general.

Mean Little Tricks of Trade

By M. E. HARRIS

While the recent increased cost of liv-While the recent increased cost of lit-ring is becoming a more serious matter every day with persons living on fixed sal-aries, there is one phase of the question which seems not to have attracted general attention, and that is the apparently growing custom of cheating among many stor-keepers and the market men of Chicago People are swindled by dishonest weights and measures, notwithstanding the efforts of the city scaler and his inspectors. They are swindled by a great many tricks known only to some storekeepers. Customers are

short weighted, short measured and short changed by some dealers at almost every turn. Liquid measures are used very often where dry measures are the legal measures, there being a difference of about ten cubic inches approximately between a quart liquid measure and a dry measure.

Even if scales are not dishonest or tampered with people are frequently made to pay from 35 to 40 cents a pound for wooden dishes, which are used to hold butter. In purchasing ovsters they are often obliged to pay about 20 cents a pint for water which can be had at the kitchen sink for nothing.

The tricky storekeepes will always contrive to short change people by taking the fractional part of a cent when he is not intitled to it. For example, if an article costs 12½ cents and a person purchases two, four or six articles, the price of which is 12½ cents each, some merchants will always make change for 13 cents. Twire 12½ is 25, four times 12½ is 50, six times 12½ is 75. But the dishonest storekieper, by his system

of mathematics, will make this amount aggregate 78 - astead of 75 cents It seems that unless a person goes into some stores with blood in his It seems that unless a person goes into some stores with blood in his sep, a chip on his shoulder, ready to serap for every-penny, sworth that he buys, he is almost sure to be cheated out of 10 of 12 cents for every follar spent, particularly if his purchases consist of three or four sepa-rate items. The customer is likely to be nipped for he amount of three or four cents on each article unless he is very alert and strenuously insists

The customer who has trouble in getting what he pays for st not hesitate to notify the city sealer whenever he has reasonable cause for complaint.

High-Priced Luxuries in Far Alaska

In Alaska we get very little beef, pork or mutton, but feast in reindeer till it be-comes a pretty mon tonous item on the

daily menu.

Reindeer isn't be eating as an occasional dish, but met the too frequently it

ls on one.
When I left home II chuckled to think

FOR Alaska

When I left hom if chuckled to think
I was guing to a pg in the world where
pork and beans w's cheep. They are
high-priced luxuring gift he north.
I find the people from here complaining of dare eggs, but in Rubinshine are
We have hed more farthed a water this segmen-56 degrees below
and the I, I want to us, is protty frigit, even for Alaska. This extreme
imperature was followed by a very mild spell, the thermometer showing
the zero for some days.

temperature was followed or a very mild spell, the thermometer showing only zero for some days. Such a decided drop made people think that, spring was close at liband; the kids remped by the mow without their top dothes and some set our women went on the streets misses their furs.

## Engaged to Three

By DONALD ALLEN

(Copyright, 100 by Associated Literary Frees)

For two years Mr. Econ Jackson in the Control of the Control of

ear and led bill out and said.

Thosp-scrub—for in the forence before the late of the fore dad disappeared. Where Enos announced the lad never the wast taken by the ear and set to the wast taken by the ear and set to the wast taken by the ear and set to the wast taken by the ear and set to the wast taken by the ear and set to the wast taken by the ear and set to the wast taken by the earliest the waste to the late of the late

seep new and then clear the present of the control base and control that above and then the present of the control base and c

along, knos leil to wondering now ne was going to mary holb widows with out getting himself fato the toils of the law, but he didn't let it worry im. His basicrass was to sell sewing machines on the installment pian. One day, when his whishers had blown of sideways over a front when, he would not be suddenly beecked the borne and exclaimed the suddenly beecked the borne and exclaimed the suddenly beecked the borne and exclaimed the suddenly breaked the force and exclaimed the suddenly breaked the suddenly breaked

And when the second widow and the squeaking heis had disappeared up the road old Pap rubbed his hands together and united on his bride and said:
"You are really a wonderful woman -worlderful. It's so easy that I wish I'd been engaged to two more!"

The John, but why not! Of course, "will," plant of the side of the course of the side of the side

To been engaged for two mose?

Spinners, the Exercised Wisser,
The greatest septer on practical
electricity in the country in the manser, the country in the manser, the proposal mind the in
Charles Protests Retinents, who receives 17500 reactly from the orient
electricity in the second of the country
years any Bethinster was walkled up
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his, native country, German's, had
stirt paper a' college too successfully
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and pumped his way title the expericentral safe and a little heart was
environ. He may title the expericentral safe and a little heart was
environ a large shape. The shape
company, and he with it.

"Never more so in my life. If you don't say yes I'll go and hang myself." The widow but her thumb and blushed, and said she guessed she would, and that settled it. Enos did not press her to name the day. He did not any suchers it was to be next month or 40 years hence. He simply kneed her and said "all right", and went out and pursued his way, see the simply the said way as the said and the said and the said way and the said wa

she dit, not see him again for a fort-night.

It is to be supposed that a man es-aged to three videous at one rould have her and the seed of the seed of have her and not the case with Ruos Isolan.

He went right on being happy and trusting to the luck of a seering machine agent. For six months he kept those vidows guessing. Three widows vithin five miles of each other, and yet nore of them heard be was supgaged to the other!

Announcements

FOR COLLECTOR

I desire to announce aguelf as a collector for teems of Barrington and ask the a port of the voters of the township the primary to be held in March.

SAM GIESK

FOR COLLECTOR I am a candidate for the office of col-lector of the town of Barrington. The support of the voters of the township at the primary to be held in March will be appreciated by me.

FOR COLLECTOR FOR COLLECTOR

I desire to announce to the voters of
Cuba tewnship that I am a candidate
for the office of collector and solicit
the support of the voters at the primary to be held in March.

HENRY BERGER FOR COLLECTOR

POR COLLECTOR

I wish to announce to the voters of
the town of Barrington that I am a
candidate for the office of collector
and sak for the support of the voters
at the primary to be held in March.

Several Wrinki. POR COLL BOTOR

FOR CULLER.

I wish to announce to the voters of Cube township that I am a candidate for the effice of collector and solicit the support of the voters at the primary to be held in March.

ELMER J. ADAMS.

I wish to announce to the voters of Cubs township that I am a candidate for the office of collector and that I will appreciate the support of the voters at the primary to be held in March. FOR COLLECTOR.

FOR COLLECTOR.

I am a candidate for the office of collector in Cuba township and ask the support of the yoters at the primary.

W. H. SNYDER.

W. H. SNYDER.

POR HIGHWAY COMMISSIONER.
I wish to announce to the voters of
Els township that I am a candidate for
the office of highway commissioner and
solicit the support of the voters at the
primary.

FIEED GRIMM POR HIGHWAY COMMISSIONER

POR HIGHWAY COMMISSIONER.
I wish to announce that I am a candidate for reelection to the office of
highway commissioner in the town of
Cuba and desire the support of the
voters at the primary. WM GESNE. FOR HIGHWAY COMMISSIONER

FOR HIGHWAY COMMISSIONER

I wish to announce to the vuters of
Barrington township that I am a candidate for resisetion to the office of
highway commissioner, and desire the
support of the voters at the primary
GEORGE HUMPHROY

FOR COLLECTOR

I desire to announce that I am a candidate for the office of outleton of the town of Barrington and solicit the support of the voters at the primary.

JOHN BERLIN

Saved A Soldier's rife
Facing death from shot and shell
the civil war was more agreeable to
A. Stone, of Kemp. Fax. than fac.
it from what doctors said was consuntion. "I concreted a subtlem could be relies, that developed a cough, that stack to me in spite of all removes to 120 pounds. Then I began to one being cough. Then I began to one being cough. Then I began to one being cough. Then I began to one being cough, the cough is completed by the cough of the cough of the cought of "I constructed a stubborn .co

too I harmase?

Barraggion Township Guessi
Notice is nereby given that a permay will be helden the stillage lovel,
Harrington, Friday afternoon, March
1, 1910, from 10 o'Oroke pr not to be purpose of nominating candidates
for the following town offices of the following town offices of the Superior One Town o'Den's Oron o'Clerk
Open Town o'Clerk
Open Young to the Superior Open Town o'Clerk
Open Assession

One Collector
One High-ray Commissioner
One School Trustee
The polls will be open from 2 to 1 p
m and the halloting will be under the
Australian system all the names of
candidates appearing on one bailot.
J. F. GDESKE, Town Clerk.

J. F. GDENE, Town Clerk.
Stubborn A. Muller,
are liver and breeds sometimes seem
to balk exhibit cause. Then there's
trouble Deard Appetite. Indipection
Nerrosaness. Despondency, Headwide
But such troubles \$\tilde{g}\$ before the King's
New Life Phils, the world's Michael
ach and Litter read.
The Barriagon Pharmacy.

company and aborded duto the larger company was a basic with a company, and the will be company and the company of the company

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