

The Manassas Democrat

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CLARENCE WAGENER ADDRESSES STUDENTS

Gave Students at High School Assembly Valuable Suggestions in Selecting Life's Work—Preparation Essential to Success.

At the Manassas High school assembly held at the court house Wednesday morning of last week, an interesting address on business as a career was delivered to the students by Mr. Clarence Wagener. This address began again the series of vocational guidance talks given at the High school last year and is being continued this session. Having had an extensive experience, together with professional training along the lines of salesmanship and advertising, Mr. Wagener took these branches of business as his theme. Another business talk on banking and accounting will be given in January by a member of Washington National Bank.

Mrs. Ora H. Avery, state supervisor of home economics, is also expected to address the High school early in the year on home economics as a career. Mr. Wagener's address is given in full below:

Salesmanship, Advertising and Secretarial Work.

The choosing of a vocation is a serious matter. In the case of the average individual, it is a difficult matter. When the boy or girl begins upon the high school course, it is generally agreed that the time is at hand when some attention must be given to what is to come after the completion of the high school education. This is a problem that is puzzling a good many of you now. It should be the concern of all—the choosing of the life work best adapted to one's aptitude and desires.

The vocation of salesmanship, advertising and secretarial work are some what familiar to me, and I have been asked to picture these in a practical way to you. In the time at my disposal I could scarcely do justice to any one of these subjects, but because of their inter-relationship the three have been grouped together. Then, too, so little is yet known about the science of salesmanship and advertising, that these subjects are difficult to talk upon in a concrete way. I may, however, be able to help you decide with more accuracy whether or not you are qualified to prepare for one of these vocations.

Salesmanship and advertising had their beginning in ancient times. When the cave man talked up the merits of the stone hammer he wanted to trade for a bunch of exceptionally good looking furs, he employed salesmanship. Three thousand years ago an Egyptian landowner wrote on a scrap of papyrus an advertisement for the return of a runaway slave.

Salesmanship and advertising may be termed the father and son, respectively, who conduct the most gigantic business ever known to the world—that of keeping goods moving from producer to consumer, and making it easy for the interchange of commodities between communities, states and nations. At first the father, salesmanship, was operating this business alone, but it grew too big for him, and it was necessary that the son, advertising, be called in as a full-fledged partner. Today both of them have their hands full and each has work of equal importance.

Salesmanship, you do not need to be reminded, consists of far more than selling goods across a counter or taking orders from a sample case. And advertising men have something to do besides writing advertisements for newspapers and magazines. If you are contemplating entering either of these fields, read one of the recognized books on each of these subjects. All I can hope to do here is to give you a vague idea of the qualifications necessary and the rewards to be gained in the pursuit of these vocations.

For many centuries, as you have learned from your study of ancient and medieval history, the selling of goods was looked down upon. Such a vocation was considered beneath the dignity of any except the social outcast. In this way the Jew came into early business experience. Generation after generation the Jew was the business man. He has profited well by his experience, for there is no better business leader today than the modern Jew.

But as money came to have more and more intrinsic value, and to represent more and more the "open sesame" to so many of the comforts of life, business gradually lost the stigma the "elect" had placed upon it. With the

(Continued on page eight.)

MRS. HODGE HOSTESS AT DELIGHTFUL PARTY

Bethlehem Good Housekeepers' Christmas Meeting One of the Social Functions of Yuletide Season.

A meeting of the Bethlehem Good Housekeepers' Club, which will long be remembered as one of the most pleasant in the history of the club, was held last Saturday afternoon at the home of Mrs. B. T. Hodge. As the guests arrived, they were most hospitably received by the hostess and her sister, Mrs. Bessie Patterson, who assisted in entertaining.

The Christmas spirit, which pervaded found expression when all joined in singing "Joy to the World," which was followed by the reading of passages from the scriptures, appropriate to the occasion, by the president, Mrs. A. Stuart Gibson, who also led in prayer and presided during the business session.

Of special interest among the matters discussed was the serving of hot lunches to the children in the grade school, which this club is promoting. Reports of the committees, previously appointed, were made and it was decided to hold a meeting in the Rest Room Friday afternoon, December 31, to complete the plans. The assessment for the support of the Armenian orphan was collected, and the club voted unanimously to assume another obligation which will require a small monthly contribution from each member. Mrs. Hodge gave a delightful reading "O Little Town of Bethlehem."

After the business session was closed the party assembled in the dining room which was lavishly decorated with Christmas greens, festoons of tinsel cords and burning candles. There the hostess, assisted by Mrs. Patterson, served a delicious luncheon, consisting of escalloped oysters, pickles, hot rolls with butter, plum pudding, ice cream and wafers, coffee, and after dinner music. While the luncheon was being served, sparklers were lighted which added to the merriment of the scene. The favors were dainty 1921 calendars, tied with yellow ribbon, each containing the season's greetings. Absent members were not forgotten, as they also received the same good wishes. While the hostess was planning this delightful entertainment, the club members were also thinking of her, and showered her with many of the enjoyable "goodies" of the Yuletide season.

Mrs. M. Bruce Whitmore was welcomed into the club as an honorary member, and Miss E. H. Osbourn was an invited guest. An invitation was accepted from Miss Lulu D. Metz and Mrs. Walter Sanders to meet with them in the High school building, the third Saturday in January.

SOME SATISFACTION, THIS

Lively Platte Boat in Culpeper Court Room Forces Twitter to Cover.

Mr. Robert A. Hutchison, of Manassas, was in Culpeper last Monday on legal business, and is now telling the story of how a prominent lawyer of that town took to cover after he had twitted Mr. Hutchison about the reputation that Manassas citizens had established for getting themselves into court recently. The gentleman had even gone so far as to demand to know why Manassas had sent some of her sons and daughters to that "quiet" village to put it on the map. Mr. Hutchison had scarcely finished a plausible defense of "our town" when he heard a shout from inside the bar "Let me at him," and a heated reply, "Yes, let him at me," and a man made a rush for his offender, but evidently in the hope that some one would interfere before he reached his goal.

When the Court finally quelled the warring attorneys, the gentleman who had twitted Mr. Hutchison at what he termed "our unsavory reputation" had disappeared.

C. H. WINE FORMS PARTNERSHIP WITH A. L. PENCE

Mr. Arthur L. Pence has purchased a half interest in the plumbing and electrical business of Mr. C. H. Wine, and will enter into the new partnership the first of the year. Mr. Pence is well known here, having been with Mr. J. I. Randall in the Prince William garage for some time, and he is a thorough mechanic. The new firm name will be Wine & Pence, and they will continue the plumbing and electrical business, and expect to increase their stock of electrical supplies. They will also continue to sell the "Alamo" farm lighting plant.

The Democrat \$1.00 a year.

BETHEL LUTHERAN SUNDAY SCHOOL PROGRAM

The Christmas entertainment of Bethel Lutheran Sunday school will be held Monday night, December 27, in the church, beginning at 7:30 o'clock, for which the following program has been arranged by the committee in charge:

Song—"Come to Bethlehem."
Address of Welcome—Louise Hibbs.
Song—"Hear the Glad Bells Ringing."

Recitation—Helen Evans.
"My Little Piece"—William Bowers.
Song—"Away in a Manger."

Recitation—Elizabeth Hibbs.
Song—"It Came Upon a Midnight Clear."

Recitation—Clara Rexrode.
"Tell Me Why"—Frank Whetzel, and Lester Tyler.
Song—"Sing of Our Dear-Father's Love."

Recitation—Clara Evans.
"How to Make the World Glad"—Franklin, Euclid, Walter, DeLiah.

Song—"We Love to Hear the Story Dear."
"The Babe in the Manger"—Trene, Eva, Mable, Elmira.

Recitation—Jessie Payne.
Song—"There's Joy in the Story."

"Bethlehem"—Chen, Charles, Elizabeth, Grant, Woodrow, Earl, Peggy.

"Vision of the Christmas Star"—Clara, Catherine, Margaret, Jessie, Hazel.

Song—"Greet the King."
Recitation—William Joubert.

"A Little Talk About Christmas"—Harry Rexrode.

Solo—Mrs. Pence.
"We Need the Christ"—Leslie Loyd.

Address and offering.
Song—"Silent Night, Holy Night."

THEY SHALL NOT PERISH

SLOGAN IS ADOPTED

County Organized to Carry on Campaign for Relief in the Near Future.

Mr. Hutchison, Chairman.

Our county is asked to provide for fourteen children in Armenia that they may have a bowl of soup and clothes to protect them from the cold. Will you who are well fed and clothed, help to care for these unfortunate fourteen children? Sixty dollars will take care of a child through the winter. January the 16th has been set aside by our state chairman, Oliver J. Sands, as the time to make the campaign for this work.

The following have been appointed as the organization for Prince William county:

Chairman—Westwood Hutchison.
Treasurer—J. J. Conner, Manassas, Va.

Sub-Chairman—Rev. Jacob Halperin.

Chairman Woman's Division—Mrs. Emily Round.

Associates in the work are A. C. Harley, Rev. Homer Welch, M. J. Hotte, R. A. Rust, R. B. Gosson, Mrs. J. A. Hill, Mrs. Edward Clarke, Miriamville, George Deardoff, W. F. Hale.

All funds collected for these children should be sent to Mr. J. J. Conner, who has been appointed treasurer for our county, and who will make a published statement through the county papers of all funds collected and forwarded to the state office.

Our slogan: "They shall not perish."

FUNERAL OF WALTER W. HORE

Remains of Former Resident of Brentsville Brought Here for Interment Wednesday.

Died, at the home of his niece, Mrs. D. H. Oertly, in Washington, D. C., December 19th 1920, after a long and painful illness, which he bore with undaunted heroism and courage, Walter W. Hore, at the age of 58 years. The deceased was the eldest son of Dr. Walter Hore, of Stafford county, at one time surgeon in the United States Navy. He was a dutiful son, a loving brother, and a loyal friend.

In all the varied relations of life, his course was shaped by the beautiful spirit of the Golden Rule. His heart was ever open to the sorrows of others, and his hand ever ready to minister to the needy. His profession of faith in his Savior was so clear, so convincing, and so sustaining, that his devoted pastor, Dr. Millington, said, "It was to me a benediction." As the shadows lengthened around him, he spoke most calmly of his approaching end, and looking at his minister, who sat beside him speaking words of affection and comfort, with a smile he said, "I shall be looking for you." He called each member of the family, who vied with each other in loving ministrations, and

With the best of all good wishes
for a very
Merry Christmas
and a
Prosperous New Year
The Democrat.

RIVER VICTIM STILL UNIDENTIFIED

Man Found Floating in Potomac Near Quantico Last Week Was Well Dressed—Long Gash on Left Side of Head.

The circumstances surrounding the death of the man found floating in the Potomac river near Quantico last week as reported in the Democrat, still remain a mystery. At a coroner's inquest held last Wednesday afternoon the jury returned a verdict of drowning and declared that the man was unknown.

Magistrate W. E. Lloyd, who presided at the inquest, in making his report to Commonwealth Attorney T. H. Lion, of the finding of the jury, gave a description of the man, stating that he was black. Some who viewed the body declared that he was a Haitian. He was about 28 years old, weighed about 150 pounds. He had on when found blue trousers of good material, a grey sweater, white dress shirt, good underwear, and a life buoy strapped to his back between his shoulders, upon which was stamped "Midland," the name of a steamer plying between Washington and Norfolk. Inquiry at the offices of the steamship company in Washington failed to disclose the man's identity, or to elicit any information concerning the man who had evidently been a passenger on that ship.

Following the inquest, and after failure to establish the man's identity, the body was buried on the river shore near Quantico Creek at high water mark. Since the burial of the body, a complaint has been made by the Cabin Branch Milling Company, near whose property the body lies, requesting that the remains be removed. It is unlikely, however, that the state will take any action toward removing the body.

The Democrat, \$1.00 a year.

begged each one up to live as to meet him in the home beyond. To his devoted sister, who had nursed him for months, he said "My dear loving, faithful sister, good-bye—be brave—I want you to forgive those who have been so unjust to you. Sister, we must forgive, or we cannot rest up yonder. Good-bye." And clothed with this divine spirit, he swept through the gates of death's agony into the presence of Him who said to the sorrowing ones at Bethany, "Thy brother shall see again."

Mr. Hore at one time resided at Brentsville and later, for many years, at his home at Lynnhaven. The funeral services were conducted Tuesday noon in Washington by Dr. H. W. Millington, of that city, and Wednesday the remains were conveyed to Manassas and interment made in the Manassas cemetery.

The funeral party, accompanying the body, was met here by relatives and friends, and those coming from Washington were Mr. and Mrs. D. H. Oertly and sons, Walter and Allen, and daughter, Margaret, Mr. A. C. McCormick, Mr. A. O. Ridgely and Dr. Millington, also Judge C. E. Nicol, of Alexandria.

"In that great cloister's stillness and seclusion, By guardian angels led, From this form temptation, safe from your position, He lives, whom we call dead."

BEWARE OF PIN WORMS

The most dangerous period for sheep is in late summer and fall with short pasture. In close grazing they pick up the larvae of the destructive pin worm, causing scours and retarding growth.

CAREY-IZED


STOCK TONIC BLOCK

contains two different worm-destroying ingredients. Its other tonic elements help to keep the sheep in a good condition to resist disease. Its continuous use insure increased wool production and decreases in death losses.

We sell it on a sixty-day guarantee. Your money back if you are not satisfied.

INGREDIENTS:

Pure Dairy Salt Quassin Sulphur Gentian Charcoal
Sulphate of Iron Bicarbonate of Soda Carbonized Peat



Manassas Feed and Milling Co.,

MANASSAS VIRGINIA

DECEMBER TERM
CIRCUIT COURT ENDS

B. Lynn Robertson Appointed Superior Court Judge in District to Succeed A. S. Robertson, Resigned—Other Court Matters.

Robert Maloy was appointed guardian of his five children, qualifying and executing bond in each case to the penalty of \$100, without security, the same may be waived, required by reason of the amount.

On motion of B. F. May, a son and creditor of Elias May, deceased, was appointed to take into his possession the estate of the said Elias May and administer the same according to law.

J. B. Coverston was granted a permit to purchase and sell at his place of business—Wellington, patent and proprietary medicines, toilet, medicinal and antiseptic preparations and solutions, and flavoring extracts, containing alcohol, as provided by Section 9-B of Chapter 388 of the Acts of the Assembly of Virginia, 1918.

George G. Tyler presented an account against the Commonwealth of Virginia amounting to \$28 for services in felony cases, and receipts for fines, which was allowed.

H. P. Davis, a justice of the peace, presented an account of \$2.00 for issuing warrant, trying same and committing prisoner to jail in felony case. Account allowed.

Robert M. Weir, sergeant, presented an account of \$23.90 for going to and returning from Lynchburg for and with prisoner in felony case. Account allowed.

Thomas Payne, plaintiff, vs. Edward Roy and Mattie Roy, defendants. The defendants being non-residents of the State of Virginia, and that their last known address was 311 Sockett St., C. E., Pittsburgh, Pa., ordered that due publication be issued and published as required by law.

John W. White appointed a committee of the property of Julia H. Lewis, who is a feeble minded person, and incapable of attending to her business affairs. Said John W. White to execute a bond, with approved security, in the penalty of \$2,000. Julia H. Lewis shall be allowed to remain in possession of her property.

Woodward Hutchison, A. H. Green and J. D. Wheeler appointed members of the Local Board of Review of Assessments for the county of Prince William for the term beginning February 1, 1921.

G. Raymond Ratcliffe and D. J. Arington appointed as jury commissioners for the county of Prince William for the year February 15, 1921.

A. S. Robertson, supervisor for Manassas magisterial district, this county, having offered his resignation, the Court accepted the resignation and on motion of Thos. H. Lion, appointed B. Lynn Robertson as supervisor for said district to fill the unexpired term of Mr. Robertson. Whereupon B. Lynn Robertson qualified as such supervisor by entering into bond in the penalty of \$1,000, with Thos. H. Lion as his surety.

Sverick Peter Lam, and James Smith. Upon motion of A. P. Lam, Mary P. Heineken and C. A. Heineken, Jr., are permitted to file their petition against James Smith, praying that the true boundary of certain lands of petitioners and James Smith be established. Ordered that said petition be filed and docketed.

Henry Thompson vs. J. M. Kaplan, removal. Case continued.

The following served as petit jurors and were allowed for attendance, per diem and mileage: C. H. De-Obrien, \$6.00; Andrew S. Robertson, \$6.30; J. W. Hunt, \$6.30; T. M. Russell, \$4.20; J. C. Pooey, \$4.20; C. J. Ollis, \$7.00; J. L. Drayton, \$1.50; Joe Keys, \$4.20; D. C. Alexander, \$1.00; R. C. Cooper, \$2.00; I. C. Jacobs, \$5.50; T. B. Thomas, \$3.60; T. H. Marshall, \$3.50.

J. G. White and E. S. Hedrick vs. George W. Spinks and Beatie Spinks. A jury having failed to agree, the matter was submitted to the Court without further intervention of a jury, and certified that the plaintiffs recover of the defendants the sum of \$200, with interest from January 20, 1921, with leave to the plaintiff to sue out execution therefor January 21, 1921, unless this judgment is sooner paid.

In re Board of Supervisors vs. Otho Hedrick, et al. McDuff Green, et al. Geo. O. Tyler and C. A. Barbee. Appeal from said board against Otho Hedrick et al. and McDuff Green et al. upon motion of the attorney for Commonwealth, is dismissed. The appeal was made by C. O. Tyler, clerk and C. A. Barbee, sheriff, by said board, are disqualified as being inconsequential, but the said board, in the opinion of the Court, by proper order or resolution, may make such increase, to said officers, as provided by Section 2720, of the Code of 1919, not in excess of \$700 per annum.

The allowance made Wm. Crow and J. C. Dawson, compensation of \$3 per diem for supervising roads and bridges, when the board is not in session, is disallowed, for the reason that the act under which such allowance was made is unconstitutional, and does not apply uniformly to the several counties of the State, as provided by the Constitution of Virginia. The Court is further of the opinion that the allowances made and appealed from, if already paid by said board to Wm. Crow and J. L. Dawson, should be returned to the fund from which drawn.

Let's settle this right now! No man ever smoked a better cigarette than Camel! You'll find Camels unequalled by any cigarette in the world at any price because Camels combine every feature that can make a cigarette supreme! Camels expert blend of choice Turkish and choice Domestic tobaccos puts Camels in a class by themselves. Their smoothness will appeal to you, and permit you to smoke liberally without tiring your taste! Camels leave no unpleasant cigarette aftertaste nor unpleasant cigarette odor! You'll prefer Camels blend to either kind of tobacco smoked straight!

DECEMBER Clearance Sale

With a full line of Christmas Toys, Candies, Nuts, Raisins, Oranges, Grape Fruit, etc., Groceries, Chinaware, Glassware, Tinware and Enamelledware at bottom prices, we will offer for the month of December at prices under the present market value our entire stock of Dry Goods, Notions, Leather and Rubber Footwear and Ready to Wear Goods

as follows: Apron and Dress Gingham, Calicoes, Percals, Poplins, Wool Serges, Outing White Goods, Bleached and Unbleached Muslins, Longcloth, Nainsook, Ties, Sheets, Canton Flannels, Curtain Scrims, Towels, Quilts, Comforts, Blankets, Ladies' and Children's Dresses, Skirts, Middy Suits, Middy Blouses, Shirt Waists, Sweaters, Cloth and Knit Caps, Toggles, etc., Flannel Dress and Work Skirts, Overalls, Jackets, Work Coats, Leggings, one and two-piece underwear, Corduroy, Wool and Cotton Pants for Men and Boys, "Ball Band" Boots, Feks, Arctics and Rubbers, Endicott and Johnson's and "Star Brand" Shoes for Men, Women and Children.

Special—Smokeless Shells at \$1.00 per box. We invite your early inspection and promise to give you more goods for the same money. Terms strictly cash.

F. H. SANDERS, CATHARPIN, VA.

Kill That Cold With HILL'S CASCARA QUININE FOR Colds, Coughs AND La Grippe. Neglected Colds are Dangerous. Take no chances. Keep this standard remedy handy for the first onset. Breaks up a cold in 24 hours—Relieves Grippe in 3 days—Excellent for Headache. Quinine in this form does not affect the head—Cascara is best Tonic Laxative—No Opium in Hill's. ALL DRUGGISTS SELL IT

Saks & Company Pennsylvania Avenue and Seventh Street Washington, D. C. The Clothes Suited to the Boy. You don't want your youngster to take all the fun out of his life trying to look after his clothes. Rather, what he should have are clothes that will look after themselves—Saks Clothes. Strong and sturdy; full of style—for that makes the boy manlier—and made to meet all the rough and tumble that enters into the day of the wide-awake boy. We go so far as to guarantee our Boys' Clothes because we know they will stand the strain. Boys' Hats, Shoes and Furnishings, Too

Have You all the Fire Insurance You Can Carry? We represent the following old line companies: NATIONAL LIBERTY OF AMERICA, New York. RHODE ISLAND OF PROVIDENCE, Rhode Island. AMERICAN EAGLE OF NEW YORK. FIREMEN'S INSURANCE CO. of Newark, N. J. NATIONAL, of Hartford, Conn. Remember if it is too late after you have a fire to take out insurance. We would be glad to call and inspect your property and write up your insurance. We would appreciate a portion of your business. There are no better companies than we represent. Write us, call at our office, or call us over the phone. C. J. MEETZE & COMPANY Manassas, Virginia Reference: The National Bank of Manassas.

THE MANASSAS DEMOCRAT Entered as second class matter December 9, 1919, under act of March 3, 1879. T. E. HAINES, Owner and Publisher. O. M. HAINES, Editor. SUBSCRIPTION RATES. One year (in advance) \$1.00 Six months .50 BEGIN EACH DAY ANEW.

A prominent business man, who always seemed fresh and full of vim and vigor, although he had a multitude of cares in the corporation with which he was connected, was asked one day how he managed to keep himself in such good physical and mental condition. His reply is well worth remembering.

"I retire from business every night when I leave the office," he said, "and begin business afresh, every morning." In other words, he meant that he did not allow the cares and worries of business to stand over him as a threatening menace when the day's work was done. When he left the office, he literally retired from business until the next morning.

His home life, his social duties, his pleasures, were never tinged with the thought of the impending problems that the next day was sure to bring. By this method, old age was kept at a distance, worry was a stranger, and each day was begun anew with a fresh inspiration to meet and overcome the difficulties which might arise in the complexity of business life.

What is true regarding business is equally true in relation to the other activities and experiences of life. Many persons will not allow their yesterday's to remain buried. They will live in the past and constantly "keep the sorrow and, perhaps, misdeeds of bygone years before them. It was Susan Coolidge, thinking along this line, who wrote: "Every day is a fresh beginning. Every day is the world made new. You who are weary of sorrow and sinning. Here is a beautiful hope for you." To the man and woman whose experiences of yesterdays have been bitter, and still rankle in the memory, teaching out to clutch the heart and keep it aching, to begin afresh each day is a solution of their trouble. What if the years have been wasted, what if they have brought sorrow and distress and bitterness? They are gone, never to return. They have never been. Think no more of the past, but greet the dawn of each day as the birth of a new world for you; a world which pain and sorrow has not touched; a world that by living in for yourself and others.

And don't let the clouds of today reach over and make tomorrow a day of gloom. Perhaps at this very moment things are going wrong with you. Today you have passed through an unpleasant experience. You have been hurt by an acquaintance, knowingly wounded by one whom you have considered your friend, defrauded, perhaps, by one in whom you had implicit trust. Don't let that cause you to be cast down. When you say yourself "Tomorrow will be a new day; I shall awake upon a world made new."

PREPARATIONS FOR CHRISTMAS. The house is cluttered up with spoils and ribbon, lace and beads on the floor. There's "knack" piled upon the floor, the bookcase and the bed; Mysterious lists are lying 'round of members of the clan. And "business" seems better than since ever time began.

Digitized-making leathers with flowers, knots and bows. Grandma's-knitting woollen socks with double bells and toes; Clara's making something out of pink satin goods. Jan is pasting pictures of the brooks and fields and woods; Auntie's making handkerchiefs with colored threads pulled through; Mother's got the cook-book out to see what she must do. To make the dinner better than it's been in other years.

And pay the tribute asked of her by gayer proficients. Kapka is reading all the ads to see where he shall buy The gift to make his little sweetie smile and his big and fat. Willie's counting up his pennies on the kitchen floor. Wondering if there's coin enough to give the kid next door. A little doll with eyes that close, and buggy for it, too. While Ethel writes to Santa Claus—bringing her something new. But don't just sit and figure with the bank-book in his hand—And though the winter winds are cold he sweats to beat the band!—Charles Frederick Wadsworth. Indications are that we will have a deep Christmas, but not a "wet" one.

All She Had to Give A Christmas Story. It was just one Sunday before Christmas and large church door of "Old Trinity" was crowded with people, young and old, anxious to get in to hear their favorite pastor. The young from colleges and schools were home for their Christmas holidays and were joining their parents and friends to hear the sermon on Christmas duty.

The Rector of "Old Trinity" always, the Sunday before Christmas, preached to his congregation a sermon appealing to those who were blessed with "gold and silver" to open wide their hearts and respond to the call to give of their bounty to those who hungered for a taste of "good things," and such comforts as Christmas Day brings. This beloved Rector had before him a large congregation, every available pew was filled. He inspired his people with the spirit of giving, making each one feel that it was a blessed privilege to search out homes where there would be no sound of "Merry Christmas" unless they gladdened them. His appeal was impassioned one. When it came time to take up the collection, envelopes filled with bills were laid on the plate as well as many silver pieces.

In one of the pews far back, a dear little figure was seen bending forward, and lifting up her sweet young face, she whispered to the gentleman passing the plate, "Sir, I have nothing to give, nothing but my crutch." The earnest look from the pretty face, and the sad voice attracted the gentleman, and he saw the crutch in her lifted hand, and he waited for the return of the plate. Bending down, he said quietly, "Wait here until I get outside." The child lingered, and the big-hearted Vestryman sat down beside her, wondering how she, so poorly clad, had happened to stroll into "Old Trinity." The child told her story, so full of pathos.

Gertie was a cripple, her crutch was her dearest friend. She had not thought of how she could go home without her crutch. Christ had demanded it to help some one to be happy on Christmas Day, and this Rector, in his beautiful sermon, had made her feel this. Her home was just such a one as the minister had described! But Gertie could give up her crutch! She must! The sympathetic heart of the Vestryman was deeply touched. He quickly thought of a plan. "Gertie," he said, "wait here until I get outside." The Lord for Christmas-Day, as you want some crippled child to be happy because she can walk on Christmas Day. He has, dear child, accepted your offering. "You shall keep it, and I will make a home happy, I have just heard about those in it shall have all the 'good things' needed, and comfort and voice shall be heard calling 'Merry Christmas!'"

"Can you tell, Gertie, why this home is to have comfort and happiness on Christmas Day?" "I'll tell you, because the child I am talking to offered the sweetest and dearest thing she possessed to Christ for the 'Christmas Day'—her sacrifice has made me want to do more for the destitute and suffering." "Do you know you have taught me the full meaning of the words of this Christmas story when we celebrate on Christmas Day? 'A little child shall lead them.' We both owe much to the Rector's beautiful sermon, teaching us that it is more blessed to give than to receive." "Like a flash of light there came into this dear young heart the consciousness her gift had been accepted of God! With a cry of joy, she pressed her precious crutch close to her heart, and looking up into the face of her friend for such he had been to her, and in words of child-like sincerity, Gertie expressed her gratitude.

Home Gertie went to tell her dear ones all she had heard, and learned from Rector and friend. The next day—"An Angel of Mercy"—Gertie's new found friend, came to her home to begin her Christmas joy, and before that that day was over all were realizing the full meaning of those words "Merry Christmas" words that had never been exchanged in Gertie's home, and the big heart of that Vestryman was being filled with Christmas cheer and that "peace which passeth understanding." He had brought the "Christmas cheer" into a home of sadness and want! BLEANOR WOLCOTT.

FICTION AND PICTURES. Superb pictures in the Rotogravure Section and splendid fiction in the Magazine are the really big features of The Washington Sunday Star. For instance, the lead fiction next Sunday is one of the best stories ever written by Fannie Hurst—"Through a Glass Darkly" and Miss Hurst is a famous American story writer. Order your copy next Sunday's Washington Star today.

Oil is cheaper than wood or coal at present prices. Buy a Detroit Vapor Oil Stove and save money. Can be used for heating and cooking. Can be used for power. —Cornwell Supply Company. 46-7

Catarrah Can Be Cured. Catarrah is a local disease, greatly influenced by constitutional conditions. It therefore requires constitutional treatment. HALL'S CATARRH REMEDY takes the mucus and discharges it through the blood on the mucous surfaces of the system. HALL'S CATARRH MEDICINE destroys the foundation of the disease, gives the patient strength by improving the general health and assists nature in doing its work. All druggists. Circulars free. F. J. Cheney & Co., Toledo, Ohio.

Unrestricted Territory for Sales AND SERVICE

A Prospective Purchaser of Ford

Automobiles and Tractors Anywhere Can Now Buy From Us. Prices: CHASSIS \$360 RUNABOUT \$465 (With Electric Lights and Starter.) TOURING CAR \$510 (With Electric Lights and Starter.) COUPE \$745 (With Electric Lights and Starter.) SEDAN \$795 (With Electric Lights and Starter.) TRUCK \$545 TRACTOR \$790

Small Payment Down, Balance Monthly Installments

MANASSAS W. E. McCOY VIRGINIA AUTHORIZED SALES AND SERVICE

E. R. Conner & Co. CASH STORE

SUGGESTIONS for the XMAS DINNER. The store where you get Quality Meats at right prices. We sell for the cash and can give you the lowest prices.

PORK: Pork chops 25c, Pork loin 25c, Fresh hams 25c, Fresh shoulder 21c, Best sausage 25c. BEEF: Steak 30c, Prime rib roast 25c, Choice roast 23 to 25c, Boiling beef 18 to 20c.

A Fine Line of Fresh and Salt Meats BE SURE TO PLACE YOUR ORDER WITH US FOR YOUR XMAS TURKEY, AND OYSTERS

CATHARPIN.

The Christmas Day brings... And kindest thoughts untold...

CLIFTON.

District Teachers' Meeting... The district teachers met in Clifton...

AUTOMOBILE COLLISION

What cause near being a serious automobile accident occurred this morning...

T-U-R-K-E-Y WE WILL SERVE TURKEY. DINNER Christmas Day WHY WORRY OVER THE XMAS MENU...

THE SANITARY LUNCH MARTHA WASHINGTON CANDIES FRESH WEEKLY Your Christmas Needs This is the one time of the year...

OUR BIGGEST ASSET IS THE GOOD WILL OF OUR CUSTOMERS... VICTROLAS, Jewelry, Watches Clocks, Silverware...

THE PEOPLES NATIONAL BANK OF MANASSAS. "It's a Pleasure to Serve You."

Local News Items

Prof. H. W. Sanders is on the sick bed confined to his room. Mrs. George Johnson, who has been quite ill for some time, remains about the same...

The Temple school of Music closed Wednesday for a short Christmas holiday and will reopen Monday, December 27. The students of this school participated in two splendid recitals...

Hoffman-Schaefer Nuptials. Mr. Leslie Judson Hoffman, eldest son of Mr. and Mrs. Judson Hoffman of "Bezerette" and Miss Lesse Schaefer...

Students Home for Holidays. Misses Mary and Christine Ferguson, Annie and Helen Elgin, Frances Buckley and Ruth Quigg...

Mr. Robert Buckley, who has been ill in Walter Reed hospital for more than two weeks, is able to be at home...

The children's Christmas entertainment at Sadey church will be held Friday afternoon, December 24, beginning promptly at 1 o'clock.

Miss Della Stantons, teacher of the 5th and 7th grades in our school, left for her home Monday to spend the holidays.

Rev. Wm. Stevens will hold a prayer service in Grace M. E. Church, South, Christmas morning at 7 o'clock.

BUCKHALL.

Mr. and Mrs. Frank Gue and son, Fern, of Manassas, spent Sunday afternoon at the Chandler home.

Mr. W. B. Window attended a ministerial meeting of the Methodist church, South, at Alexandria last Wednesday.

Mr. O. C. Southard spent Thursday in Clifton. Her many friends were glad to see her.

BRENTISVILLE.

The Union Sunday school will have a Christmas tree and exercises on next Tuesday evening at 7 o'clock.

Mr. T. S. and K. M. Bradshaw spent Washington visiting Mrs. and Mr. Hugh Bell and Mr. J. W. Hedrick...

Miss Hazel Young, who was shopping in Washington the first of this week, is home...

GAINESVILLE.

Mrs. J. M. Allen who has been ill for several weeks past, we are glad to say is very much improved at this time.

Miss Hazel Young, who was shopping in Washington the first of this week, is home...

Mr. and Mrs. Wood spent the week end at their home in Manassas.

ELK RIVER.

Dr. Hamill of Alexandria, presiding elder for this district, was a guest at the Paragonian Monday.

Mr. R. A. Pearson spent the week end with his family in the village.

Mr. H. C. Pearson is visiting relatives near Bluemont for several weeks.

MANASSAS.

Mr. and Mrs. Wood spent the week end at their home in Manassas.

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Make Your Christmas Shopping Easy. Our line of Christmas Goods is unusually attractive this year...

TOYS OF ALL KINDS AT MODERATE PRICES. Splendid line of Candies, Nuts, Dates, Oranges, Figs, Raisins, Glass and Chinaware...

Plenty of Oysters For your Christmas dinner, and for all other occasions. Let us fill your orders for Ice Cream BEACHLEYS

Christmas Festivities are not complete unless your table is supplied with Clean, Pure and Wholesome Foods. Our Fruit Cakes are made of the best materials...

GREETINGS Nineteen Hundred and Twenty Years draws to a close, and we come once more to the annual festival of the Christian World.

The National Bank of Manassas. THE BANK OF PERSONAL SERVICE.

PLEASE ACCEPT THIS GREETING AS AN EXPRESSION OF GOOD WILL. BOUND WITH SINCEREST WISHES FOR A MERRY CHRISTMAS AND HAPPY NEW YEAR.

THE DIXIE TOMORROW NIGHT, DEC. 24. BESSIE BARRESCALE. "THE BROKEN GATE."

Columbia Gramophone and Records. We have the agency for the Columbia Gramophone Company...

Newman-Trusler Hardware Co., Manassas, Va.

BIG BARGAINS—PRE-WAR PRICES. Fine Alarm Clocks, only \$1.98, regular price \$2.50. Watch Chains, worth \$2.00, going at \$1.00.

A HEALTHFUL HABIT Protect your vital forces and build up your resistive powers with a little SCOTT'S EMULSION three daily after meals.

W. C. WAGENER Hardware, Furnishings, Home Furnishings. MANASSAS, VIRGINIA. Opposite Depot. Established 1899.

Grocery Orders Will receive prompt and careful attention when either left or telephoned. A fresh line of groceries on hand. Oysters in season.

DECEMBER COURT.

(Continued from page two.)
this cause be referred to one of the commissioners of the court who shall inquire and report to the court as directed.

THE MANASSAS DEMOCRAT

Commissioner C. A. Sinclair be confirmed. Permission is granted to make sale of the Loudoun county land, containing 782 acres...

THURSDAY, DECEMBER 23, 1920

Mr. Happy Party
MEAL TIME
IF YOU KNOW REAL MEAT-CONTENT SEE TO THIS SHOP

IT'S GRANDEST THING IN WORLD

Spencer
In loving remembrance of my dear husband, William H. Spencer, who died two years ago December 24...

CHURCH NOTICES

Sunday Church
Bethel Lutheran Church
Presbyterian Church

Indigestion

Many persons, otherwise vigorous and healthy, are bothered occasionally with indigestion...

Complete Christmas

will be had here by all who are fortunate enough to have our Martha Washington Candies

Complete Christmas

in their homes this year. Its just the thing to give that finishing touch to an enjoyable time...

SWAN BROS.

King and Pitt Streets, Alexandria, Va.
A Complete Clearance Sale
Women's Tailored Suits, Women's Tailored Coats...

This Sale is Now in Progress
and will continue until all Ready-to-wear goods are sold.

Table with columns: WOMEN'S SUITS, WOMEN'S FUR SCARFS, WOMEN'S CLOTH DRESSES, FUR COATS, WOMEN'S COATS, WOMEN'S FUR MUFFS, WOMEN'S SILK DRESSES

All Children's Hats, Furs and Fur Sets 1-2 Price

Table with columns: BOYS' SUITS REDUCED, BOYS' SERGE SUITS, BOYS' OVERCOATS, BOYS' MACKINAWs, BOYS' CORDUROY SUITS

CASTORIA

For Infants and Children. Mothers Know That Genuine Castoria Always Bears the Signature of Dr. J. C. Williams

Fire Insurance

We wish to announce that we have been appointed agents for the LOUDOUN MUTUAL FIRE INSURANCE CO.

The Farmers' Exchange

General Merchandise Feeds, Lime and Fertilizer
This is the Farmers' Union Store
REASONABLE PROFIT

Tire Repairing

We have recently installed a complete and up-to-date tire repairing plant...

BLACKLEGGEDS

BLACKLEG IN CATTLE
NO DOGS TO MEASURE. NO LIGUID TO SPILL. NO STRING TO ROT.

TEMPLE SCHOOL OF MUSIC

Thorough instruction at a Moderate Price. HINDERGARTEN, ELEMENTARY, INTERMEDIATE AND ADVANCED DEPARTMENTS

Trustees' Sale Valuable Farm Property

Under and by virtue of a certain deed of trust dated January 26, 1918...

Trustees' Sale Valuable Farm Property

Under and by virtue of a certain deed of trust dated January 26, 1918...

Transfer and Hauling

Hauling of all kinds of reasonable prices. Call for a quotation.

ECZEMA

Moisturize your skin with Eczema Ointment. It keeps the skin soft and healthy.

J.L. HARRELL

Land Broker
Office - 241 L. C. Building, Manassas, Va.

THE WASHINGTON POST

Yearly Subscription Rates: Daily \$7.00, Sunday \$3.00, Daily and Sunday \$10.00

Moline Universal Tractor

The only tractor that will displace the horse. Call at the FARMERS' EXCHANGE

BUY THE BEST

M. J. HOTTLE, Attorney at Law, Manassas, Va.

Oysters

DR. FAHRNEY, Diagnostician, Manassas, Va.

CLARENCE WAGENER ADDRESSES STUDENTS

(Continued from page one.)

ushering in of the era of machinery, causing men to specialize, and the invention of the printing press, giving soon a great impetus to the growth of advertising, salesmanship and advertising began to attract capable men from all classes of society. Today one has to make no apology for deciding to enter upon one of these vocations as a life work; rather, he receives the congratulations of his friends.

To sell goods, to supply the principles of salesmanship, requires something more than the ability to speak and write good English. And yet we see but too many glaring examples of the lack of these basic requirements in those who have set out prematurely to make their living by selling. No time is better spent by the boy or girl planning upon a business career than the hours put in on a mastery of the English language.

The more knowledge you possess the better salesman you will make. Those who follow salesmanship should realize before hand that they will succeed just about to the extent they know—especially the goods that they sell. A salesman must first thoroughly "sell" himself on merits of his goods—else how can he hope to "sell" others. Thoroughly honest salesman will quit his job rather than try to sell others such goods as he would not buy himself.

There are several steps in the making of a sale. Each of these requires careful study. First, attention must be attracted, then interest aroused, next desire to own must be created and finally a decision to act must be induced. A long treatise can be written on each of these stages and yet a lot left unsaid. At any rate, the boy or girl con-

templating salesmanship as a career can put it down in big letters that in this important branch of business, there is always a lot of interesting things to be learned and yet to be worked out.

To be successful in salesmanship generally requires a love of contact with people. The man who is fond of mixing with his friends and who makes friends readily, is as a rule a better salesman. Then too, the person who desires to make salesmanship his or her vocation, should study human nature at every opportunity. The ability to size up the other fellow quickly and correctly is invaluable in salesmanship. A pleasing appearance and a well-groomed person count for a great deal in all business pursuits, but especially in selling. The salesman who makes the biggest success in the long run is the fellow who studies the buyer's interests and who mixes the leaven of human kindness and true courtesy in all things, never forgetting that a gentlemanly action and bearing stand out as a conspicuous asset in these days of so much uncouthness in business.

Salesmanship is among the best paid of vocations. It holds out as big a future as any. It can use just as big, broad-minded men as it can get. It needs more super-salesmen; men who lose themselves in the fascination of the work, and who appreciate its opportunities for serving their fellowmen. In this spirit enter upon the vocation of salesmanship, if you choose it as your life work.

Advertising, as I have said before, is intimately related to salesmanship. The fundamentals underlying the one, are largely the fundamentals underlying the other. And, in a broad way, what makes for success in one makes for success in the other.

There is a difference, though. Salesmanship is an individual appeal; advertising a mass appeal. Just as there is

a psychology of the individual and a different psychology of the crowd, so is there a difference in the applications of the principles of salesmanship and of advertising, and of the qualifications that make for success in each vocation.

Where there is but little known of the science of salesmanship, there is much less known of the science of advertising. Truly, advertising is in its infancy. Fifty, a hundred, two hundred years from now will no doubt appear as, crude relics of an ignorant past. However, we are learning rapidly, considering the vastness of the subject. The growth of advertising during the past twenty-five years is little short of miraculous. It would take an entire assembly period to give anything like an adequate portrayal of this growth. All of us realize to some extent at least what a big part advertising has come to play in the daily existence of each and what a different world it would be were we suddenly deprived of all forms of advertising.

A good, solid foundation in English is even more fundamental to advertising than to salesmanship. The advertising man does not have to write "high-brow" discourses—he would be foolish to do so except under special circumstances. But he ought to know his mother tongue thoroughly. The successful advertising man should be a keen student of the workings of the human mind—psychology. He has the dual task of catering to present wants and of creating new wants. He is the fellow who is largely responsible for the turning of luxuries, in so many cases, into necessities.

An advertising man should be able to see all around things. He should be level-headed and carry in his head as much good, old common horse sense as can be soaked up continually. He must be capable of handling detail work well—for at certain periods he will have as much of this to do as the average bookkeeper. He should possess a good fund of patience—so that when weeks of work have to be thrown into the discard, due to some change in the firm's policy, will not become discouraged. He should be of the cooperative type of mind, ready to grant that others have opinions, and ready to work with others.

The remunerative rewards in advertising are substantial, though not as unlimited as in salesmanship. The rewards coming through the knowledge of good work accomplished are just as great as in any field, and if you are of the type to pursue this work and you prefer advertising because it is advertising, count it as desirable a vocation as can be settled upon.

Now for a few words on secretarial work. I have never engaged in this type of work, but have had in my employ a few who were qualified; and many who were not, though posing to be. As this line of work is pursued almost entirely by young ladies in this part of the country, I will direct my remarks to them.

Regardless of what a changed state of life you may eventually hope to experience; regardless of whether you hope sooner or later to realize the coming of Prince Charming, and living happily with him ever after, if you go in for secretarial work, go into it for all you are worth, with a determination to earn all the money that will be paid you, and, besides, the gratitude of your employer for proficient services rendered, a rare happening in these days.

While a thorough training in English—grammar, spelling and letter writing—is essential to a stenographer, and of even greater importance to the advertising man or woman, there is no work where practically everything hinges upon one's ability to use English correctly as in secretarial work. Such deficiencies as may exist in the dictation of the salesman and advertising man, the secretary is supposed to supply. Time after time I have seen the employer tell his stenographer how to construct sentences properly or how to spell words of common usage. And she was paid to relieve him of such incidents.

Another fundamental to success in secretarial work is a constant watchfulness on the part of the secretary as to how she can assist her employer. The kind of a secretary that makes good is one who studies her employer's interests. She acts for him, she thinks for him, she plans for him, she saves him. She knows that his time is valuable, and that he is paying her to be relieved of as much of the details of his work as she can handle. If she is of the interested type, she will be eager to handle more and more of the employer's work, gradually getting so she will be assigned the duty of answering all letters with the exception of those requiring special attention.

If you want to make good in secretarial work, dress the part of business without your employer having to suggest this to you. And during business hours attend to your duties. Be ready instantly to take dictation, to type, to answer the phone. Nothing makes more against promotion in secretarial work than to be found unready to do the work at hand. Be cheerful, even though the employer is not.

Never worthless to work for an employer whom you cannot trust. Hold to your ideals. You should not enter

S. Kann Sons Co.

"THE 'BUSY CORNER'" PENNA. AVE. AT 8 TH. ST. WASHINGTON, D. C.
Open 9:15 a. m. to 6:00 p. m.

A cold wind blowing around the house, so sharp and keen it seems to have polished up the brilliant stars.

You open the window at night to let the crisp air into your bedroom, jump into bed and pull up around you

Soft, Warm, Fleecy Blankets

And invigorated by the cool breeze and soothed by the warm covering, slip off into soul satisfying sleep. This is the kind to buy—for your own use or for Christmas gifts.

- \$15.00 PART WOOL BLANKETS, 72x84 in. All handsome plaids, made of selected materials, closely woven, with a soft and downy finish. Rich colorings, at a pair **\$12.50**
- \$12.00 and \$15.00 PART WOOL BLANKETS, double bed size; in white and gray, with pink and blue borders, in a soft, beautiful finish. At a pair **\$10.00**
- ALL WOOL BLANKETS, full bed size, made by the North Star Woolen Mills, which is a guarantee of quality; in beautiful plaid patterns. Also white and pink and blue borders. At a pair **\$20.00**
- \$7.50 WOOLNAP BLANKETS, 72x84 in., an extra large size, Nanshan brand. In white, gray and tan, with colored border and bound with white mohair braid. At a pair **\$ 5.95**
- FANCY WOOL NAVAJO BLANKETS, in striking Indian designs, suitable for couch covers, sea carpets or hangings, as well as for blankets. Pure wool, with a cotton warp for added strength. Size 60x80 in. Three qualities at **\$10, \$12.50, and \$15**

KANN'S—STREET FLOOR.

THE DIXIE

Christmas Day

Special Feature Picture
ZANE GREY'S GREATEST NOVEL

"The U. P. Trail"

With a powerful cast including

Roy Stewart, Joseph Dowling, Marguerite De Lamontte, Kathlyn Williams.

A sweeping romance of ambitions, adventure and love of the great Western empire. There are many laughs as well as tears in the play; happiness as well as sorrow, and the greatest happiness comes in the closing scenes of the story. On a noble theme, it builds in color, dramatic incident and red-blooded action, a powerful and appealing photo play that will live forever in one's memory

News and Pathe-Review. Matinee 3 p. m., 6 and 11c. Night, 11 and 22c

NOTICE—I WILL OPEN A

General Insurance Office

AT MANASSAS, VA., on
January 1, 1921

All kinds of insurance at the best rates. All Old Line companies. One of our specials, the Aetna Insurance company. We have the best Automobile insurance that can be bought. Also the best Health and Accident policy. Will be glad to call and explain the policy best suited to your needs. If its insurance you want, we have it. Phone or write us at Manassas, Va. Will be glad to handle your business. Your interest will always be our first consideration.

R. C. HEREFORD

M. I. C. Building Manassas, Va.

secretarial work unless you determine to make a success of it, and you can never give yourself whole-heartedness to your work unless you have confidence in your employer. The worthwhile employer will value your self-respect as much as your ability to turn out good work.

There is always a good opening for a competent secretary. The work is just as dignified as you make it. It is just as serviceable to your fellowmen as you make it. The remuneration is generally in proportion to services rendered—and the training it gives is of decided value regardless of what you may take up later on.

In closing, I would urge that every student in this high school give careful thought to his or her future life work. Be as reasonably sure as you can that you follow along lines of your natural inclinations, and once embarked on that career, determine to give the best work in hand the very best that is in you—without stint or let-up.

FARMERS SHOULD LIST THEIR SEED CORN FOR SALE

Offered for Sale Will Have to Live Up to Thorough Germination Test.

(W. L. Rowning, C. F. D. A.)
At the Farmers' Institute of December 10th a group of farmers growing fine bred corn got together and formed a County Corn Growers' Association. The aim of this association is to enroll every farmer possible who is interested in using the best seed corn obtainable, who believes the best is not any too good. We expect to put on a getting campaign, and through this organization market the seed corn of the county. All corn to be offered for sale by this association will have to undergo a thorough germination test, one that the association can guarantee. We will also have a competent committee that will decide on what corn this association will undertake to sell, the per cent of a crop that is good enough for seed, etc. This should mean many dollars to you farmers who at present have high class corn, that should be sold for seed. We urge every farmer in the county who has good seed corn for sale this coming year, to send in your name, and dues, which are one dollar per year.

At an early date we will have a meeting at which time we will adopt a constitution and by-laws.

We are especially anxious to enroll a large dairy calf club for 1921. Won't you encourage your boy if he is a lover of dairy cows, to join? We will try to buy calves as near home as possible.

and where we have to buy any number away from home any distance, we will urge that bred heifers be purchased instead of calves, as they can be purchased at a much better price than the calves, and will begin to bring in a return on the investment without much delay. The fact that Prince William county took the blue and red (first and second) prizes in dairy calf club exhibit at the State fair in October, should be a stimulant to the club, as that is proof that we have the feeders and can produce the best, regardless of competition.

FEDERAL LAND BANK OF BALTIMORE PAYS DIVIDEND

At a recent meeting of the Board of Directors of The Federal Land Bank of Baltimore, a cumulative dividend of 6 per cent, payable January 1st, on stock of record June 30, 1920, was declared. About 6,000 farmers, who are borrowing stockholders in the district comprising the States of Pennsylvania,

Maryland, Delaware, Virginia, West Virginia, and the District of Columbia, will participate in this dividend.

In view of the fact that this bank has been in existence for only a short time, operating on a small margin of profit, it is exceedingly gratifying to the friends of that institution that the farmers, who are the borrowers and stockholders, are now participating in the earnings of the company.

Oyster Supper and Dance.
An oyster supper and dance will be given in Brentsville hall Wednesday night, December 29, under the auspices of the Royal Neighbors. Serving will commence about 6 o'clock. Everybody invited.

WANTED.

A good, reliable man as working superintendent for Manassas District roads. Steady job. Apply to B. Lynn Robertson, Supervisor Manassas District.

Horses Wanted

We will buy half bred, or horses that show good breeding from 4 to 8 years old any color, from 15 to 16 hands, broken or unbroken. Must be sound and in good condition. Mares or geldings.

Be in Manassas Thursday, Dec. 30 10 a. m. to 4 p. m. Rain or Shine

Write or phone
M. M. WASHINGTON.
J. F. COCKERILLE.
Nokesville, Va.