

**THE BEMIDJI DAILY PIONEER**

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G. E. CARSON. M. E. DEWY.

HAROLD J. DANE, Editor.

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**The Weekly Pioneer.**

Eight pages, containing a summary of the news of the week. Published every Thursday and sent postage paid to any address for \$1.50 in advance.

ENTERED AS SECOND CLASS MATTER AT THE POSTOFFICE AT BEMIDJI, MINN., UNDER THE ACT OF MARCH 3, 1879.

The statement made by William A. Lee to the Pioneer yesterday that the coming gubernatorial campaign should be a fight of principles and not men seems to be a clear exposition of what the Progressives must accomplish if they are to win the nomination. In a three cornered fight, with the split coming in the Progressive ranks the machine would have an advantage practically impossible to overcome. If Mr. Gordon and Mr. Lee are really desirous of having their principles stand, they will unite their support on the floor of the convention to oppose the machine until the organization of the assembly is completed. There will be plenty of time left for them to fight each other when the time for making nominations arrives.

In every small town there is a character commonly known as the "village cutup," also a certain contingent which "hangs around" grocery stores, unhitches customers' horses driven to town to trade, beats the freight train to the next town and turns the cows into Uncle Reuben's cornfield.

The idea is to make trouble for those who are interested in developing and improving the town. These facts are familiar to every individual who has lived in a small country township, and it may be well to add here, that every small town as well as the entire world is divided into two grand divisions; Peace Makers and Trouble Makers—in other words, the Builders and the Dynamiters.

Until about a century ago most everybody belonged to the Trouble Makers and it was the business of the world to train men to chop off heads and to cry "scab" at every man who stood and worked for a principle. At last, after having tried everything else, we have found that cooperation is the first step toward progress. The world has had all the opposition, all the wrangling and all the back-fence gossip it can stand. What we want is peace, work, cooperation, to learn how to economize our work and energy.

With these thoughts we approach the "Mischief Maker" of our modern business—the Price Cutter. Emerson said, "the man who retires to the forest to make a better axe, or a better plow, or a better hat than man has yet made, will find a beaten path to his door so that his products may be marketed to the world." Emerson did not say this, however, of the man who enters business to cut the price or the legitimate profit out of merchandise which other men have spent their lives and energy to produce.

The particular point we make here is that it requires no experience, no intelligence, no ability to cut prices. A great business man has said "we deal with our friends—our enemies will not trade with us." So, you see, business is founded largely on confidence—and confidence is certainly not founded on price cutting. It may require ten years to advertise an article, to build up its market, to establish its price, yet this price can be cut in a single moment by someone or by anyone who has had no experience and who knows absolutely nothing about the higher and better methods of selling merchandise.

The truth is—price cutting tends toward dissolution, disintegration, dissatisfaction, dissatisfied customers—and you know the prefix "dis" means disease and these things just mentioned are all forms of disease. In other words, price cutting brings about a diseased condition of business. If you are in doubt about the truth of this statement, simply go into any town where there is a price cutting war in process and you will gather some valuable information that will assist you to know what not to do in conducting a store.

The salesman who cannot present facts, merit, quality and who understands a certain article of merchandise will not cut the price, and for this reason this man is a salesman because he sells goods on the basis

upon which they should be sold. Shaving the price is the argument of the weak, the incompetent, the indifferent and the incapable. Price cutting did not, does not and cannot establish the reputation of an article and price cutting has not established the reputation of the great merchants and manufacturing concerns of the world who have assisted in improving and developing our ideas and standards of business.

There is no question that certain reductions should be made to eliminate outworn, dead stock. This is a necessary part of every business as it cleans up the store, keeps the stock in good shape and makes for general efficiency. Concerns which stand on quality, which understand the finer and higher ideas and methods of business do not go into bankruptcy. It is the price cutter, because his trade is superficial, his methods are negative and there is nothing substantial or fundamental back of his trade and behind his clientele. The price cutter makes trouble for his competitors and sends business to the catalogue house or to the next town.—Efficiency.

**AN AGED EGG.**



Mrs. Kidder—I wonder how Columbus made the egg stand on end?  
 Kidder—Easy. He shook it around until he had the chicken's feet in the big end of the egg, and then stood him on them.

**NOSE STOPPED UP WITH CATARRH**

A Common Sense Treatment for Catarrh and Asthma Gives Instant Relief.

No matter how miserable you are with catarrh or a cold in the head, nose stopped up, throat sore, eyes running, dull pain in the head, dry cough, fever, breath foul, Ely's Cream Balm will give you instant relief.

It gets right at the root of the trouble, cleanses, heals and strengthens the raw, sore membranes, stops the nasty discharge so that you are not constantly blowing the nose and spitting. In a few minutes after applied you can just feel it doing its work of clearing the head, the pain and soreness are relieved, the breathing becomes natural and the stuffed up feeling is gone. This cleansing, healing, antiseptic Balm contains no mercury, cocaine, or other harmful drugs. It is easy to apply, pleasant to use, and never fails to give relief, even in the worst cases.

Never neglect a cold, and don't suffer the miseries of catarrh nor disgust your friends with your hawking, spitting and foul breath. Get a 50 cent bottle of Ely's Cream Balm from your druggist, and start the treatment at once. You will find that it will be the best investment you ever made.

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**THERE'S NOTHING "THAT WILL TOUCH"**

The Bemidji Pioneer Line of Calendars for 1913. We do not mean for the money but at any price. That's pretty strong isn't it? Well, we'll back every word we say with the goods. They'll speak for themselves.

**You'll Confess**

to anyone that you'd rather buy in Bemidji than to send out for it. That's what you ask your customers to do--isn't it? Now, we'll not even ask this much of you. All we ask is, the chance to show you our line before you buy. Will you agree to look at the Pioneer line of 1913 Calendars before you place your order elsewhere? Yes, we know that outside calendar men have called on you and will continue to call on you, and that you've been pestered to death, and sometimes almost forced to buy, etc., but say to them—"I agreed to look at the Pioneer line before I placed my order."

**Then What!**

Step right to the telephone and call up 31 and say—"Send your calendar man to my place at once with that 1913 line of calendars you've been bragging about"--or anything else for that matter. You'll find us "Johnnie on the Spot."

**Then If**

You are not suited, or you like the other fellows goods the best, or even as well, by all means give him your order. Now this doesn't mean that he should always get your order. No, No, we're going to keep right on until you'll say for yourself that we can deliver the goods. It is our aim to each succeeding year Improve.

**Thank You**

The Bemidji Pioneer Calendar Company, Bemidji, Minn.  
 Phone, Write or Call, if you want us.

**RAILROAD TIME CARDS**

**500 RAILROAD**  
 162 East Bound Leaves 9:54 a. m.  
 163 West Bound Leaves 4:37 p. m.  
 186 East Bound Leaves 2:45 p. m.  
 187 West Bound Leaves 10:38 a. m.

**GREAT NORTHERN**  
 33 West Bound Leaves 3:30 p. m.  
 34 East Bound Leaves 12:06 p. m.  
 35 West Bound Leaves 3:42 a. m.  
 36 East Bound Leaves 1:16 a. m.  
 105 North Bound Arrives 7:45 p. m.  
 106 South Bound Leaves 6:30 a. m.  
 Freight West Leaves at 9:00 a. m.  
 Freight East Leaves at 3:30 p. m.

**Minnesota & International**  
 32 South Bound Leaves 8:15 a. m.  
 31 North Bound Leaves 6:20 p. m.  
 34 South Bound Leaves 11:45 p. m.  
 33 North Bound Leaves 4:30 a. m.  
 Freight South Leaves at 7:30 a. m.  
 Freight North Leaves at 6:00 a. m.

**Minn. Red Lake & Man.**  
 1 North Bound Leaves 3:35 p. m.  
 2 South Bound Leaves 10:30 a. m.

**PROFESSIONAL CARDS**

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