

# Hopkinsville, Monday, Aug. 13 WHO? SELLS-FLOTO CIRCUS

WHAT? WORLD'S CHAMPION SHOWS  
When? Monday, August 13  
WHERE? AT THE FAIR GROUNDS



600-PEOPLE-600  
PRESENTING ALL NATIONS  
1-HERDS ELEPHANTS-3  
2-HERDS MENAGERIE-3  
425-HORSES-425  
3-RAILROAD TRAINS-3  
11-ACRES OF TENTS-11  
10,000-SEATS-10,000  
1,001-WONDERS-1,001

TWO BIG INSTITUTIONS JOINED TOGETHER AT ONE PRICE OF ADMISSION

AMERICA'S SUBLIME, SUPREME, STUPENDOUS PROCESSIONAL SPECTACLE

RAIN OR SHINE 2 PERFORMANCES DAILY DOORS OPEN 1 HOUR EARLIER  
2:15 p. m. 8:15 p. m.

Uptown ticket office show day at Anderson-Fowler Drug Co. Store, 9th and Main Sts. Tickets at same price as at show grounds.

# Kentuckian "Buy at Home"

BE A HOME TOWN BOOSTER DEPARTMENT Help HOPKINSVILLE GROW

It's Money You Spend at Home That Makes Your Own Town Prosper and at the Same Time Means Bigger Business. Money Sent Away Seldom Returns. To Boost Home Industries is a Duty Every Citizen Owes His City.

**ST BEARNARD DIAMOND COAL**  
is not equal to, but SUPERIOR to all. A Trial Order Will Convince You. Call **H. R. TILFORD & Co.** Phone on 158 Yards 7th and R. R. Hopkinsville, Ky.

**Booker's Wholesale and Retail Bakery.**  
Buy The Best. Call for Booker's improved Sanitary Bread, finest Quality, Prompt Attention given to all Orders. Phone 217. Made in Hopkinsville.

**Miss Katie McDaniel**  
No. 1 Odd Fellows Building  
Residence, 210. Office, 179-2.  
Fire, Life, Tornado—Accident and Health Liability.  
Workmen's Compensation.

SEE OUR MR. ROOP FOR **AUTO REPAIRING**  
Mechanical and Electrical Expert  
15 Years Experience.  
**HOPKINSVILLE AUTO CO.**  
Agents For The Famous BRISCOE CAR. PRICE \$725.00

**W. H. TANDY PIANOS**  
Player-Pianos, Organs, Phonographs.  
405 North Main Street.  
Phone 38. Hopkinsville Ky.

**The Waller & Trice Co.**  
(INCORPORATED.)  
LEADING UNDERTAKERS and HOUSE FURNISHERS  
8th and Main Streets.

**C. E. HARRIS PAINTER**  
—AND—**PAPER HANGER**  
Phone—1050-2. Hopkinsville, Ky.

**The Metcalfe Laundry**  
Laundry, Dry Cleaning, Pressing  
Better Than Most. Equal to Any.  
East 7th Street. Tel. No. 735

**THE SANITARY GROCERY AND MEAT MARKETS**  
G. E. CARPENTER, Proprietor.  
5th & Va. Phone 92.  
TWO STORES 6th & Va. Phone 223.

**HUGH McSHANE THE PLUMBER**  
Everything In The Plumbing Line.  
Liberty and Tenth Streets.  
Phone—950.

**W. R. Wheeler & Co.**  
Who's the Grocers  
400-406 South Main St.  
Hopkinsville, Ky.

**RADFORD & JOHNSON**  
Real Estate  
Telephone 244  
Hopkinsville, Ky.

**DUFFER-COX MOTOR CO.**  
(Incorporated.)  
Agents for Dodge Automobiles  
Seminole Building, Cor. 7th and Liberty  
Hopkinsville, Ky.

**V. H. Hisgen**  
Painter, Paper Hanger and Decorator.  
Hardwood Work a Specialty.  
I carry the latest designs in Wall Paper and the best grade of Paints. Phone 711 for prices.

A GOOD DRUG STORE is a protection as well as a convenience and merits your patronage.  
Ours is a good Drug Store.  
**Martin & Boyd**

## THE CONSUMER MISCALCULATES

Often Pays More For Catalogue House Goods.  
ONE FARMER'S EXPERIENCE.

Influenced by an Alluring Picture Book For a Time—Yards of Red Tape Used—Buying From a Picture Album is a Reckless Form of Gambling. See the Goods Before Purchase.

[Copyrighted, 1914, by Thomas J. Sullivan.]  
Figures do not always indicate the price of goods sold by mail order houses as scheduled in their price lists, as the catalogue houses are careful not to mention the "extra" cost incidental to placing the order and the delivery of the article ordered.

The consumer is governed by the low catalogue price rather than the delivery cost, the latter means, of course, being the correct way of determining the cost of the article.

Consumer Buys Costly Saw.  
As an example I reproduce herewith a conversation which recently took place in a western town when a consumer entered the local store and inquired the price of a saw. The price of the saw was \$2, the merchant told him.

"Great guns!" declared the consumer. "I can get the same article from a catalogue house for \$1.50."  
"I can't buy it for that price," said the merchant, "but I will give it to you on the same terms as the mail order house, just the same."

"All right," replied the consumer. "You can wrap it up and charge it to me, and when I settle in the fall I will pay for it."  
"Hand Over the Cash."

"Oh, no, you don't," said the dealer. "We are doing business on the same terms as you do business with the mail order house—no charge accounts. Hand over the cash, please."  
The consumer handed over \$1.50.  
"Now," said the merchant, "5 cents for the money order and 2 cents for postage."

"What the—"  
"But you must send a letter and a money order to the catalogue house in order to get the saw, you know."  
The consumer, although desiring to buy, kept bravely to his agreement.

and "BUY" the 7 cents.  
"Now the express charges, 45 cents, if you please."  
"Well, by gracious!" he said and gamely paid it, with the remark, "Now that I have met all of your demands hand me over my saw."

Man Made Mistake.  
"Hand you the saw! Why, man, where do you think you are? Just recollect that you are in Texas and I am located in Chicago. You will have to wait about fifteen days for me to make the delivery." And, backing up his words with actions, he pocketed the money, put the saw back on the shelf and smilingly turned to wait on the next customer.

The consumer pondered, and after he got through with his deductions he said: "The saw will cost me \$2.03. That is 3 cents more than I could have bought it for in the first place, and I am deprived of its use for fifteen days besides. No more mail order house for me!"

Incident Worthy of Emulation.  
The incident related above is one which both the merchant and the consumer may read with profit, and if more of the merchants adopted the same tactics as did the Texas merchant they would have fewer mail order buyers among those who should be their customers.

And there is much more to this question than price and delivery; there are often dissatisfaction and inferior and damaged goods to contend with. In the case of goods being damaged en route the buyer has either the prospect of a lawsuit with the railroad company or a correspondence fight with the catalogue house, neither of which is very inviting.

Not infrequently does the buyer, rather than to go to all the expense and trouble incidental to the exchange of the article, allow himself to be imposed upon by accepting the inferior and often valueless article, an article which he is actually ashamed to own or use.

The Only Safe Way.  
There can be but one right way to buy goods, and that is to have the goods in view of the purchaser. Buying from a picture is a reckless form of gambling in which the advantage is entirely with the seller. He knows what your money is. You do not know what his goods are. Hence it is heads he wins and tails you lose.

That the catalogue house always gets the better of the bargain is evidenced by the fact that annually the large mail order houses declare dividends the enormity of which appalls and bewilders the conception of ordinary individuals, who count their profits and savings in pennies rather than in millions.

There is but one right way to buy goods, and that way is to see what you buy before you pay for it.

"BUY LAND NOW"  
In Christian County, is the advice of the Home Investment Agency, But, "Buy It Right!"  
Talk to CHAS. F. SHELTON, Manager, Before You Buy.  
Office Court Street. South Side.

TRY **FOULKSCOAL** AND BECOME SATISFIED  
Tel. 20 Hopkinsville, Ky.

W. P. Winfree, J. W. Winfree, President, Secretary.  
W. P. WINFREE SONS CO. Incorporated.  
Real Estate, Insurance and Loans.  
Webber St. Back of Court House. Tel. No. 305-2.

**Wall & McGowan**  
The House of Good Clothes.  
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**C. W. DUCKER**  
Carriage Manufacturer  
Repairing Done on Short Notice.  
Rubbertiring a Specialty.

**R. B. BUTLER**  
ELECTRIC SUPPLIES,  
PHOENIX BUILDING,  
Hopkinsville, Ky.

**FORBES MFG. CO.**  
Incorporated.  
Contractors and Builders  
Hardware and China  
Electric Wiring, Fixtures and Plumbing,  
Mogul Wagons, Majestic Ranges.

**John McCarley**  
Hardware and Hardware Specialties  
Field and Garden Seed, Fertilizer, Buggies and Harness

**BUCK BRAND OVERALLS CO.**  
(Incorporated.)  
L. D. BROWNING, Mgr.  
Hopkinsville, Ky.  
Forbes Office Building, Main Street.

**E. H. HESTER**  
Contractor and Builder  
Building Material  
Phones—Office 540. Residence 1040.  
Office—106 South Virginia Street.  
Let Me Build Your House.

## PRINCESS AND REX THEATERS

**D. W. Kitchen**  
Dealer In—Books, Stationery and Wall Paper  
Picture Framing, Blank Books, and Office Supplies  
No. 6 South Main Street.

BUY YOUR Groceries and Produce From **CLIFF CLARK**  
No. 203 E. Ninth Street.



**S. B. Ficken's Anti-Septic Barber Shop.**  
Latest Styles of Hair Cut. Phone 1133-2.

**Nose for Business.**  
"Mrs. Sharpe is a woman of wonderfully keen intuition, isn't she?" said Mrs. Gabby. "Oh, remarkably so," responded Mrs. Gabbett. "Why, her husband says she can scent a bargain sale three days before it is advertised in the paper."

**Useful Kerosene.**  
A disinfectant ready at hand and cheap is plain kerosene. As a germ killer for kitchen drains, sick room floors, as a gargle diluted with water, as a quick destroyer of bacteria on a raw cut, kerosene is ever useful.

**Well, Who Did?**  
Billy was told to amuse his baby brother for a while. He obeyed, saying just loud enough to be heard: "Hub, who ever heard of a he nurse girl?"

**The Ideal Army.**  
Some men think fast, and then act; others act and think afterward, if at all. One type is deliberative, the other impulsive. The army of cool-headed officers and hot-headed soldiers makes a magnificent military machine.—American Magazine.

**Velocity of Sun.**  
Professor Boss figures the transcontinental velocity of the sun through space at 149 miles per second. He regards the speed formerly obtained by spectroscopic methods, namely, 12.4 miles per second, as subject to systematic error.

**Too Much Competition.**  
"Now, where do you want your speech to come?" "Put me on before the celery is served." Two hundred people eating celery in unison make it very difficult to be heard."

**Uncle Pennywise Says:**  
"I've often heard a man offer to whip another with one hand tied behind him—but I've never seen it tried."  
—Kansas City Journal.

**Depends on Circumstances.**  
"One should always serve from the left side. That's right, I believe." "All depends. In serving subpoenas you sneak up from the rear."  
**Fitted for Job.**  
"I hear Adole has gone into comic opera." "There was always something funny about that girl." —Life

**Percy Smithson**  
Livery and Board Stable,  
Hopkinsville, Ky.  
EVERYTHING UP-TO-DATE  
Phone 32. Virginia Street, Between 7th and 8th

WE HAVE  
**Schram Automatic FRUIT Jar TOPS**  
Also the Jars in All Sizes  
Schrams rank as the best possible in Jars.  
Premium Store Tickets With Cash Sales  
**W. T. Cooper & Co.**