

DON'T TALK TOO MUCH.

Solemn Warning by Writer to Granite Salesmen.

Did you ever miss making a sale and wonder why? On learning that the lady in black subsequently bought from your competitor a monument exactly like you showed her, possibly without so much seraphic carving, possibly paying a few more dollars for it, did you wonder why you didn't get the order? Well, among a dozen possible reasons, here is one which you may have overlooked.

You never gave that young widow a moment for quiet reflection, and she left you in fear of her own sober, second thought. You found her shy, weighed with her sense of her ignorance of values, timid in the expression of her taste, really scored in her own respect in making a selection of a memorial which was to mark this resting-place of her husband for all time. So you undertook to make her feel at ease by saving her all necessity of talking or asking questions. You enlarged upon every possible merit in your work, varying the pitch of your song without ever changing the air. You went into the geological differences between Barre, Quiney, Milford and South Ryegate which aired your knowledge but did not interest her at all, and which made her feel unbecomingly in her ignorance. And she finally left you, with a weak apology that she "wanted to look around a little."

She entered your yard with the distinct purpose of buying a monument, but you scared her off. Of course the other mistake can be made and the salesman must talk enough. Some buyers must be steered with information before they will close the purchase, and such will not be satisfied with four horse-power compressor or talk. Others possess slow minds, and require that the comparative points of Western, Petersburg, or St. Cloud be gone over again. Some vacillating minds need the encouragement of the urging which they are waiting for. But the average widow wants a few minutes of restful silence; just a blessed moment for reflection, a little time to figure how much she would have left for tressouze No. 2 if she buys the monument for John, and to compute whether John would have advised her to have bought one of the red ones or one of Swingle's dorks.

More sales are lost from talking too much than talking too little, if the little talk is the right kind of an oration. The two important things in this direction are that the salesman should have the necessary knowledge in his head, so as to be ready to put it on tap if it is called for, and that he should be able to read the widow's eyes quickly enough so as to know whether to say much or little in making the sale. To such a one there will be small difficulty in gauging the amount of air pressure that will affect the transaction. L. C. Herndon in "Granite, Marble and Bronze."

PRESSING WOODRUFF BOOM. Nineteen Assemblers of Kings County Indorse Him.

New York, Nov. 14.—It was announced yesterday that the nineteen Republican assemblers of Kings county have adopted a resolution endorsing the candidacy of Timothy L. Woodruff for the United States Senate to succeed Thomas C. Platt, whose term is to expire in March.

J. S. Robinson, So. Barre, Vt.

J. L. ARKLEY Livery and Feed Stable.

Now is the time to get your horses clipped and the place to get it done is at Arkley's Livery Stable. Good work guaranteed. Private Telephone 150.

FALL BULB TIME! Just the season now to plant bulbs either indoors in pots, or outdoors in the ground. Have the highest grade Tulip, Narcissus, Chinese Lily and Hyacinth bulbs obtainable—some we use ourselves and strongly recommend. Not expensive. Tel. store 9-21. Greenhouse 201-11.

EMSLIE CO., FLORISTS, 65 N. Main St., Barre, Vt.

A Free Exhibition of FURS

OLD SILAS SAYS: "A badly lighted store is like a grab bag. You pay your money and you take your choice, but you don't know what you've got till you get it home."

Mr. Merchant, can you afford to let your competitor light his store better than yours?

We will show you how to secure efficient illumination economically.

CONSOLIDATED LIGHTING CO. AND Vermont Light & Power Co.

in The Times Will Bring Sure Results

ABOUT THE STATE

One of the youngest deer hunters in Vermont is Robert Brandard, the fourteen-year-old son of Henry Brandard, of Rutland. Robert laid low a 200-pound buck.

The first accident of the deer season Rutland occurred when Arthur Tatro's left hand was badly mutilated by the explosion of an old Springfield rifle.

Dr. Samuel A. Farrand, a native of Bridport, died Sunday at South Orange, N. J., in the midst of preparations by the alumni of Newark academy to celebrate the fiftieth anniversary of his being headmaster.

R. W. Bishop, patent attorney of Washington, D. C., reports that issue of the following patents to residents of Vermont: Photographic printing machine, E. C. Webster of Whiting; paper roll holder, W. B. Casey of Brattleboro.

Lamolle Commandery, No. 13, Knights Templar, at Morrisville, which for several months has been working under a dispensation, has received its charter and been duly and lawfully constituted. The commandery now has a membership of over sixty.

Annual Meeting of Cairo Temple. Cairo Temple, Ancient Arabic Order, Nobles of the Mystic Shrine, will hold its annual business and ceremonial session in Rutland the afternoon and evening of Friday, December 11. The afternoon session will open at 2 o'clock with the balloting on candidates and routine business and the ceremonial session will follow.

The election of officers and representatives to the imperial council will follow the work in the afternoon. A recess will be taken until night when at 9 o'clock the annual ball will be held at the Masonic temple.

The grand march will begin at 9 o'clock and will be led by illustrious Potentate Charles F. Rockwood and illustrious Chief Rabbi Thomas P. Tragg. Music will be furnished by the Cairo orchestra. A banquet will be served at 11 o'clock and dancing will continue until 2 o'clock.

MAN HANGED IN BURLINGTON. One hundred years ago Wednesday Was Public Execution.

One hundred years ago yesterday (Wednesday) a man was hanged in Burlington. The man was a citizen of Burlington. The murderer was the result of a fight between the crew of the "Black Snake" a boat engaged in smuggling of potash, and the revenue officers who had been sent by the government to capture her. The affray took place on the Winooski river at the point known in those days as Joy's Landing, about three miles from Burlington.

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THE FOOD FOR POULTRY IN WINTER. Much time and money have been spent in what seems the almost vain endeavor to make hens produce eggs in cold weather. It requires but little experience with poultry to learn the fact that, under ordinary circumstances, hens cannot produce as many eggs in winter as in summer.

Now is the time for the laying of eggs, and in order to increase winter production there must be reproduced for the fowls as nearly as possible the conditions that exist in summer. Mrs. John J. Layzell of Brandon, Vt., has evidently succeeded in doing this with her flock. She says: "I have been using Page's Perfected Poultry Food for the last three winters, and I find it the best poultry food on the market. I have tried several different kinds, but I got no eggs until I began to use this food."

If you want to know more about this food and the best ways of using it, write to C. S. Page, Hyde Park, Vt., for his booklet, "Profitable Poultry." It will be sent free, postpaid, to anyone mentioning this paper.

CONFLICT ABOUT OVER For This Legislative Session Between the Horse and the Auto.

It looks now as though the conflict between the horse and the auto in Vermont were about over as far as radical legislation is concerned. The owners of machines seem to be willing to do their duty, and it is believed the advocates of the horse are going to be reasonable. The bill providing for a tax on automobiles, which has been prepared by Secretary of State Bailey and Road Commissioner Gates, is expected to come into the House this week. It provides for a state tax rated according to the horse power of the machines. The lowest rate is \$5 on machines of five horse power and under, and it increases by five until it reaches 50 horse power. A machine of this power will be taxed \$50, and all over 50 horse power will be taxed \$55. So really it amounts to about \$1 per horse power.

There are now over 1,700 machines in the state and they are increasing in number rapidly. It is thought that the revenue for a biennial term will amount to \$80,000. This money will be put into permanent roads. The licenses will be in force but one year, and Secretary of State Bailey intends, if the law goes through, to require new number plates each year, revising the record to date. They are inexpensive and after these are paid for it is thought that the state will easily realize the \$50,000 for roads.

Mr. Bailey intends to base his ratings of horse power on the American License Automobile Dealers' association scale, if the bill becomes a law. On the other hand there will be some bill introduced calling for some safety measures with respect to teams.

Those driving teams at night will be asked to carry some sort of light, as it has been demonstrated that many accidents have been caused by the inability of automobile drivers to distinguish teams in the dark which happen to be to one side of the road and outside the rays of the search lights which the machines are obliged to carry at night. Another bill will be introduced laying forth some rules of the road which will aid in avoiding accidents by the passage of teams and autos. It is probable also that a bill will be introduced prohibiting the issuing of driving licenses to minors.

Mind Your Business! If you don't nobody will. It is your business to keep out of all the trouble you can and you can and still keep out of live and bones trouble if you take Dr. King's New Life Pills. They keep biliousness, malaria and jaundice out of your system. 25c at Red Cross Pharmacy, Rickett & Wells' drug store.

GRAPPLING A DEER, FINALLY KILLING IT

Hunter Managed to Draw His Knife and on the Next Clinch Was a Victor.

Bangor, Me., Nov. 16.—Walter E. Bixby of North Dixmont had a struggle with a deer in that town Saturday which resulted in the death of the deer and the temporary destruction of Bixby's personal appearance. Bixby first discovered the animal, a fine buck, in the orchard near his house. His gun was loaded but he crept within thirty yards and fired, the charge striking the buck in the neck.

The deer took to the woods, with Bixby in close pursuit. He was too much excited to reload his gun, and soon, with an empty weapon, he overtook the buck, standing behind some bushes. The animal charged fiercely, and then began a most exciting battle.

Bixby seized the deer by the horns and threw it, but when he let go to draw his hunting knife the deer was up like a flash and at him with hoofs and horns. Time and again did Bixby throw the deer, and as many times did the deer spring to the attack before the knife could be drawn. Finally, by dodging about a tree, Bixby found time to get his knife out, and in the next clinch he cut the deer's throat. When the fight was over the hunter's clothes were in ribbons and his face, arms and body covered with cuts and bruises from the buck's sharp hoofs.

TAXICAB BLOWN UP. Unknown Woman Left a Box of Dynamite in It.

New York, Nov. 14.—The explosion of what is supposed to have been a dynamite bomb in a taxicab in front of the grand central station on Forty-second street created excitement in the vicinity about midnight. The cab was wrecked but so far as is known no one was hurt. According to the police the machine was hired by a woman in front of a Broadway restaurant and she is supposed to have placed the bomb.

Diamond Phasmas was the chauffeur in charge of the taxicab. He said he was waiting in front of a Broadway restaurant when a young woman appeared and said she was in a hurry to go to the Grand Central depot. Upon arriving at the depot the woman hurried inside. Phasmas said he looked into the cab and saw what appeared to be a tin box on the floor. He hurried after the woman and had just entered the door of the station when he heard an explosion. He turned and saw that his taxicab had been blown to fragments. The police were unable to find the young woman.

KNIFE TO MAKE BOY GOOD. Operation to Remove Weight Pressing on Brain.

Toledo, Ohio, Nov. 14.—In hope of being restored to normal mental condition Eugene Powell, aged nineteen, submitted to a critical operation upon his head at a Toledo hospital yesterday.

Powell has been a wayward boy for a number of years and the operation is expected to reform him. When he was about four years old he suffered severe injury to his head, being run over by a wagon. After that he caused his parents so much trouble that he was adjudged incorrigible.

Convinced that their son's waywardness was due to the injury to his head the mother and father consulted eminent specialists and it was upon their advice that the operation to remove the pressing upon the brain was suggested.

REVENUE INCREASED. New Westbound Freight Rates to Add \$10,000,000.

Los Angeles, Cal., Nov. 14.—Ten million dollars a year will be added to the freight revenues of railroads by the increase in westbound transportation freight rates which become effective Jan. 1, according to the estimate of Fred P. Gregson, traffic manager of the Associated Jobbers of Los Angeles.

"The increase in rates is not nearly so bad as I feared it would be," said Mr. Gregson after going through the tariff. "There are a great many changes in rates; in fact, I think about 75 per cent; of all the rates have been changed. I have not, however, discovered any great discrimination in the increase that has been made."

Ballade of Doubt.

What do those sidelong glances mean That she demurely throws my way? What information can I glean From what the maiden deigns to say? And does she really wish to stay? Or does she feel inclined to doze? She may not, and again she may; Some things a lover never knows.

Did she perceive that I was green With jealousy the other day? He took her out in his machine, Bought violets—a large bouquet, That chuckle I've so longed to slay. She rather likes him, I suppose, Of light on that I've not a ray; Some things a lover never knows.

Ar is she perfectly serene? When compliments to Maud I pay She holds her head up like a queen, A queen she is. I own her sway. When I'm not by she can be gay—"She gave that bathosome beast a rose Is her indifference display? Some things a lover never knows."

No Help Wanted.

Scene, a court room. A big, burly artisan is brought in by the bailiff, and placed in the dock. He is a regular Hercules in point of stature and is brought up on a charge of assault. It is evidently his first appearance in court.

When he enters the magistrate is busy with his papers, but presently looks up hurriedly, and turning to the prisoner, exclaims: "Have you engaged any one to defend you?" "What's that?" asks the prisoner; then, collecting himself, he adds: "I do not want anybody. Come on, any half dozen of you!"—London Answers.

Auction Sale

Having sold my farm, situated on East Hill, Barre, Cobble Hill district, I will on Thursday, November 19, at 9 A. M., sell my personal property, consisting of:

Thirty-one Head of Cattle, 21 extra good cows, mostly fresh now; Jerseys and grade Hottelstein bulls, 1 pair gray horses, four and five years old, good as anyone could wish. Also, 25 head of calves, 1 yearling steer, 1 set scies, etc.

Farming Tools—1 low-down iron wheeled farm wagon, 1 light two-horse wagon, 1 express wagon, 1 light set sleds, 1 driving sled, 1 spring tooth harrow, 1 American seeder, 1 corn planter, 2 cultivators, 1 good plow, 1 good mowing machine, 1 hay tedder, hook, shovels, rakes, 1 set scies, etc.

Dairy Materials—1 new De Laval separator, 1 barrel butter, 1 butter churn, 4 large milk cans, and milk pails.

Fifty Tons of Hay—Quantity of straw, 25 tons No. 1 cuttings, 2 barrels vinegar, 1 set heavy work harness, 1 pair driving harness, quantity of lumber and other articles too numerous to list. Terms—cash, or 30 days and household goods.

Free lunch served at noon.

E. K. HUTCHINSON, C. N. BARBER, Auctioneer.

FOUR LINES FOR 25 CENTS

Text Times will publish Wages, Lost and Found, For Sale, To Let, etc.—short advertisements—at the rate of four lines for twenty-five cents. The first insertion and five cents for each subsequent insertion.

REAL ESTATE FOR SALE.

105 acres, only one mile from city limits, one nearly 100 to 150, with all kinds of machinery, wood and timber, will nearly pay for farm. Running water. Buildings good. Come and get our price for lots or with property. 1917

Farm in East Montpelier, 5 miles to Montpelier. Contains 300 acres. Will cut 55 tons hay with machine. Timber enough to pay for the farm. Running water. Buildings extra good. Barn 42 x 65 feet, painted, drive in on top floor, basement, tie up 25 head. Personal contents of 28 head of cattle and horses. Good set of farming tools. Price \$10,000. Will 1917

Large farm in Marshfield, 350 acres, on the river, half way between Plainfield and Marshfield. Cuts about 125 tons of hay, 50 sugar trees, well equipped for making sugar. The farm is on a high hill, with a drive in on top floor. The buildings on this farm could not be built new today for considerably more than we can sell the farm for. Will include a few tools at \$5000. No better trade in the state. 1917

30 acres and good buildings between Barre City and Montpelier City. For a vegetable farm there is nothing comparable with this. Price right. 1917

We have houses for sale too numerous to mention, also blocks, timber land, quarries, gasoline engine, 5 h. p., with saw log complete. If we don't satisfy you we will return it or call us up by phone and see if we have not got just the thing. We can do business with you. Fair dealing. In all instances. 1917

FOR SALE—Lamb cart, located on Main street. We can show the same for doing paying business. The price is low. Investigate. 2014

FOR SALE OR TO RENT—Eight room house and barn and large hen house, on the East Barre road. Rent \$100.00 per month. Call on D. A. Perry Real Estate Agency, Barre, Vt. 2014

FOR SALE—Cottage at Berlin pond, nearly new, with all modern conveniences. Five sleeping rooms upstairs. Living, dining room and kitchen down stairs. Large lot, 15 rods long, with a good well. Call on D. A. Perry Real Estate Agency, Barre, Vt. 2014

FOR SALE—Two tenement houses which rent for \$200.00 per year. Always rented. Both tenements have baths. Nice location. Price for immediate sale, only \$2500.00. Inquire of D. A. Perry Real Estate Agency, Barre, Vt. 2014

FARM FOR SALE—Located about three miles west of Williamsboro. Contains 150 acres. Tillage is practically level and very productive; plenty of fruit and wood. Large modern barn, chicken houses and poultry house. Comfortable house. Place will keep 300 cows. Will sell for \$2500.00. This is a bargain. D. A. Perry Real Estate Agency, Barre, Vt. 2014

FOR SALE OR TO RENT—My cottage house of seven rooms with bath and hot water connections, situated in East Barre. Five sleeping rooms upstairs. Living, dining room and kitchen down stairs. Large lot, 15 rods long, with a good well. Call on D. A. Perry Real Estate Agency, Barre, Vt. 2014

FOR SALE—Just what you have been thinking about. 100 acres of land, 100 acres of land, about three miles from this city on East Montpelier road. Land lies well and is very productive. Small house and barn. Price low and will sell on easy terms, with monthly payments. Inquire of the D. A. Perry Real Estate Agency, Barre, Vt. 2014

FOR SALE—Very good house on Washington street, 100 acres of land. A. Perry Real Estate Agency, Barre, Vt. 1917

FOR SALE—A bargain in a farm between Williamsboro and Grantville. Large wood-lot, good buildings. Inquire of the D. A. Perry Real Estate Agency, Barre, Vt. 1917

STORE HOUSE. Up-to-date accommodations for storing and shipping. No dirt or dirt and very little danger from fire. Call on D. A. Perry Real Estate Agency, Barre, Vt. 2014

Color of soil. Many people believe that blonde, or light hair denotes affection and dark hair constancy. A person without hair is not devoid of character; far from it. The disposition of the average blonde-headed man is to show such solicitude for the welfare of others, that he neglects himself. A germ causes blindness.

FOR SALE—Two wood stoves. Inquire of H. O. Wootton, 19 Keith avenue. 2014

FOR SALE—A light lumber wagon, 10 pole and shaft, box body, with top, 10 feet long, 4 feet wide, with 10 inch wheels, 2 pair driving harnesses, 2 single harnesses, all nearly new, one row boat, all will be sold cheap. A. E. Batcher, 25 Merrimack street, Tel. 250. 1917

WORK HORSE FOR SALE—Sound and kind, or would exchange for calf or driving horse. H. A. Phelps, 2 Academy street. 2014

FOR SALE—A desirable wood stove for a sitting-room, at a bargain. Apply to W. D. Kilday, 31 Sumner street. 1917

FOR SALE—Two work horses, good, not afraid of anything, one weighs 1750 and other 1550. One 12 years old, other 10. Address or call on Fruit Dealers, 54 South Main street, Barre. 1917

FOR SALE—Extra quality horse hay, good stock hay. No. 1 Table Potatoes. Cedar fence posts. A. W. ALLEN, Sunnyside Farm, 2014

FOR SALE—New, heavy, box coach and 5c. Orders may be left at Soule & Lyon's store or with me at 21 Highland avenue, C. Carleton. 1917

TO RENT. TO RENT—Downstairs to cement on the corner of Brook and Pleasant street. Inquire of E. L. Demers on premises. 2017

TO RENT—Hall suitable for private parties or social entertainments, with a fine piano. Inquire of H. O. Wootton, 19 Keith Ave. 2014

TO RENT—An up-stairs tenement at 129 Washington St. Inquire of A. W. Wink. 2014

A nice tenement in Westerville, rent \$12. 2 tenements on Academy street, 7 rooms. Rent \$10. H. A. Phelps, 2 Academy street. 12014

TO RENT—Tenement at 21 Highland avenue, with modern improvements. E. Carleton 1917

TO RENT—Tenement at 59 Elm street. Apply to Barre Steam Laundry. 1917

TO RENT—Four room tenement at 46 Long street. Bath, hot and cold water, furnace heat. All hard wood floors. Apply to Mrs. C. B. Ferry. 1917

TO RENT—Tenement to parties with children after Nov. 1st. Call at 19 Pine St. 1917

TO LET—Dining room and kitchen at the Northern hotel for a boarding house. Would also like to let sleeping rooms furnished complete. J. B. Bangs, 1917

TO RENT—Office, single or double, up one flight. Front of L. M. Averill's building. 1917

TO RENT—Large basement, city and light. Inquire of L. M. Averill. 1917

BOARD AND ROOMS. TO RENT—Two furnished rooms. All modern conveniences. Inquire 36 Keith Avenue. 2014

TO RENT—A nicely furnished room, electric light, hot and cold water. All modern conveniences. Inquire at 4 Cliff street. 2014

WANTED—Board and room for single man. Address J. E. Jones, 2014

WANTED—Large furnished room one mile from post office. All modern improvements, suitable for one or two gentlemen. Apply at Times office. 1917

TO RENT—Two furnished rooms at 15 Easterville avenue. Will be rented together or singly. Will be rented only to a married couple or to ladies. 1917

TO RENT—Two furnished rooms to desirable parties. Furnace heat and electric lights. Apply at No. 6 Church St. 1917

HELP WANTED. WANTED—Reliable young man with long experience, wants place to work on a farm. Would like place where he could rent main apartment as he has a wife and two children. Inquire or address Fred Brown, 64 South Main street, Barre. 2017

WANTED—In small family, experienced girl (middle aged woman preferred) for general housework. Wash, iron, cook, but must be able to cook. Apply in person at 28 Keith avenue. 2017

WANTED—A housekeeper for an old man for the winter. Good home for the right party. Address "Housekeeper," care Times Office. 2014

WANTED—Contractors to cut soft wood lumber. Good chance. Apply to A. W. Shonkin, Hill street. Phone 206-11. 2014

WANTED—Blacksmith, good horse and jobber. Apply to John Salter, E. Barre. 2011

WANTED—Woman, experienced, to work in tailor shop. Apply to E. H. Rogers & Co. 1914

HERE'S POSITION FOR YOU! Wages, room, board, railroad ticket. Also chance to travel. Apply to J. B. Bangs, 1917

WANTED—First-class man to run surface cutter. Carwell-Woolmore Co. 1914

WORK WANTED. WANTED—Position by stenographer. Albany business college graduate. Call at No. 61 Kim street. 2012

WANTED—By first-class farm hand, all winter's job on farm; good milk and teamster. Willing to work hard and good wages expected. Address "Farmer," care Times office. 2015

WORK WANTED—Young man, aged 33 German, wants work on a farm or in the woods, or any kind of job through out the winter. Address Phil J. Urstich, P. O. 50, Barre, Vermont. 1917

WANTED. WANTED—Comfortable home with an American family in the city, for an elderly American lady who could do light housework and sewing in part payment for said home. Apply to "J. M." Box 208, Barre, Vt. 2014

WANTED—Business book on Main street, with stores on ground floor. Must pay well. Would like to exchange realty property in part payment. If interested, let us hear from you. D. A. Perry Real Estate Agency, Barre, Vt. 1917

NOTICE. I do all kinds of carriage repairing, 21 S. Ferry a large stock in that line. All kinds of wood turning. Rubber tires furnished and set any kind of job promptly attended to, no matter how small. Inquire of the D. A. Perry Real Estate Agency, Barre, Vt. 1917

HORSESHOEING. done at Clayton's shop, formerly occupied by Minard. Special attention given to interfering, forgery, quarter cracks. I am here to suit the public. Come, give me a trial.

J. A. SHEA.