

FINANCE, OIL AND GAS

New York

NEW YORK, Nov. 16.—There were no material changes in yesterday's broad and active market from those of the preceding session.

Grain and Produce.

CHICAGO, Nov. 16.—Although talk of peace parleys within four months have a temporary advantage today to the bears in wheat, the market closed strong.

Oil and Gas.

It is early in the game to begin shooting in the Dents run pool in Marion county, W. Va., but the decline in the wells requires heroic measures.

25 U S Steel 122 1/2
25 W P T-W P 24
470 West A B 154 1/2
350 West A B 64 1/2

42,388
Bonds
\$1,000 PMK & C58... 102 1/2 102 3/4

*New high record. †Ex-dividend.

INDUSTRIAL FAIRMONT

A nickel plating department is to be installed in a few days by the Columbia Art Glass company for the nickle-plating of the metal caps used on their cold cream jars, ointment pots, etc.

oa to correct this condition.

The protection given the telephone cables, over which the bulk of Fairmont's business and scandal is carried, is scarcely realized by the ordinary person.

So rapidly has the business of the Hutchinson Cigar company grown, that for the second time in the last two months, Manager Bartlett is forced to advertise for girls.

Trouble in securing right of way is holding up to a certain extent, the starting of work by the Traction company on the new pipe line to be laid down Coal run.

FLAMES DESTROY BLOCK. GRAFTON, W. Va., Nov. 16.—Fire which for a time threatened the entire business section burned over an entire block at the town of Junior, near Belington, yesterday.

"Y" Industrial Worker Here Today

A. M. Bruner, of Chicago, prominent Y. M. C. A. industrial worker, is in Fairmont, working with the local association in the factories and shops of the city.

Working with Mr. Bruner are a number of local business men who are assisting in the shop meetings.

Mr. Bruner will conclude his work in Fairmont Sunday when in the Grand theatre he will address a mass meeting which is expected to be one of the most notable affairs of the kind staged in the city so far this year.

Children Cry FOR FLETCHER'S CASTORIA

That SECOND CROP of Yours—

It's time for planting that second crop—the DOLLAR CROP. When other things rest, dollars should keep on working.

The harder you can make your dollars work, the sooner you may rest. Your dollars will serve you continuously if you'll let them. Will you?



CLASSIFIED ADVERTISING

ONE CENT A WORD CASH WITH ORDER.

HELP WANTED—FEMALE

WANTED—Night cook and dishwasher at Imperial Restaurant, Mannington, W. Va. 11-11-16 No 1571

HELP WANTED—MALE

WANTED—Linemen and linehelpers. Steady work, good pay. Free street car transportation.

WANTED—Bright young man to learn office work and for general utility. Wages \$10.00 per week.

FLATS AND APARTMENTS FOR RENT—Two flats in Hays Building, Monroe street, Apply A. A. Flays, Bowling Alley. 9-7-16 No 1399

HOUSES FOR RENT FOR RENT—Seven-room brick house on Ohio avenue. All conveniences.

FOR RENT—Large livery barn rear of Court House. Call bell 444. 6-16-16

FOR RENT—Well furnished home-good location, paved street, street car line, close public school, modern conveniences.

WANTED OLD FALSE TEETH. Don't matter if broken. I pay \$1.00 to \$5.00 per set.

LOST AND FOUND

LOST Nov. 8, large crescent shaped pin set with pearls. Mrs. Harry Shaw, 425 Morgantown Ave. 11-9-16 No 1610

FOUND—Diamond stick pin. Owner can have same by describing property and paying for this ad. 11-11-16 No 1619

SALE OR RENT FOR SALE OR RENT—A beautiful four room cottage on a half acre lot. Terms to suit purchaser.

INSTRUCTIONS

TO MEN—Our system of teaching barbering enables you to learn a profitable profession quickly. Write Moler College, 324 W. 4th street, Cincinnati, O. 10-31-26 No 1576

FARMS FOR SALE

VIRGINIA FARMS FOR SALE—Learn all about Virginia soil, climate, products, etc., by reading Virginia Farmer. Send 10c for four months' subscription to the Farmer company, Dept. 60, Emporia, Va. 10-16-16 No 1622

HORSES, CATTLE, ETC.

FOR SALE—Fresh cow with calf. A. Marcus, Main street, Farmington, W. Va. 11-16-16 No 1633

OFFICES TO RENT FOR RENT—Well equipped office, furnished complete. Price reasonable. Inquire Box 1590 West Virginia or Consol. phone 269. 11-1-16 No 1590

ROOMS—FURNISHED FOR RENT—Nicely furnished room, gentlemen only. 124 Fairmont Ave. Bell phone 33. 11-1-16 No 1611

FOR RENT—Furnished room on Fairmont Ave. For gentleman. Call Consol. 751. 11-15-16 No 1632

FOR RENT—Furnished front room, 523 Walnut avenue. Bell 664-J. 11-15-16 No 1631

FOR RENT—Two furnished rooms for light housekeeping, 512 Gaston Ave. 11-14-16 No 1625

FOR SALE

FOR SALE—Fine lot 56x130 feet in Norwood. Address 715 Maryland avenue. 11-6-16 No 1608

MONEY TO LOAN

MONEY—To loan in sums of \$10 to \$50 to anyone having steady work. Can be paid in small monthly payments. No reticence or endorsements required. Strictly confidential. Address Box 592, Clarksburg, W. Va. 6-20-16

THE BUCKEYE SAVING AND LOAN company of Bellaire, O., has money to loan on desirable real estate. See Paul G. Armstrong, Attorney, 41-43 Trust Bldg., 7th Floor, Fairmont, W. Va.

Professional Cards

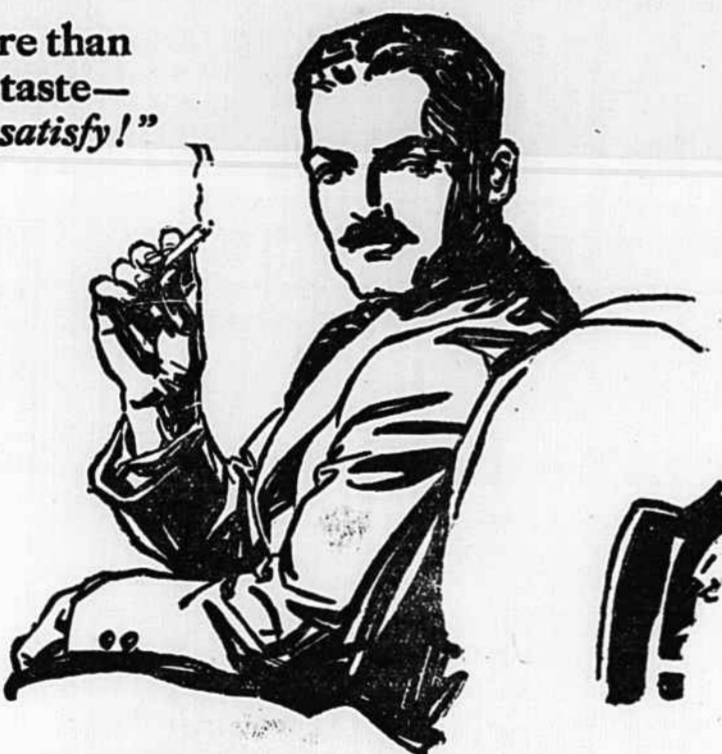
DR. R. D. ICE Osteopathic Physician and Food Scientist. Office second floor McCrory Bldg., hours 9 to 4, 7 to 9, on Tuesday, Wednesday, Thursday and Friday. Bell Phone 667-J.

IRA L. SMITH COUNSELLOR-AT-LAW Office Trust Bldg. Fairmont, W. Va.

A. B. SCOTT, Ophthalmologist and Optician. 25 years practical experience. Glasses furnished in one hour. With A. B. Scott & Company, JEWELERS.

DR. A. B. SMITH, OSTEOPATHIC PHYSICIAN AND EYE SPECIALIST. Glasses of all kinds correctly fitted. Satisfaction guaranteed. Hall Block over Martin's Drug Store.

"They do more than please your taste—they satisfy!"



That's why Chesterfields are like a good cup of coffee—they taste fine and, in addition, they satisfy!

But, besides letting you know you've been smoking, Chesterfields are MILD, too!

Chesterfield is the one cigarette that can give you this new delight (satisfy, yet mild), because no cigarette maker can copy the Chesterfield blend—an entirely new combination of tobaccos and the greatest advance in cigarette blending in 20 years.

Liggett & Myers Tobacco Co.

"Give me a package of those cigarettes that SATISFY!"

Chesterfield CIGARETTES

They SATISFY! and yet they're MILD

10 for 5c Also packed 20 for 10c



From Little to Big by the Sales Slip Route

Applying two great business principles to one small business transformed the country store of Anthony W. McKinney into the Hardware Supply Co. of Dunkirk—and has recently enabled the latter to expand into McKinney Brothers Department Store, one of the largest and most complete country stores of its kind in Indiana.

These principles are: 1. Account for every penny, on every transaction, and thus prevent the losses due to human inaccuracy. 2. Know how your business stands every day, week, month and year.

The McKinney Brothers, like thousands of other retailers, found that to carry out these principles required both speed and accuracy in adding the items on sales slips, in reading the story revealed by those slips, in totaling long columns of figures to get sales by clerks and departments, assets, liabilities, expenses, and net profits.

Pencil and pen involved too much delay, too many mistakes, too high a cost. Human fingers couldn't write fast enough and human brains couldn't always be depended on to get the right totals.

So the job was turned over to a Burroughs Figuring Machine.

It checks every record of sales or purchase and protects the pennies. It makes possible the sales analysis on which the business is built.

The Totals that Tell the Truth

Every morning the sales slips of the day before are sorted, totaled, again sorted and totaled till the McKinney Bros. know:

- Total cash sales. Total charge sales. Total sales by clerks—cash and charge. Total sales by departments—cash and charge.

Every month the totals are transferred to a sheet showing comparisons with the same month in previous years.



The McKinney Brothers' department store at Dunkirk, Ind., built on business ability, accuracy and sales analysis.

Analysis of these sales slips—with the help of a Burroughs Adding Machine—has been a big factor in the McKinney Brothers' success.

A perpetual statement journal carries forward all entries affecting the general accounts.

And again the Burroughs helps in computing, from this journal, a monthly statement of assets, liabilities, sales, expenses and net profits.

Adapted to Any Business

There are 98 models of Burroughs Figuring and Bookkeeping Machines suited to the needs of any concern large or small. Consult your banker or your telephone book for address of the nearest of the 170 offices of the Burroughs Adding Machine Company in the United States and Canada.

FIGURING AND BOOKKEEPING MACHINES PREVENT COSTLY ERRORS—SAVE VALUABLE TIME PRICED AS LOW AS \$125

Burroughs

The original store of Anthony W. McKinney. His three sons today operate at Dunkirk, Indiana, one of the biggest and finest small town department stores in the state.

