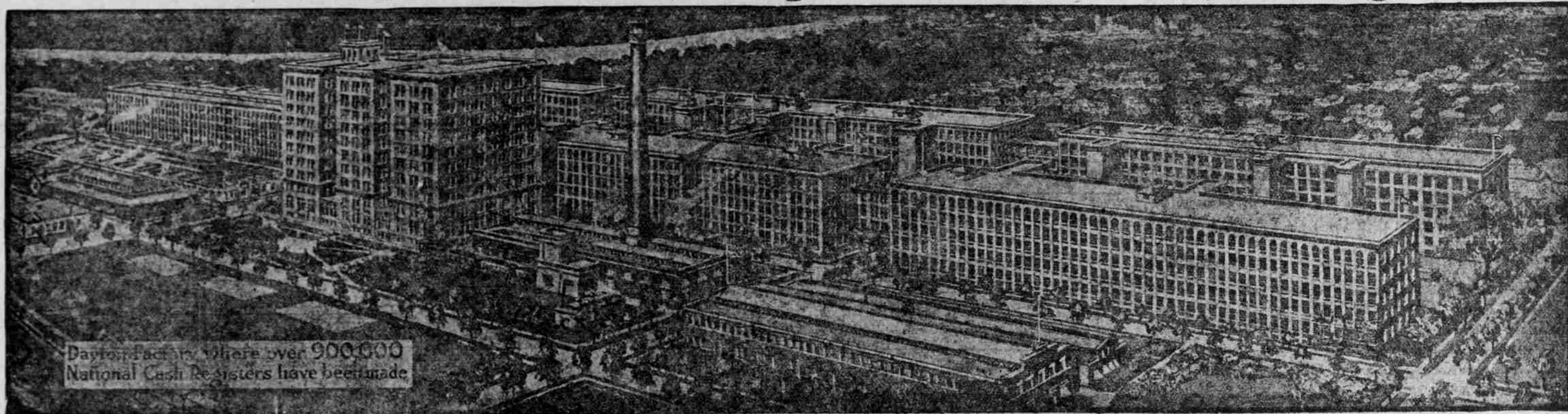


The "Hundred Point Club" off for Storekeepers' System Convention

Champion Salesmen of National Cash Register Co. from all over the U.S. and Canada meet at Dayton for Annual Gathering



These are the Top-notchers of the World's Greatest Selling Force

The Hundred Point Club of The National Cash Register Company is made up of the cream of its 600 salesmen in America.

To be a member, a man must secure a monthly average of 100 points—the salesman's business being reckoned in points instead of dollars and cents.

These men are more than salesmen; they are experts on Store Systems.

In 1910, by installing improved methods of handling sales, they increased the profits of 129,154 retail storekeepers. Over \$50,000, 900 a day are handled by National Cash Registers.

In their annual convention at the Dayton factory this week they will interchange ideas and study the newest, most improved business methods.

They will suggest improvements in registers to meet storekeepers' needs; for all the important practical improvements are made in response to the suggestions or demands of storekeepers.

The Hundred Pointers will attend "post-graduate courses" at the Company's School for Salesmen. Here the N. C. R. representatives are taught by the leading store system experts of America the best ways of handling cash and credit sales, and all transactions between customers and clerks.

The school idea is carried throughout the entire factory with its 5763 employees. Each one is taught the best way of doing his

work. As a result the N. C. R. has built up a force of skilled workers which could not be duplicated anywhere.

That is why this company can guarantee to furnish the best cash register for the storekeeper's needs at the lowest price. That is why the output of the factory has been doubled in the last four years with only 9 per cent. more employees. The storekeeper gets the benefit of these economies.

The monthly output is over 10,000 registers, ranging in price from \$5 to \$765—a cash register for every kind of retail store, large or small.

Monthly sales average \$1,800,000; October's sales broke all records, totaling \$2,300,000, the orders coming from 19 countries all over the world.

129,154 storekeepers bought National Cash Registers in 1910—an increase in sales of 20 per cent. over 1909. And the demand is increasing so fast that new machinery is now being installed in the factory to prepare for an output of 155,000 registers in 1911.

The "Hundred Pointers" will return to their territories January 14. The increased knowledge of up-to-date business systems and methods of handling transactions between clerks and customers, gained by each one through contact with 179 other Systems Experts, will be freely tendered to every storekeeper. Send for our local representative and let him suggest ways to increase your profits in 1911.

The National Cash Register Co.
DAYTON, OHIO
PORTLAND OFFICE,
70 THIRD STREET.



CIGAR - LIGHTERS TAXED

France Looks With Jealous Eye on Device to Supersede Matches.

PARIS, Jan. 7.—(Special).—Smokers who have used French matches of the government monopoly brand, which spit and go out, will not be surprised to hear of the great popularity of the make cigar lighters achieved when put

on the market. At one and the same time these clever little contrivances, purged of the smokers' vocabulary of its most striking elements and quickly did the business for which smokers believe matches are made. But the French excise officers were alarmed, and seeking to guard their established rights to a monopoly of the manufacture and sale of matches, took a test case to court to decide whether it was lawful to sell the automatic cigar lighter.

As the excise officers lost their case,

M. Klotz, the Minister of Finance set his wits to work to keep the profits of the government monopoly from shrinkage, finding inspiration for the fray in remembering that the matches monopoly gave the state an annual profit of more than \$5,000,000.

M. Klotz debated the subject with the French cabinet, and with its approval proposed a small taxation scheme on the smokers' new-made. The

scale decided upon according to the bill introduced into the chamber is as follows: Common metal lighters (small size), 50c; silver, \$1; gold or platinum, \$2.50. The taxes on larger lighters are \$2, \$3 and \$5 according to the style.

COUNTY TO AID FARMERS

Harney Appropriates \$15,000 to Equip Experiment Station.

Members of the County Court of

Harney County have made an appropriation of \$15,000 for the purchase of land and equipment for an experiment station. This information was conveyed to W. H. Brooke, Representative from Harney and Malheur, yesterday in a telegram from Frank Davey, of Burns, secretary of the Harney County commercial organizations.

"This action of the County Court of Harney has been contemplated for some time," said Mr. Brooke, yesterday. "The people of my section of the state

have for some time desired an experiment station for the practical worth it is to farmers in getting the best possible results from their lands. With the extensive settlement of interior Oregon, due to railroad construction, it is especially opportune for such an institution to be provided at this time. Having provided sufficient funds to purchase land and equip such a station, the people of Harney County will ask from the Legislature an appropriation sufficiently large to meet the expenses

of operating and maintaining the station."

Three Hurt in Runaway Stage.

GARDNER, Or., Jan. 7.—(Special).—Mrs. Fredland and her young daughter, Eva, were badly bruised when the team attached to the stage from the landing place ran away Tuesday. Mrs. Fredland and daughter were passengers and Graham was hurt trying to stop the horses.