## Fighi I S OF For aniarors siy selirion Exilis 

 Noder date of December 20, Sgo
bet \& Duy nay;
The Einkiish markets on Watson The Encuinh markets on Watson-
ville Newtowns tatad now as fal

 wift smadlish offerions at Naturally between the holidays
the demand is always. smanll, buyems
preferring to close up their yeurl
 This marning one carload of ap-
piles from Washington was sold here


## ance of the car composed of smant- ith lots of all kinds of apples sold from $\$ 1.15$ to $\$ 1.60$, pretty pool



## MARTIN J. REDDY, The Jeweler, Near Post Office

## PRESCRIPTION SPECIALIST <br> PRESCRIPTION SPECIALIST

PURE DRUGS

ompanion of Miss Ser
Iv ininged whan au an
which the party were
aver a grade near the S
at Miramar yenterday
alf miles south of Miram
Mieken, a new chauffeur,
warned weaterday to alow
the curve.
Havkins for health



AFTER "the sale"--do you stop there? Not if you hope to live and do Business.
The Push-Cart-Man sells you ten cents worth of cherries, then hustles his cart around the corner before you discover the short measure, the false bottom in the box. This is very fine Salesmanship, good enough ethics, for a Push-Cart-Bussness. His salesroom is wherever the sun shines. He is an uncertain quantity. He comes from an Age Past, that said, "Let the Buyer Beware" After he makes "the Sale" he has no further interest in his customer, but to avoid his recognition.
Salesmanship of the Borroughs kind does not end when the sale is made. After the Sale comes Service.
Consider this serviec of the Burroughs Adding Machine Company. The Individual Merchant or Corporation who buys a Burroughs,
puts himself in touch with 103,750 other business men. All the good time-and-work-saving methods devised and developed by each of these Burroughs nsers, are worked over by the home force. When perfection is in sight, then it is passed along for will often return to you many times over your original expenditure for the machine.
That is the Business Sy
of Burroughs Machines
The Burroughs is built right-its eighteen-year history proves it; but the Burroughs Company insures its users against accident. beyond use, or if it needs cleaning or overhauling, there is no loss of time to you. Any one of the 340 Burroughs representatives close at hand will provide you another - free - while yours is in the shop.
That Shop is a country-wide organization, in charge of Burroughs factory graduates, within telephone call of every user, no matter
whether in Panchita, Texas, or Mattiwanikeag, Maine. That is

Even the latest inventions are turned to your advantage, because your old Burroughs, bought when you need only a plain adding-and-listinew machine, can be exchanged at a generous allowance, as part of the price of the latest automatic, electrically driven, Split
and Normal, fifteen column Bookkeeping machine, when you need

That is the Burroughs Invention Service.
Thus the Burroughs people work in direct opposition to the Pu ing and improving the Burroughs Service.
They give you more for your money than you can get anywhere clse, and then very naturaly when you want to buy or your
friend wants to buy, the name Burroughs, the thought of Burroughs, comes to you unbidden.
You recognize that you not only buy the machine; you buy the Hand and Brain Service, with a jigger of Moral Responsibility
thrown in, behind the machine. This may explain why 90 per cent of all adding or listing machines sold are BURROUGHS. (Do you know of any other
Adding Machine than the Burroughs?)
Salesmanship is not and withont effectual service to follow The Company can't make the Burroughs indispensable to you (because nothing is indispensable.) But they can make the
Burroughis the only safe purchase, if you have decided to buy Burroughs the only safe purchase,
an Adding Machine. And they do.
Thus the Burroughs Machine is only Part of the Burroughs' sale. "The service is the OtherPart, and some say the Service is the important thing to the Customes Seventy-one Styles of Burroughs Bookkeeping Machines-One
to handle any kind of Work, and Made to Fit any Pocket

(using letter-head) for our
unique book under that title Now in its fourth edition-
192 pages. One hunndred thousand already distrib-
uted. Other books: "Why Don't
Yon Go Home,"-a 48 -page ook for retailers. Also,
Cost-Keeping Short Cuts," 180 pages-giving simpli-
fied methods for cost-keep-
ing departments,

## G. R. ANDREWS, SALES MANAGER.

Henry Bldg., Seattle, Washington. BURROUGHS ADDING MACHINE COMPANY. 421 Burroughs Block, Detroit, Michigan.

