

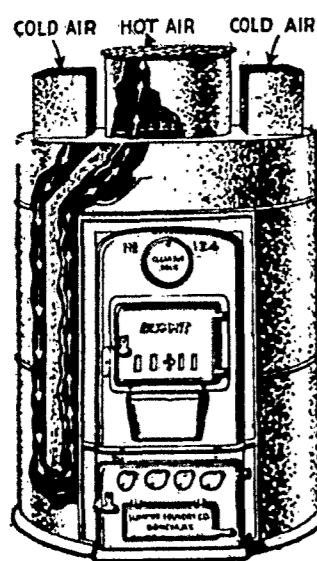
Here's the Best Home Comfort News You've Heard in Years

We are prepared to put a heating proposition up to you that is positively better than anything of its kind ever offered.

The Summit Pipeless Furnace

is making happy, comfortable homes every day. It is low in cost, easy to install, easy to operate, and is a real fuel saver.

Floods the House With Heat No Cold Air Drafts Over Floors



The entire house is heated from one central register, and the cold air is taken back to the heating surfaces of the furnace through SEPARATE COLD AIR RETURNS.

This system positively does away with all cold air drafts over the floors—a bad feature of so many pipeless furnaces that is so objectionable.

A Cool Cellar—No Piping

A network of pipes in your cellar is not necessary as with other heating systems, and the cellar is therefore always cool and just right in temperature for the storing of perishable produce. This is a mighty important feature.

Don't shiver through another winter.

Write for catalogue and prices.

SUMMIT FOUNDRY CO.
GENEVA, N. Y.

Auburn Sanitary Milk Co.

INCORPORATED

Pasteurized Clean Milk and Cream
in Glass Jars

Purity Ice Cream and Butter

6 Garden Street
Auburn, N. Y.

Bell Phone 1444

WHAT GREATER PRODUCTION MEANS TO THE WORKINGMAN

In these days when the cry for increased production is heard on all sides, manufacturers have been making every effort to build up stronger and better rounded-out organizations. New plans have been built, factories have been remodeled and working forces increased to the greatest extent possible.

With this expansion in manufacturing facilities, executives have naturally faced many problems and difficulties, such as obtaining raw material, new machinery, building supplies and essential equipment as well as meeting the coal and freight car shortage and the attendant embargoes on shipments which have been common occurrences in virtually every part of the country. While these complicated conditions have been met to some extent, various other conditions still remain.

One of these common to most employers, is the difficulty in finding men and women capable of assuming added responsibilities in factories or offices. When new jobs open up, as they are constantly doing when a manufacturing concern is enjoying a healthy and steady growth, in many cases it is no simple matter to select the right man or the right woman for a position as foreman, supervisor, departmental chief or as assistant to the foreman. While there are exceptions, the main difficulty seems to be that few workers really show their true capabilities or capacities for filling requirements of the position which is open.

When a man accepts a new job, he generally does one or two things. He either considers the job as the end of his advancement or he takes it as another steppingstone to higher and more responsible positions, realizing that the faster he develops the more rapid will be his climb toward the goal which he always places just ahead of his attainments.

In the first instance, the man who does not see the possibilities of advancement restricts himself by his very thoughts. He continues at his work with little regard for what is going on around him. He enters his plant in the morning and leaves at night, satisfied that another day is over and that the evening is his to do what he wishes.

Many men of this type forget or neglect themselves in training for better positions. They fail to think beyond the immediate task at hand. On the other hand, men who have placed no restrictions on themselves stand out head and shoulders above the self-restricted workmen. They keep ahead of the job by thinking and planning.

It is not difficult to pick this type of workman out of the plant's forces. He is always in evidence. To him the whistle at the end of the day is the turning of another leaf in completing the chapter and leading to the next.

This dissimilarity in the attitude of the two general types of workmen accounts for many things. For example, there is the every day story of the man who is promoted and the man who stays on the same job.

The man who recognizes no restrictions is not only a greater success in a manufacturing or selling organization but a better citizen for the community. He has a spirit of enterprise and aggressiveness that cannot be held down. To him, co-operation—that much overlooked word—has a full and significant meaning. He has learned to work with men and to live with men, not in a narrow, isolated sense, but with the understanding that in helping others he is helping himself.

The opportunities for advancement in any field were never greater than they are today. Men who have not darkened their vision with self-made clouds have forged ahead in their work and in their community. They will continue to advance so long as they do not think they have reached the top. To accept the attainment of one task as a stopping place means failure.

Men with a vision of the possibilities of the future are needed

in communities and organizations where the forces of energy and industry are unmistakable. It is only a question of showing themselves, to be appreciated, for there are those who are always willing to yield responsibilities, and responsibilities gravitate to the shoulders of those who are able to carry them.

Whether it is in community life or organization enterprise, there is no better principle to follow than this—know the work, study the details and understand the purpose of that which you undertake to accomplish.

THE SEED OF MALICIOUS DOCTRINE

Why any unrest in this country at this time? Why any class dissatisfaction? Why any movement to disturb the equilibrium of trade and commerce? Why aid or abet any activity designed to change the present relations of employer and employee or why even tolerate the spread of thought along these lines?

Never before in the history of America has labor enjoyed the prosperity that belongs to it today. Never before have there been so many homes built and bought as now! Never before has the man in overalls held the high position in business society and politics that he holds today. Throughout the length and breadth of this God-blessed land, prosperity holds sway and life is pleasant. The American, whether he represents capital or industry, who wishes to do so may rub shoulders with his neighbor in the home, the public gathering place, the church, the office of the factory without the fear of unpleasant consequences. The spirit of brotherhood born of a common interest prevails to a greater degree than ever before and is encouraged and fostered as no other era has witnessed. In short, we are living in an age the trend of which is toward an ideal national and individual life.

And yet, just under the surface, there exists in almost every industrial plant of every magnitude, a certain undefinable and imaginary inequality of human elements can be found. In the employment of thousands of men and women in one great plant there will always be isolated cases of miscarriage of policy, because it is impossible for the men at the head of the institution absolutely to control the actions of those who stand between them and the workers, and so it happens that there is an occasional wrong done some individual, but which does not have for its object real cause for dissatisfaction.

There is an influence at work on the whole there is little if any the betterment of the masses, but the profit and gain of its promoters instead. It is the propaganda of the disturber, the propaganda of rule or ruin, of destruction of present day co-operation and adjusted relations, the sowing of the seed of discontent and a demand for a reconstruction that lacks the very necessary elements of justice and stability.

If we are finally to emerge from the aftermath of the great war without ugly scars and running sores we must do our own thinking, and our thoughts must be along constructive lines. We aim to produce to the limit of our strength; we must produce better and more as time goes on if we hope to further our national salvation.

What is most to be counseled at this critical time is that men and women think for themselves. Thought brings conviction, and if sober, serious and persistent thought is given the subject of our best interests there will be no room for discontent, no breeding place left for unrest, no soil in which the propagandist may plant the seed of his malicious doctrine, industrial peace will be the aim of all and in its establishment and permanence will lie the greatest blessing to mankind.

Host in Public Procession.

For the first time in the history of Catholicism in South Africa the Blessed Sacrament was carried in public procession at Rondebosch recently, the occasion being the inauguration of the federation of the Catholics of the Western Province with their brethren in the other portions of the Union.

The First National Bank

Wayland, N. Y.

Statement at the Close of Business, June 30, 1920

RESOURCES

Loans and Discounts.....	\$ 482,481.33
United States Securities.....	250,273.08
Federal Reserve Bank Stock.....	3,000.00
Other Securities.....	256,830.92
Banking House and Fixtures.....	10,700.00
Cash on Hand and in Banks.....	79,964.63
Total.....	\$1,083,249.96

LIABILITIES

Capital Stock.....	\$ 50,000.00
Surplus Fund.....	50,000.00
Undivided Profits.....	36,298.21
Circulation.....	49,100.00
Total Deposits.....	896,351.75
Dividends Payable July 1, 1920.....	1,500.00
Total.....	\$1,083,249.96

Member of Federal Reserve Association.

Depository for Postal Savings, County of Steuben, Town of Wayland, State of New York and United States Government.

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WILLIAM W. CLARK, President.
A. L. MORLEY, Vice-President.
JOHN J. MORRIS, Vice-President.
H. V. PRATT, Vice-President.
W. W. WELD, Assistant Cashier.

Stolp Company

INC.

Geneva, N. Y., U. S. A.

First National Bank

Waterloo, New York

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C. C. BACHMAN, Vice-President
JOHN E. BECKER, Cashier
O. C. CONE, Teller

DIRECTORS

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CHAUNCEY C. BACHMAN
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Come to us with your Banking Business
whatever it may be