

MIDGET STAFF.

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(Published by the Students of the
 Albemarle High School.)

Founded by the Class of '22.

SALESMANSHIP.

(Martha Austin.)

The art of good salesmanship was put into practice in the Albemarle High School the week of November 21-22, when a campaign for selling Ladies' Home Journals was introduced into the school.

The High School was organized into two teams for the purpose of securing subscriptions.

Some of the essentials of good salesmanship were learned in the contest.

Salesmanship, as looked on by the majority of people, is not merely the exchange of goods over the counter, but, in its broad sense is the ability of one to sell his wares.

A salesman should strive to make as good an impression as possible. His appearance should be without flaw and his personality pleasing to all those with whom he comes in contact. For example, take the case of a high class retail book salesman. Of course, he cannot read every book in the store, but he can at least read the book reviews carefully and glance through the tables of contents and the prefaces of a great many. His customers, too, will become his teachers. If he has the ability to readily discern character, essential to almost any kind of business success, he will

be able to easily discriminate between sentimental gush and sensible judgment. By using every means at his command he will soon become able to assist his patrons with something more definite than—"They say it's very nice."

The second thing a salesman should do is to work on the assumption that his prospective customer is interested.

It is desired by a great number of students that salesmanship be introduced into our regular high school work, since it is seen that several of the leading high schools of North Carolina have profited greatly by its addition.

THANKSGIVING DAY.

(Rachael Huneycutt.)

Thanksgiving day in the United States and Canada is a day set apart annually for the giving of thanks to God for the blessings of the year. Originally it was a harvest Thanksgiving. It is probably an outgrowth of the harvest celebrations of England.

In Plymouth Colony the first dreadful winter, during which almost half of the Pilgrim company died had passed, and renewed hope had grown up with the summer. With the fall, the corn crop was gathered, and Governor Bradford declared a day of Thanksgiving. Great were the preparations—the few women in the colony spent days before boiling and baking and roasting; and even the children were busy turning the roasts on the spits before the open fire. As guests, there were more than fourscore friendly Indians, who brought as their share of the feast wild turkeys and venison from the woods. The tables were set out of doors, and the company sat about them as one big family. The first

Thanksgiving, however, was not merely a feast—there were prayers and sermons and songs of praise; and three days had gone by before the Indians returned to their forest and the colonists to their tasks.

From Plymouth the custom spread to the other colonies, until in time the governor of each issued such a proclamation annually. During the Revolutionary war eight special thanksgiving days were observed after signal victories as deliverances from danger, and President Washington issued a general thanksgiving day proclamation in 1789. In the same year the Protestant Episcopal church in America announced the first Thursday in November as a regular, annual day for giving thanks, "unless another day be appointed by the civil authorities."

One woman, Mrs. Sarah Josepha Hale, the editor of Godey's Lady Book, took an intense interest in the subject, and for 20 years sent out pleas through the columns of her journal for a nation-wide thanksgiving. Nor did she stop at this. She wrote letters to each of the Presidents; and finally, in 1863, her efforts were rewarded, for President Lincoln appointed the last Thursday of November as Thanksgiving day. Ever since Mrs. Hale has been known as the "Mother of Thanksgiving."

THE HEN-PECKED RADIOIST

(Continued from page 3)

S. O. S. signals came from?"

"Yes," from John. "I sent them between the words while the old lady was resting."

"You did? I'm so disappointed. I thought I had broken the long distance record."

"Come, help me!" said John, as his wife resumed operations.

But Alfred left grumbling about his bad luck.

**We Wish to Thank Our Customers and Friends for
 And We Wish Them a Merry Xmas and a Happy New Year.**

Patronizing Us

DON'T FORGET TO COME IN AND SEE US AGAIN.

NEW YORK BARGAIN STORE

J. MILLER, Prop.