



THE JEFFERSON

RICHMOND, VA.

With the addition of 300 bed rooms, cafe, private dining room, etc., this far-famed Hotel is more magnificent, attractive and secure, than ever before. Rooms single and en suite, with and without private baths. Long distance phones in every room.

The many points of historic interest in, and around the City, makes Richmond a very desirable stop-over place for tourists, where they can enjoy the equable climate, thus avoiding extreme changes of temperature.

A SQUARE DEAL MEANS A GOOD DEAL

A. S. NEWCOMB & COMPANY
Southern Pines, N. C.

Insurance Fire, Automobile, Life, Health, Accident, etc.
Real Estate Bought and Sold. Bulletins on application.
Investments Money accepted for investment in good six percent mortgages.
Telephone No. 4.
Agents of S. P. Building Company.

The Magnolia,

PINEHURST, N. C.
Steam Heat, Electric Lights, Excellent Table
J. L. POTTLE & SON

THE LEXINGTON

PINEHURST, N. C.
Pleasant location, Hot and Cold Baths, Electric Light, Steam Heat.
MRS. E. C. BLISS.

SOUTHERN PINES HOTEL,

Southern Pines, N. C.
Under new management, Electric lights, Steam heat and call bells in all rooms. Golf, tennis and croquet. First-class table and service by white girls from the North. For rates, etc., address

J. L. POTTLE & SON.

An American Triumph

Few persons realize that America—as represented by the greatest of the world's silversmiths, The Gorham Co.—is producing to day articles for household and table use in sterling silver that have all the fire and spirit of the best examples of the past.

Gorham Silverware

is now nearly a hundred years old. It has accumulated a fund of experience and tradition. The famous Gorham trade mark



STERLING

is recognized all over the world. It means workmanship that excludes the slightest flaw. It guarantees substantial weight. Insist upon this mark when you purchase silver.

All the best jewelers carry Gorham Silverware in stock. No others are permitted to handle it.

THE GORHAM CO.
NEW YORK

GORHAM SILVER POLISH the best for cleaning silver.

THE ART OF DOG HANDLING

Pertinent Suggestions on Subject Often Misunderstood by Sportsmen



MANY sportsmen labor under the delusion that after a dog has been properly trained or "broken," the question of his hunting is settled, little realizing the importance of "handling," which is in reality, fully as important as training, for only through proper handling can a dog be kept in training for any length of time. As a result, unsatisfactory field work has caused many sportsmen who have purchased high-priced, thoroughly broken dogs to believe that the dogs were never properly trained and that they had been swindled. The chances are, however, that the trouble was due to lack of knowledge on the part of the handler, a combination of circumstances or unfamiliarity of the dog with his new master.

the game, because she is nervous and over-anxious. In the first case the dog does wrong knowingly, and must be mastered; in the second, the trouble is due to over-excitement, and the remembrance of the last whipping is necessary to keep the dog from forgetting. When you whip a dog, whip him hard, taking him by the collar or tying him to a tree and "going at him;" not losing your temper and fighting him, but punishing him as a just master. Don't kick and cuff a dog for every little thing. A good brushing administered when necessary will do good; but continual cuffing and kicking will make a sneaking coward of any dog. Again, with other dogs a scolding or word of caution is all that is needed and anything more will do harm. But while dogs vary in disposition, some being demonstrative and some otherwise, every dog, like every man, likes to be noticed and spoken to.

Secondly, let your dog do the hunting.



"ALWAYS REMEMBER THAT A DOG ON A POINT IS IN A VERY NERVOUS STATE"

No test is quite so severe as Southern quail shooting gives, and none the cause of more dissatisfaction.

First of all, before any dog can be handled properly, it is absolutely imperative that his friendship be gained and his temperament carefully studied, for no two dogs can be handled exactly alike. I have an old dog which knows more about quail than I ever hope to and which, as a rule, requires no handling, but once in about so often, he will break at shot or wing and chase like a puppy. A gentle rap or rebuke has no effect and five minutes of beating is necessary. I have tried everything with him only to arrive at the conclusion that, at stated intervals, it is necessary to whip him hard. Now this dog is phlegmatic, with apparently no nerves, and I believe he does it out of pure devilry. Another dog I have requires the same treatment, because she breaks at shot or does some other "fool" thing in the excitement of

If he is any good he knows more about birds than you do, and if he doesn't he will never learn if you keep him running from one spot to another and absolutely under control at all times. If I could, I should let every puppy, up to the time he is a year old, run loose where there are plenty of birds and hunt them at will, in this way acquiring "bird sense" before breaking. Thirdly, never forget the dog in your excitement and anxiety to get a large bag. Several years ago I had a dog that the trainer had broken for me, having devoted a great deal of time to him, and he was the most perfectly broken dog I have ever hunted over. But after a while he began breaking at shot, and later at wing. I called the matter to the trainer's attention. He suggested that I go out with him, while I handled the dog and he kept in the background. Out of the first covey I shot a bird which went down behind a thick bunch of trees, and in my anxiety

There's an Ideal Summer Home in Maine For You

NEW MT. KINEO HOUSE

Elaborately enlarged and improved for 1911. Kineo boasts the greatest trout togue and landlocked salmon fishing in America, "great" hunting, canoeing, golf, mountain climbing, etc. Superb scenery; healthful, bracing climate; no hay fever. Handsome booklets free.

C. A. JUDKINS,

Manager,

KINEO, Moosehead Lake, MAINE.