Frank Frisch The Youngest PIAIER-WRITERS
Captain Picked By McGraw
RULE AUNATE



|  |
| :---: |
| LIVED 3 DAYS ON ALMOST NOTHING |

## Quinn Furniture Co.

## KEEPING STEP

Cooper Cleaning Works

## J. W. Shannonhouse

\& Son
Phone 187

## WE SPECIALIZE

$\qquad$ Vruit: or Vegetables, Fine
Camed or Bottle Goods, Dried

Main Street Grocery

## Rep Ppperfe fil मifunaic Pulls









Acid In Stomach Sours the Food

Excess of Hydro
Acid is Cause Indigestion.



## TWO SIDES OF TURNOVER

his demand as a fact all selling plans have a chance o succeed. Without it they fail. The only chance for salesmanship to succeed without an existing de mand is for satesmanship to assume the task that
belongs to advertising - the task of creating demand.

If the present efforts that are being put into sell. ing were amply supported by a corresponding effort
to create consumer demand through Advertising, to create consumer demand through Advertising. the business conditions of this country would be rapidly changed into an era of great prosperityelse.

The proof of this is in the fact that right now, ander these very conditions, the manufacturers who are putting proper emphasis on creating a dcing a big business and are actually gelting the hiuk turnover that others are trying so strenuously to get through intensive selling.

Quarreled Since
Wedding Day
The other half of Turnover is the consumer cont plans and efforts fail if the consumer does crented buy. His desire for the product must must be in a mood to buy before the salf way. If him across the counter

That is the function of Advertising-to create consumer demand and consumer preference. With

