

## SOME BIG BARGAINS AT STOWE'S

 FOR THIS WEEK ONLY

For the remainder of this week we are offering all our winter coats, coat suits and sweaters at a discount of 20 and 25 per cent. All this season's goods. If you don't need one of these until next winter it will pay you to buy now.
We also have 25 coat suits, up-to-date in style and fabric, which we are offering this week only at one-half the regular price.
Fifteen dresses-Crepe de Chine, Silks, Messalinesgo in this sale, this week only, at one-half price. Remember these prices are for this week only. Come and get your part of these big bargains.

## H. P. STOWE COMPANY

J. F. THOMSON, Manager.

West Main Ave.

# Salesmen and Advertising Men to Lead the Way in 1920 

By WILLIAM H. RANKIN New York-Chicago

The following is the creed I would suggest to increase production and ower the cost of living in 1920

> Work-Work-Work-More Work
> More work to the hour.
> More hours of work.
> 8-10-12 Hours a Day.
> We're behind. Let's catch up.

Let us put more work into every hour and more hours into every lay to serve as an example to other workingmen and the rest of the
world.

Let us do our best to make Progress and increase Production through more work done per hour and more work hours per day.
Let's work with all our might-all our brain-all our heart to
make the world see that the only road to permanent prosperity is hard make the world see that the only road to permanent prosperity is hard
work.

The world needs more of everything. It looks towards America to produce. What will America do? Listen to siren calls of the false gods of unrest, or get down to business?
Will we shilly-shally, parley, delay, linger and wait while the world
tarves?
Will our American workmen be blind to the cause of the High Cost of Living?

Will they continue to try to boost themselves up by their boot straps, in an attempt to beat the high prices?
Will they fail to see that every disturbance-every hour of "lay
ff"- costs them more than their higher wages? - costs them more than their higher wages?

Will they be blind to the fact that shorter hours, higher pay de-
feats the end they are seeking? That higher pay for less work means. feats the end they are seeking? That higher pay for less work means
higher price for less of everything they need"?

Will they persist in their frenzied "dog-chasing-its-tail methods" until the craze of unrest spreads to the farm?
Will the farm hand demand a 44 -hour week, and thus boost prices
ill more? Will the American workman continue to be the unconscious tool of Bolshevists and I. W. W.'s? Will labor act as a "cat's paw" and
\&inge itself in the first of discontent- to further the cause of destructionists, who would make license of liberty and substitute immorality for morality?
Will Americans let a few "born in bitterness" foreigners whip them into a tempest of discord, that will wreck their Life and Liberty.

No, a thousand times no!
We have faith in the American spirit.
Deep down in the heart of every American working man or employer is a patriotism as sturdy as that of the man who made the Declaration of Independerce.

This was shown in the great war. It helped to win the war. It will defeat the insidious foe of American Progress and Prosperity, disguised as the friend of the working man.

Production alone will cut down the cost of living. Production means work-an honest day's work for the farmer, the plumber, the carpenter, the office man, the office boy. It means work with hand, with heart th brain.
The price of prosperity is work. The price of contentment is work. Good, faithful service for good pay is the salvation of America and of the world.

We are away behind on production. Prices are soaring. The old law of supply and demand always works. Increase the supply by work and prices will come within reach.
Because men are now off their mental balance, the country is off balance.

It is up to the advertising men to work to help to restore balance, to reduce prices by increasing production. Increased production will make present wages buy more. It's the only way to break the vicious circle bher wage buy.

Most laboring men think that the men in the office, the salesmen, the advertising men and the clerks-all have an easier time than they, that the inside men work fewer hours per day than the laborer or the skilled rkman. Let's show them that that is not true.

## Let's talk less and do more.

Let the advertising men, the salesmen, the clerks and their associates
the example by working 8,10 and 16 hours a day. I know hundreds set the example by working 8,10 and 16 hours a day. I know hundreds of men-advertising men-working for newspapers, magazines, farm papers, trade papers, billposters and outdoor advertising, advertising managers and advertising agency men who, during the past four years,
worked $8,10,12$ and 16 hours a day every day in the week in order that they might do their own job and work for the United States Government besides.

These men are working that way now because they have to keep up with the presentday advertising production.

But let us all go a step farther and let everybody know there is no our fellowmen that the way to lower the cost of living and increase production is for all of us to do more work per hour and work more hours per day-Saturday included.
Give Prosperity a fair chance. Do all you can, and then do more
or one year. Work-Work-Work. for one year. Work-Work-Work.
It's the simple, sure way to prosperity. Work only will win in the
aht for greater production and the reduction of the high cost of living. fight for greater production and the reduction of the high cost of living. But let the sales and advertising men lead the way. By our example let us show the laboring men that we are ready and willing to work 8, 1,

Let us advertise that fact, and let everyone know we are not look-
Let us advertise that fact, and let everyone know we
ing for the best of it in hours, hard work or financial gain.

