



# When the Peddler calls again what will he say?

**REST ASSURED** that he will be prepared with "Free Samples"—and all the clever phrases and sales arguments which Master Peddlers have been able to assemble—and some of this ammunition will be so effectively *Disguised* that it will seem reasonable when considered from the peddler's point of view.

## YOU ASK THE PEDDLER

**Do You** or the firm you represent create any employment for my family or my neighbors?

**How Much Money Do You** or your firm pay toward the upkeep of our public schools—wherein *my children* obtain their education?

**Would I** have a place to worship IF I depended upon the subscriptions paid by YOU or Your Firm?

**How Much** are you as a *Door Bell Ringer*, or your firm, taxed towards the upkeep of our Police and Fire Departments which offer ample protection for *my home*?

**How Much** do you, *Mr. Peddler*, or your company pay towards the support of our general welfare work?

**Remember Your Merchant** is maintaining a business institution—hiring *Local Help*—which is a factor *in your city*. He is ready to serve you at ALL TIMES and *He Pays His Share* on all of the above requirements.

**You Would NOT Be Guided** in money matters—or in politics by this Wandering-Door-Bell-Ringer. WHY be influenced by him in making your decision between the RIGHT and Wrong thing to do in supplying your needs.

**Be On Your Guard For This One** "I am glad Mrs. Housewife to find you and your city are at last making a stand to keep out the canvasser and peddler. In fact, *I dare say* (he dares say most anything to get your attention) that my company is somewhat responsible for the movement to eliminate the irresponsible type—As you know **I AM BONDED**—and my product is Nationally Advertised, etc." He will endeavor to convince you that he is anything but a *peddler*—calling himself a "special-home-office-representative"—"mill man"—service man, etc.

**PLAY SAFE** Better Be Sorry You DIDN'T Buy than sorry you did.

Keep **THE PEDDLER** on the  
**OUTSIDE**

