

CAMDEN TO CELEBRATE VICTOR NIGHT- MUSICAL PROGRAM THE FEATURE Miss Lucy Marsh and Famous
Victor Band to Be Heard in Victor Band to Be Heard in
Civic Celebration Events Tonight
parade on saturday






 er








 heeds call of the ocean Boston Youth Follows Foot
Father's Fathers





 GRANT FOREST LICENSEs
Ant-liquor Frores Fail in Battle
Make the County Dry






Leg Comfort
 Corliss Laced Stocking,
Amaty
diward J. Cansidy, Minstrel, Weds


 Lamar and Fay to Prisol Friday




WAR GIVES TO WOMAN OPPORTUNTTIES OF MAN
Berlin Sees Her Take Place by Berlin Sees Her Take Place by
His Side in Business
$\qquad$

$\qquad$

## The American people Threw Away more than四AMillion Dollars

A big banker said:
had at least one chance to become-if not rich, at least well-to-do.
"And nine out of ten missed it for the same reason. They could not make up their minds.
That's the way lots of folks are born-to hesitate-and lose out That's the way lots of folks are born-to hesitate-and lose out. have gone up. They always pay dear because they can't decide.

## Here is a striking instance:

When the new Eleventh Edition of the Encyclopaedia Britannica was offered It was new. No great encyclopaedia had ever been published in such form So, to acquaint the public with its beauty and its advantages, the publishers ffered it at an especially low price, to early buyers. This price had soon to be raised, and the fact was widely advertised. But many still hesitated.
-With this result: that nearly two-thirds of the purchasers of the Cambridge University issue have paid an average of over $\$ 30$ per set more than if they had seized the first chance.
-With a total loss of over one million dollars. Yet this was no added profit the publishers. It was just lost, swallowed up
Identically the same thing is happening now! afford to pay $\$ 166$ or more per set for the Cambridge University issue. So we arranged with the publishers for a new issue of the same work, unabridged, in a smaller
form. We contracted with them for an enormous printing, and so were able to offer the public a wonderful bargain-the new Eleventh Edition, unchanged by a line, at one-fhird the price of the
larger-sized work-the whole 29 volumes, the complete work, sent upon the payment of a single

## Price to be increased $\$ 11$ to $\$ 19$

 wonderful workishers notify us that they can supply us with no more sets at anythlng like present costs. The ets
Now the publisher
we contracted for are nearly all gone and it will be necessary for us toincerese the price by til per set on the cheapest binding to sis on the highest priced binding. And it is not at all certain that we shall be able to secur Now! It is up to you. We give you this notice. Which will you do?
Are you going to be one of the people who hesitate, who put off? Do you belong to the people who can't deelde
the people who always pay dear because they can't make up their minds? Are you going to waitWe have recelved to date more than 150,000 letters and inquiries regarding our offer of the new "Handy Volume" Issue. Of these it is probable that at least 25,000 people will eventunlly purchase it-at a higher price. That menns
that they, too, are going to throw avay from a half million to a million dollars- Just by waiting. This money will not come to us-it will not go to the publishers-it will just be wasted.

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