##  Get Bald"



 Muwaivir firmew
 JULES FEROND COMPANY, INC.

## he Most Beautiful <br> The Most Serviceable Truck in Americe <br> 

The fact that we rest our case with satisfied Paige owners eems to us to carry sufficien conviction for the man who buy car wisely

## BGETPW-wrlley Motorco

## Paige Distributors

394 NORTH BROAD STREET, PHILADELPHIA

## You-Yourself

If this advertisement were headed, "For men
with red hair who like liver and bacon," mean you?

## And if it did, would you read the message?

The constant struggle is evident in advertisin make you mean you.
In nearly all announcements to the genera But the reader, himself, does the selecting Each year, more people are learning to follow dvertising, (a fact too momentous for such casual mention), and to ask themselves, "Does he, the
advertiser, mean me? Am I included? Am I in advertiser, mean me?
this selected audience?
"If it is the purchase of a railroad he's talking
"But if its a new car or a hand saw or a copy of Jurgen or a face, cream, I guess I'll listen to
what he has to say,. Each year it is easier in advertising to make
you mean you.
Butterick—Pubisther
The Delineator
(sf.no a Year) $\quad$ Everybody's $\quad \begin{gathered}\text { The Designer } \\ (s 1.50 \text { a Year) }\end{gathered}$ Magazine
(SP. 50 a Year $)$

## HANAN


quen Lenther
$\$ 14.50$

Baby French heels are an attractive feature of his popular pump. Extremely moderately priced and containing all the correct style, fine
materials and good workmanship the name materials and
Hanan implies.

## SHOES

Good Shoes are an Economy 1318 Chestnut Stree


## Who Makes the Best Time

AMERICA owned $6,300,000$ pas senger cars at the end of 1919 A quarter of a milion in and around New York. Over a hundred thousand in Chicago. Philadelphia Boston, St. Louis, San Franciscoevery city has a like congestion.
With everybody depending on his car for business purposes, the faculty of ordinary cars for getting in cone another's way becomes a serious mat-ter-and the striking ability of the Packard to run around and through traffic is doubly worth thinking about.
We Packard Company speaks 1. with high authority when it says
that performance of the Packard
kind cannot be "assembled" into a car and cannot be "tuned" into it.
It is fundamental with the design and construction of the car
The Packard Twin-six engine with its steady flow of flexible power Throttled down to two miles an hour on high in the jam, and pick ing up to thirty miies or more in half a block.
The Packard brakes-designed by Packard, with large, long-wearing braking surfaces; equalized, with even, positive braking action on each even, positive braking action on each The Packard dry disc clutch, posi tive and velvety in action-and the

Packard forged, heat-treated gears, with their exceptional strength and long life.
The Packard stearing gear and other parts controlling the car, quick and positive in action, easy to handle, ough and reliable.

YOU often hear people say that I they "get there so much quicker" in a Packard
The Packard driver watches the road rather than the operation of his car
He has less gear-shifting to do, less train on his attention-and he can use the flexible power of his Packard to advantage every yard of the way.

## PACKARD MOTOR CAR COMPANY of Philadelphia

