AItILLANPOLLS


## WILLS SAINTE CLAIRE

WHEN you drive the Wills Sainte Claire for the first time we want you found in other motor cars, but what you have always hoped and failed to find. We want you to judge the Wills Sainte Claire, not as a standard motor car, but as the ideal motor car. It has always been the ambition of Mr. C. Harold Wills and of Marysville to build a car, not merely exceedingly good, but admittedly the best.

WILLS SAINTE CLAIRE COMPANY
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## Wrist Watches for Men

## for the man of today. These watches are built for hard usage and fitted with move- ments which are dependable. We especially recommend a Waltham wrist watch, 7 jewel movement, radium hands and numerals. 14 Kt. gold. ..... $\$ 54$ 14 Kt. gold...... $\$ 54$ Sterling Silver. . $\$ 34$

S. Kind \& Sons, ino Chestmut St.


A business that gets close A to its customers must be human. It cannot be just a coin-in-the-slot machine. The deferential, individual service that we render to the wearers of Stylebilt Clothes warms a cold business transaction with the glow of personal interest.
HItron ©impany
11-1213 Chestnut Stree


Deborah Soquan

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## And then one day

 he woke up-He had purchased the last lot of cards for his card records at what seemed fike a very low price. Being human, he rather prided himself on finding a bargain. Until-
One day he noticed that his clerk couldn't get through with the day's work. He asked- "Why?
"I'm working just as hard," she said earnestly, "but I can't handle that last lot of cards very fast. They are uneven and they vary so in size that they aren't easily fing -so I lose time.'
That was all there was to the conversation. But this man-bho-thought-he-had-a-bargain did some thinkingand concluded that what he had "saved" in price had cost
him ten times as much in wasted minutes. him ten times as much in wasted minutes.
The moral of the story is this:-Buy good cards-the cards best suited to your own particular purpose.
L. B. Cards are made up in many forms and carried in stock for all classes of business:-cards for sales records, stock records, purchase records, card ledgers, insurte Write for sample cards and literature

## Library Bureau


$\mathbf{9 1 0} \stackrel{\text { M. W. MontGomery, Managor }}{\text { Chestnut }}$ st., Philadelphia

Subscribers are using the dial on forty-seven thousand Keystone telephones today

The "cut-over" from the old manually operated to the Automatic Tophe System took place on Satur day, May 14, at 10 P. M.

Today, on more than forty-seven thousand telephones in Philadelphia, Keystone users are DIALING their numbers Saturday night.

Many of these users, no doubt, are finding the new way of alling strange. Many perhaps are forgetting that all Keystone when the "cut-over" was made and are neglecting to consult the new telephone directory in which the changed numbers appear. It is quite possible, too, that habit has caused some Keystone users o "jiggle" the receiver hook, a practice that was not objectionable

But, while this complete reversion of the method of using the elephone may be causing confusion to a few, EVERY ONE has probably noticed this pleasing fact-that the average time required

We suggest that all Keystone users read carefully the instructions for using the automatic telephone printed on page two of Have you given Mr. Blake, Race 06, YOUR order for a Keytone atomatic Telephone
KEYSTONE TELEPHONE COMPANY OF AMERICA
Use the dial today but consult your new directory first



