| WHTFEHAANGEN GAGE STANDINGS | Basketball Statistics FAKTERN LEAGUE | GREEN REBUILDS FOR PENN GAME <br> Goldstein, Local Athlete, Will Start at Tackle for Dartmouth Against Quakers | He Helps Trenton |  |
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## B <br> How L. B. serves modern business

$T_{\text {cost sheet. Lay them side by }}^{\text {AKE your sale sheet and your }}$
see crystallized the six main divisions
of L. B. service. They are the full side. What is the true picture of flower of the idea-germ that sprouted your business? Are your sales vol- at the Philadelphia Centennial in ume and profits what you know they should be?
Are your cost figures, like an army marching ants, devouring every umb of proft?
"How tan I build sales up? How can I Yhammer costs down?" That is today's problem. Library Bureau can help you

The L. B. idea
Library Bureau is every day showing businesses how to make profit from files and records-sources that only as costly overhead.
Profit comes to you in just two ways through increased sales vol ume; through savings effeoted in overhead. Library Bureau cin show as it has shown others How to make your files and rec-
ords actively productive of sales How to save space, save money, savc time save waste of all
kinds in the file and record keep. ing departments.
How L. B. can serve you Take two minutes to read the panel at the right. There you will They span 45 years, and hidden They span 45
behind them are
Filing and card record systems

Cabinets and supplies that are
Cabinets and supplies that are
everywhere rainked first in quality.
Inventive genius that has brought
to the business world the vertical tile, the countes-hight unit, the LLeB. B . Automaticic Index, the L. B. Rein-
forced folder and dozens of other improvements. Trained analytical ability that
sees to the heart of every fling A few questions Can you get the letter you want when
you waut it? Does your sales record give you all the information sous record
your ledive
Are your lederss still ponderous, space-eating
books? Could some of the space in your filing department be saved? ARe your fires and records heleling produce more business?
Bill Send for the L. B. salesman He is trained; he is widely experienced;
he is conservative; he is constructive. You will find him an un understanding man to talk His business is to help your business.
Today-right now-telephone for an L. B.

The Six Big Divisions
of
Library Bureau Service

1. Special Service
 2. SpecializedDepartments


 3. Filing Systems Bureau

PLANS MAKES INSTALLS Card \& Filing Systems ~ Cabinets ~ Supplies

## 6. Supplies

20



## Oriental Rugs

At Normal Prices

## 331/3 to 50\% Less Than One Year Ago

Rugs small and large in all desirable weaves. Many of them newly acquired by individual selection for quality and of distinctive designs and mellow colorings to harmonize with richly furnished rooms. An exceedingly interesting shipment of Chinese rugs has just signs and colorings and they are selling at exactly half the prices of a year ago.
The money-siving opportunity extending to every rug in stock
Laristan Rugs
At new low prices Tersian Rugs
$\qquad$
$8.5 \times 10.10$
$8.9 \times 11.10$
$9.4 \times 12.10$
$9.4 \times 12.10$
$9.2 \times 12.6$
$9.4 \times 12.9$

## HARDWICK \& MAGEE CO. 1220 MARKET ST.



