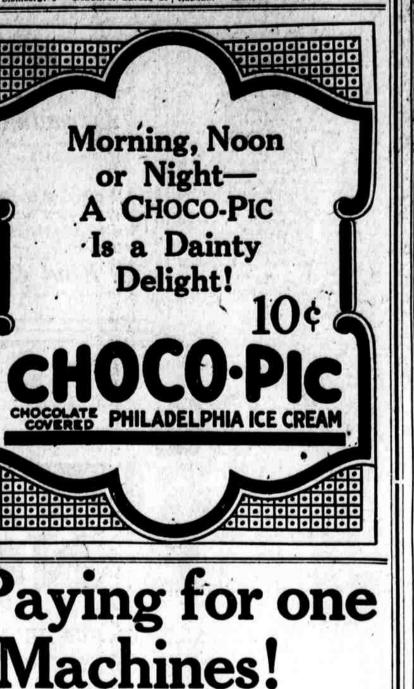
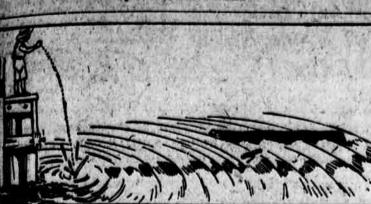


Which particular machine you are

ARE WHAT "THE OBSERVER" SAYS THE OBSERVER is faressing when it comes to Sports, and has a way of putting "em over every fan will appreciate. Start reading "How Does it Strike Tou?" by THE OBSERVER which appears every day on the Sports Pauses of the EVENING PUBLIC LEDGER. "Make It a Habit."--Adu.



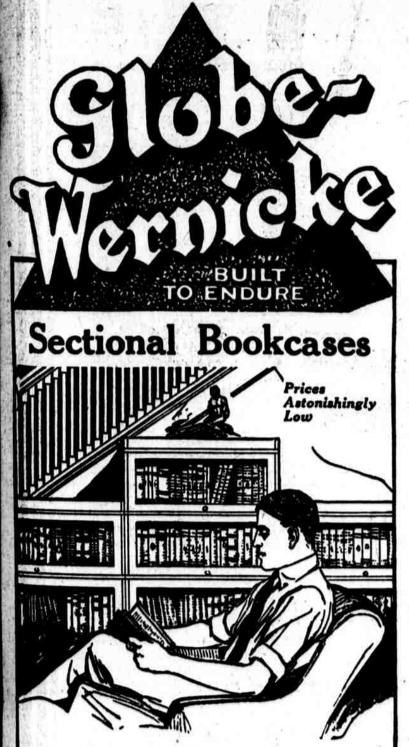




ther is like a still pond. The transmitting station is the boy ing a stone into it. The waves go out in all directions. They will the small stick of wood but not the big log. But the log would if the waves were the size of the ocean waves. Here the stick is d" to this wave length, but the log lan't. Same way with radio receiving sets

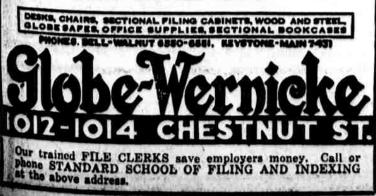
## No. 3. Don't the Signals Get All Mixed Up?

All right. Let's forget radio for a moment and talk about something so imple that you have noticed it your-of a dozen times.



The Globe-Wernicke Sectional Bookcase will fit most any place—in hall or bed-room, living room or dining room, library or den—or the sections may be distributed in small combinations in different locations.

The Globe-Wernicke Company originated, developed and established the sectional idea in bookcases. The success of that idea—the ability to increase facilities with growth of requirements—has resulted in the practical elimination of the old style solid case. Over three-fourths of all the sec-tional cases in use today are Globe-Wernicke.



paying for depends on the size and nature of your business, and to a certain extent on your present method of handling your addressing problems.

But we know you are paying for one of them-literally, truly. We are just as sure of it, as we are certain that there is a way to check this waste.

How to effect this important saving is not such a long story, but we prefer to make it pertinent to your business rather than general.

So, if you request it, we will ask one of our expert Service Men to call and explain the newest, most efficient and economical systems of handling and listing names for all sorts of addressing; and the heading of statements, pay sheets, route lists, shipping forms, etc.

Important: We will arrange to have this Beiknap Service Man call entirely at your convenience; but when he does call please remember he is a Specialist not a Salesman. His mission is to help you, not to sell you. Listen to him attentively; answer his questions frankly; volunteer any information you think he ought to have. In other words help him to help you. if you really want help.

Meantime, if you wish it, we will gladly sena for your careful consideration, an interesting booklet about Belknap Systems of Addressing. It is well worth reading. You are paying for the addressing efficiency it tells about, so why not have it?

> Ask your secretary to write at once for booklet or interview; or better still, phone Walnut 5641 now and request a Belknap Service Man to call.

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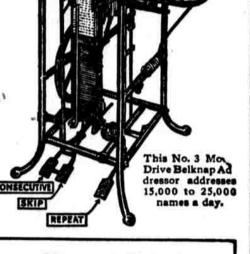
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