

Philadelphia's Leading Rug House-In Every Sence of the Word


Seven Floors of Rug Service No other store like this in America One whole floor of personally selected Orien-
tals, in all types, sizes and prices. tals, in all types, sizes and prices. One whole floor devoted exclusively to Wiltons of our own manufacture - famous
French Wiltons, Bundhar Imperial Wiltons French Wiltons, Bundhar Imperial Wiltons,
Bundhar Wiltons, etc., in hundreds of paterns and sizes.
Then there are carpets-a whole floor of them -of every type and price: : rag rugs, matplete assortment of each.
And the salesmen-each an expert in practical rug
manufacture, and trained in artistic home decora-
tion
 We extend the courtesy, of the house to visitors
who Just want to look around." Come in and
see us.

HARDWICK \& MAGEE 00
1220 MARKET ST



## $\$ 1500$ for Trying This New

 Product-and Your Opinion!$\mathbf{W}_{\text {mous }}^{\mathrm{E} \text { wint your repliee to the the }}$
will be divided Prizes first prise in $\$ 350.00$.
will be divided as follows:
The golden granules of this emest

Firat Prize | . |
| :---: |
| $\mathbf{2 0 5 0 . 0 0}$ |
| 2000 | $\begin{array}{ll}\text { made from corn, wash everything, Third Prize } . . . . . . . . . . . . . . ~ & 100.00 \\ \text { ment }\end{array}$ The effectiveness of a small amount placed in washing water is astoniohsecure free from your dealer tell aecure free from your dealer tell

all about it. Read the facts given thereon and send your answers to
the questions to us. the questions to us. $\begin{array}{ll}\text { Fifteen Prizes of....... } & 10.00 \\ \text { Eighty Prizes of } & 5.00\end{array}$ pense. Everyone is eligible. The Tre fore contest blanks on which your more answers sent in the greator the contest answors are to be written. chance for winning one of the 115 He will also give you a liberal FREE cash prizes.

The Questions

1. Wgmen like KEN. Why?
2. KEN is superior to all ordinary dera. In what way?
3. KENN is more economical', than ordinary bar soapl fakes ing or
washing powder. Why is it?
4. KEN saves time and labor. How does it?
5. KEN does not roughen or redden
6. KEN wash
are some of ef its washing and
cleaning usea?
Made From Corn


## Washes Everything

 Gp-Evernthing:Freel-A Sample Package of Ken Woulag io aign-Nothing to buy

 Oet a contect lyank, do Wateh KEN mork Then send in mathe cee to

## Selling more

 of the profitable itemsIf your items that show you a small profit are selling better than your items that show you a good profitwhat are you doing about it?

If you are doing nothing, then you are not managing your sales; your sales are managing you.

One advantage of using printing to promote sales is that you can put selling effort behind exactly those items or lines that need it most.

Instead of letting your sales follow the lines of least resistance, you can use printed advertising to lessen sale resistance at the points where it is too strong

That is exactly what the successful users of good direct advertising do. It involves working closely with a good printer. It involves the use of Better Paper, that you may send out Better Printing.

Better Printing is easy to secure once you are determined that you want no other kind.

8. D. WARREN COMPANY - BOSTON

Warren's Standard Printing Papers are Distributed by
D. L. WARD COMPANY
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