

One whole floor of personally selected Orientals, in all types, sizes and prices.

One whole floor devoted exclusively to Wiltons of our own manufacture - famous French Wiltons, Bundhar Imperial Wiltons, Bundhar Wiltons, etc., in hundreds of patterns and sizes.

Then there are carpets—a whole floor of them —of every type and price: rag rugs, mattings, grass rugs, linoleums-a large and complete assortment of each.

And the salesmen-each an expert in practical rug manufacture, and trained in artistic home decora-tion-and squarely behind them is the guarantee of this house that each piece of merchandise must satisfy you in every detail.

Wc extend the courtesy of the house to visitors who "Just want to look around." Come in and



Product-and Your Opinion!

WE want your replies to the fa-mous six KEN questions. The first prize is \$350.00.

The golden granules of this amazing new washing and cleansing product, made from corn, wash everything. The effectiveness of a small amount placed in washing water is astonish-ing. The official blanks you can secure free from your dealer tell all about it. Read the facts given thereon and send your answers to the questions to us.

There are no restrictions. No ex-pense. Everyone is eligible. The more answers sent in the greater the chance for winning one of the 113 cash prizes.

The Questions 1. Women like KEN. Why?

- 2. KEN is superior to all ordinary bar soaps, flakes or washing powders. In what way?
- 3. KEN is more economical than 8-Reduces work. ordinary bar soaps, flakes or washing powders. Why is it?
- 4. KEN saves time and labor. How does it?
- 5. KEN does not roughen or redden the hands. Why?

6. KEN washes everything. What are some of its washing and cleaning uses?



FREEI-A SAMPLE PACKAGE OF KEN Nothing to sign-Nothing to buy

There's a liberal sample package of KEN for you at your dealer's. The package contains sufficient KEN to demonstrate to you convincingly its great economy and superiority over any similar product you have ever used. Ask for it today and mention this advertisement.

Get a contest blank, too. Watch KEN work. Then send in your answers to the KEN prize questions without delay. You may be one to share in the generous cash prizes paid to the

will be divided as follows: First Prize\$350.00

The Prizes

Second Prize 200.00 Third Prize 100.00 Fourth Prize 50.00

In addition there will be:

Four Prizes of 25.00 Ten Prizes of 15.00 Fifteen Prizes of 10.00 Eighty Prizes of 5.00

Your dealer will supply you with free contest blanks on which your contest answers are to be written. He will also give you a liberal FREE sample package of KEN on request. Use the KEN and watch its superior cleaning results before replying to the contest questions.

Ten Vital KEN Facts 1-Absolutely new made from corn.

Concentrated; goes farther, costs less.
Y-Safe for , hands and clothes.
Used in tub, wash-bowl or wash-bowl or 8-Washes all fabrics, coarse or Lathers freely in hot, cold, hard or soft water. Lengthens life of clothes. 10-Convenient; -Granulated; dis-

thing.

solves comple Send your answers to the Con-

test Editor, KENDALL PRO-DUCTS CORPORATION,

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 sales 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.

