#### MONDAY EVENING,

**TO BE HONORED** 

ASK WILSON TO

**SAVE HUNGARY** 

Hungarian Federation Re-

Marine Workers to

**Vote on Settlement** of N. Y. Strike Today

rine workers in reaching a settle-ment with the government.

FROM SOVIETS

DR. ROTHROCK

#### HARRISBURG CONSTITUES TELEGRAPH

"The Live Store"

and the second of the second second

9

"Always Reliable"



# How Well You Remember

Baciety Brand Clothes

The days when you could buy a good suit of clothes for twenty-five dollars, thirty dollars was occasionally paid for clothes that were a bit out of the ordinary. Even today a good suit can be bought for \$35 and \$40 and seems like extravagance-And yet a clever clothing manufacturer put "fifty dollar" suits on the market which has made the whole country sit up and take notice.

## \$50.00 Suits

One day he had an idea that started him thinking, you know the greatest discoveries and inventions are a flash upon the screen, but it takes time and labor to produce and put them into action. "Supposing" he thought to himself "that I made a suit that was better than any suit that had ever been made"-REMEMBER HE SAID BETTER-" would it sell for fifty dollars? I wonder." Then he asked his partner, who replied, "not on your life" not satisfied, he spoke to his salesmen who said "It can't be done.

I wonder if I'm wrong, he thought, I'll try it out; here's where the telephone came to the rescue, follow this closely it's interesting-He called up one of his friends and said, Ross, would you pay "fifty dollars" for the best suit of clothes you ever looked at? "You bet I will" said Ross-Then he called up Jim and Clarence and Howard, and in the thirty minutes he had sold ten suits. He delivered them and received twenty more orders. As a result of the original ten sales the fifty dollar suit business was started.

BUSINESS USES Arbor Day Will Have a Unique Meaning This Will Tell Aviator of Weather Year

NEW DEVICE TO

**AID AIRPLANE IN** 

time organization of this serve in Franklin county.

It uses approved by the war de-tment. The United States will maintain to-day, says that the idea of plant-to-day.

Mr. Conklin in a statement issued in the Condy, says that the idea of planting memorial trees has an unusual significance this year and that many people will plant them in honor of a fife met who fell in the war. "While we how of the state duty in the great conflict. The war is given and that members of the tarks will be attached to each "Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to the state and in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be effected to plant the trees in honor of Dr. Rothrock will be effected a plant the trees in the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be effected a plant the trees in honor of Dr. Rothrock will be plant the trees in honor of Dr. Rothrock will be plant the trees in honor of Dr. Rothrock will be plant the trees in honor of Dr. Rothrock will be plant the trees in honor of the states and the of the sta



## A Self-Starting Career

Why not a career instead of merely a job

What the Woods

Company offers

A test as to fitness, thus elimi-nating the chances of failure-

Practical and thoro Training, followed by a post-graduate, educational course—

Weekly and Monthly Meetings

Semi-annual Sales Conventions attended by Home Office Offi-

Daily, Weekly and Monthly Bulletins-

Annual Outings, affording the educational advantages of travel and association with successful

Life insurance carried in favor

of the salesman's family at no

Franchise to sell the most popu-lar American investment in "The Strongest in the World," in the most productive field, Equitabil-ized thru its thousands of policy holders and beneficiaries—

The co-operation and support of an established, incorporated or-ganization, financially strong, which accepts business from its accredited salesmen only.

A Profit-Sharing Plan-

expense to him-

of our salesmen

cials-

men-

It usually requires considerable capital merely to start a business—still more to carry it on until it becomes profitable.

Therefore, a business or profession in which one may make from the very outset a substantial income is well worth considering.

Life Insurance is such a business—a profession that can not only be entered without capital, but offers many other distinct advantages.

It is a healthful occupation, taking you out of doors and enabling you to get proper exercise.

It permits you to live at home. The me ful men and women in the profession have their clientele in the community in which they were born and raised.

It is a live career, ever growing in importance and usefulness.

It is a career less affected by financial unrest than any other line of business.

It is an independent career. 'You are your own master. Every ounce of effort you put into your work increases your rewards.

It is a career that is never over-crowded. There are no limits to its opportunities. Everybody needs one or more of the many forms of protection afforded only by life insurance. It is the practical solution of many commercial and industrial problems.

It is a career suggested and strongly recommended by the U.S. Government as a profitable occupation for discharged soldiers.

The Edward A. Woods Agency of the Equitable Life Assurance Society—the largest and strongest life insurance agency in the world-has room on its selling force for a few more good men and women.

This is your opportunity to enter a clean, essential, permanent occupation, a self-starting profitable career, if you are suited for it.

Our simple tests, similar to those used so successfully by the U. S. Army, will enable us to estimate your fitness, and if we feel your chances of success are not good, we will advise you frankly not to take up the work.

Get in touch with our nearest representative or address

#### Edward A. Woods Company, Inc. Equitable Floor Pittsburgh, Pa. Frick Building

Last fall this clothing manufacturer marketed thousands and thousands of these good suits and this "Live Store" had the pleasure of distributing hundreds of them in this section of the country—They were the best suits that were ever sold in Harrisburg or anywhere else—so we placed a big order for these wonderful suits in every new spring model and they are certainly being carried away—"fifty dollar suits" why it's a cinch to sell the kind we are talking about because they're "better suits than anyone else can afford to make for more money."

### **Buy One of These For Your Easter Suit**

Quality and service are the things that count---Rich and poor all like good quality, the best they can afford to buy, whether it's clothes or anything else-Give them the best and you'll get as much business as you can do. We are proving it every day in this ever busy store-Build up your quality and service, keep the price fair, that's the game.

### Try This Dependable Doutrich Service Everybody Is Talking About

