

in Business The modern business woman needs her own personal transportation CHEVROLET medium. Chevrolet Utility Coupe with high-grade body, refined upholstery, plate glass windows, es f. o. b. Flint. Mich. artistic fittings, stream-lines and

ior Roadster ... Touring ior Utility Coupe ior Sedan ior Com. Chasis ior Light Delivery y Express Chasis \$550

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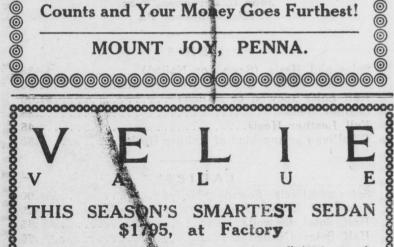
Utilit

Mount Joy, Penna.

"All Advertising is Retail and Local"

"All advertising is setail and local in the end matter where printed on by whom paid for", write James H. Collins, business expert.

Every merchant, manufacturer or distributor who advertises should tack that sentence over his desk and read it over before he decides upon his advertising plans.



It Always Pays to Deal Where Quality

1

Velie's following among car owners is as distinctive as the car itself—an unusual class, desiring a little more in comfort and luxury than the ordinary ready to pay a little more for a greater margin of surplus power greater flexibility and ease of handling, less trouble risk, less upkeep worry; wanting a little more in the final details that mean unaloyed satisfaction. Yet strangely enough, he Velie purchaser pays no more for these things. And in the instance of Velie closed cars, actually pays less.

pays less.

pays less. This Velie 5-passenger tedan, mounted on the Model 58 chassis and powered with the vibrationless, automatically lubricated Velie-built motor, is choicely entipped down to the last detail of silvered flower vase, vanity case and smoking set. Sixty per cent of all Velie cars are sold to Velie owners—a positive proof of Velie value. Every time we sell a car we make a friend.



Circulation Makes Bulletin Ads Pay. Try It cold.

to Meckley's dam, catch five or six full-grown frogs, chase them in the to Mt. Joy and then get several bags, go back over the route and gather up all the hops. Sieve them thru the seat of an old caned chair Add some muddy creek water, stand in the sun until it gets ripe and as oon as it is good enough, drink it. We haven't tried this new receipe yet but expect to ere long.

for one which called for plenty of

hops. Here's what we got: "Go out

Almost any man likes to putter around home says Harry Darrenkamp and women who can't stand putterers have no business to get married. That's right, neighbor.

In my estimation a safety zone on street is a marked-off place of efuge where a motorist dares a pedestrian to step over. If you doubt this, just try it and find out.

Miss Esther Brown, our expert linotype operator, says there are two good things about a vacation-the beginning and the end.

The best definition I know of an optimist is a man who gets tickled at what a hard time he has.

Many times have I realized that it is nice to be poor. When a friend asks you for ten dollars and you tell him you don't have it, he never insinuates that you are a liar.

Some slicker in the East has a few of our poultry fanciers all fussed up. He claims to have a breed of chickens that weigh 40 pounds each and lay eggs the size of a derby hat.

They said they had free eats and free beer all over Reading last Thurs day. That accounts for several fellows not coming home the same day and when they did get back-good night!

A certain fellow at Florin bought everal ducks and then told his som to give them water. The boy filled two quart bottles, put the corks on them and threw them into the pen

I suppose you noticed the fuss the papers make about the authorities finding a bomb at Columbia. That's nothin'. You can find 'em on our streets here any old time and we are not as "skeery" about them as our sister boro. Ours are too lazy to harm anyone.

A lot of people watch for the prophisies of the coming winter. Here is one that always came true since 1800. Milt Bowman says: "If



WILL BE

BACK IN

10 DAYS

Loud speaker apparatus in use at Scranton, Pa. At the left is D. F. Morgan, President of the Associated Highways Organization.

The feleph loud speaker appa- so delicate that it was necessary for ratus used by President Harding on his last western trip, has been mount-journey.

ed on a truck by The Bell Telephone The Associated Highways Organi-Company and used by speakers advo-cating the \$50,000,000 bond issue for terested in better roads, provided the road construction in Pennsylvania. speakers and arranged the schedule In the course of the truck's tour for the tour.

talks were delivered at many towns This same telephone loud speaking and various County Fairs in Pennsyl- apparatus proved very useful to the vania late President on his last trip. The There are four huge horns on the executive was enabled to reach the truck and the words of the lecturers were carried clearly and distinctly about his train, with no effort whatthe husk on the ear of corn is tight to the audiences. The equipment is soever.

Unless your message is retail and local, it misses the mark, for final sales are both retail and local.

The newspaper, being essentially local, and the great mouthpiece for the retailers, is obviously the medium for the thoughtful who are looking for sales.

