## Stop Worrying--Let

## Curtis "Best"

Do Your Baking

 There is a world of difference in the results to be obtained We have carried for many months the best flour we can buy wlour that particular housewives h
wanting, to the smallest perfection.

WE URGE YOU TO TRY A SACK TODAY
'It Will Simplify Your Baking'

## Buy Your Winter Coal Now

You should be laying in your winter's supply of coal right now. We are receiving shipments of coal from time to time, and we suggest that you place your order TODAY to be filled as soon as your turn comes. You will not be able to get it eheaper for several months.

OWL CREEK KIRBY COAL MOFFAT COAL
Lump or Nut Lump or Nut Lump or Nut

## All Kinds of Rock Salt

We have a large supply of all kinds of Rock Sale, suitable for any use on the farm, in the shape and form most convenient for you to handle.

## Stephenson \& O'Bannon

One of the mistakes mike by the
advertiser who has not had much rxadvertiser who has not had much rx-
perience is to make the advertaing verience is to make the advertiting
ioo gencral. The advertisem tat that
velis
 rens the most selis be most, concise
long-winded at, but statement of desirable faets, and es
pecially prices. People hesitate to 0 pecially prices. People hesitate to go
to the trouble to investigate to Hnd
Hnd out the particulars of an offer it they
can buy of someone else who gives can buy of someone else who gives
the particulars, as it is generally con-
tider sidered that, an advertisement if
sit sidered that an advertisement if
made general because there is not muec attraction to buyers in the
particulars, and the seller depends on particulars, and the seller depends on
the personal intuence as 2 selling torce, or takes changes of the inves-
tigator buying rather than senking tigator buying rather than seeking
elsewhere for better goods or better elsewhe
prices.
prices.
To illustrate: We wanted to buy
cherries. cherries. Looking over the ads in me paper, we saw two. One simpiy
gaid they had cherries to sell. The said they had cherries to sell. The
other told the variety, stated that they were without stems, and priced them at 30 cents a gallo. W. Wherer
considered the arat ad at all. Now considered the arst ad at all. Now.
these two ads were so worded that
their coast was almoat their cost was almost identical, but
one drew trade and the other did one drew trade and the other did
not. I believe I could warrant dounot. 1 believe I could warrant dou-
ble the number of inquiries for the second ad, and still I have no doubt
the ther the fruit and prices were about the
same, for it was the Montmorency same, for it was the Montmorency
season and the price was that com-
monly asker monly asked.
So many poultry ads in the farm
papers make a general offer papers make a general offer when
definite descriptions and prices wni bring so much better results. The small advertiser gets so little value
from cumulative efforts that the difrom cumulative efforts that the di-
rect results are all that he can count
on, on, and attractive, point-blank state
ments bring these best. L. H. Co Miami county, Kansas, in Nebras-
ka Farmer.

## Firestone

Why did sales of Firestone $31 / 2$-inch tires increase $96 \%$ the first six months of this year?
The motoring public found in the product exactly what it demanded-a balanced tire -uniform service.

You, multiplied by thousands, getting your most miles per dollar expended for tires, demonstrated the efficiency of the balanced 31/2-the Firestone.
Firestone built a single plant (Plant No. 2) to specialize in tires for small cars and got results which have been passed on to you at low cost-most miles per dollar.
It is more than thickness of tread, the mystery of rubber compounding, the size of the breaker strip, the number of plies of fabric, the heavy cushion or the greater air displacement that has put greater tire mileagemore economy-more comfort at your call.


## $30 \times 372$



Gray Tube \$3.75 Red Tube $\$ 450$ It is the balanced co-ordination of all parts of the Firestone $31 / 2$ by specialists who have given eighteen years' study and practice to


