

T. W. Grant, Pres. C. C. Warner, Sec.-Treas.

## Grant - - Warner Lumber Co.

INCORPORATED  
DEALERS IN

Lumber, Coal  
Building Material of all Kinds

### Warner Brothers

We Sell Favorite Stoves  
and Ranges  
Hardware and Furnishing  
Goods

### Oyx Acetylene Welding.

We weld cast iron, malleable brass, copper, aluminum and steel. We do not weld anything that has been burnt. Only plant of its kind in the county. Give us a call. One door south of Rensselaer Garage.

Hemphill Bros.  
Rensselaer, Indiana.

We Buy and Sell  
Grass Seed  
Successor to  
Eger Brothers  
**C. W. EGER**  
HARDWARE  
Stoves, Plumbing and Heating  
West Washington Street  
Rensselaer, Indiana

### MOORE & ROBINSON

Made-to-Order Clothing

Cleaning and Pressing

Van Rensselaer Street

Rensselaer, Ind.

## Rowen & Kiser

### The Quality Store

Phone 202 - - Rensselaer, Ind.

## MARY MEYER HEALY

FASHIONABLE  
MILLINERY

Rensselaer - - - - - Indiana

## TRADE AT HOME PAGE

The business men represented on this page had made it possible to publish this series of "Trade at Home" talks. A new article on trading in your own town will appear each week. They should be read by all who are interested in building up our own community in preference to the outside cities.

## Traub & Selig

Clothing & Furnishings

RENSSELAER - - - - - INDIANA

Sam Scott's Talk on Buying at  
Home and Local Business People  
Who Deserve Your Support.

Copyright 1914, by Sam Scott

IN TWELVE PARTS

PART THREE

### Service

Every business enterprise, from the breakfast food factory with a product of world-wide sale, to the back street bakeshop, is seeking your trade with just three arguments--price, quality, service. The one that gives most for your money and backs it with the best service, gets your business.

The more progressive you are, the better service you demand.

See how service enters into purchases from a mail order house as compared with your home merchant.

Consider a mail order. You send your money. Then you wait. That's the first delay. With the goods, come more delay. Delay for the repair of damage in transit. Delay collecting claims for damage, with much letter writing. Delay assembling "knocked down" articles. Delay with final delivery to your home.

If the goods don't match or fit, or are below standard, exchange or dissatisfaction is in order--more letter writing. Again delay, inconvenience, lost temper.

In case of repairs, everything stops still. More letter writing. Again delay, inconvenience, lost temper.

In case of repairs, everything stops still. More letters. Often you can't get a new part. The local man can't make repairs. The whole thing is a loss.

When you buy at home, you see the goods, judge their value, know they fit or match as you want. For repairs you go to the man you bought from. He knows just what to do. He takes the responsibility.

When you want what you want, when you want it--buy from your home merchant. He gives you service. Good service makes life worth while.

## C. Earl Duvall

Clothier and Furnisher

Rensselaer, Ind.

The  
**G. E. Murray Company**  
The Big Department Store.  
Rensselaer, - - - - - Indiana

E. D. Rhoades L. C. Rhoades

## E. D. Rhoades & Son

Hardware and Stoves  
Plumbing, Heating and Tinning

## The Home Grocery

John H. Ramp, Prop.  
Any and Everything Good  
to Eat

## A NEW SHIPMENT

We have just recently repleted our stock of these articles:

Lace Curtains, Draperies, Embroideries and Insertions, Towlings, Dog Collars and Chains, Milk Bottles, Candies, a thousand other things at the

**5 and 10 Cent Store**  
F. D. BURCHARD, Prop.

## PARIS HAT SHOP

Easter is near. I have the latest models. Come in and see them before buying.

MRS. W. H. BEAM

## The Watson Plumbing Co.

Dealers In  
Gasoline Engines, Windmills, Stock Tanks, Tank Heaters, Pulleys and Shafts, Lightning Rods, Pneumatic Water Supply Outfits

Brass Goods, Pipes and Fittings, Hose and Belting, Plumbing and Heating Supplies, Silos and Corn Slicers, Corn Shellers and Grinders, Cream Separators, Bicycle Supplies

Telephone 204  
HARRY WATSON - - - RENSSELAER, IND.

## W. J. WRIGHT

## FURNITURE

Rensselaer, Indiana

Geo. O. Balos, Pres. Isaac Colburn, Vice-Pres  
Frank J. Donnelly, Sec. and Treas.

## Rensselaer Lumber Company

Dealers In  
All Kinds of Building Material, Hard and soft Coal, Wood, Sewer Pipe, Lime, Cement Plaster, Brick, Sash, Doors, Etc.

Phone, Office No. 4  
Phone, Residence No. 201

Rensselaer  
Indiana