

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 seek-
ing 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 replemish-
ed our stock of these articles:

Lace Curtains, Draperies, Embroideries
and Insertions, Towelings, 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, Pullies and Shaftings, Lightning Rods, Pneu-
matic Water Supply Outfits

Brass Goods, Pipe 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
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