PAGE THREE



Better Living-More Money Pattor Solving the

Problem For ALL on the Coast of a

For years, the cry has been, here on the coast, "BUY A FARM OB ACREAGE, AND YOU'LL MAKE A GOOD, EASY LIVING." In a measure, this is true. But the fact remains, that to get the most cut of a farm or piece of land, or out of a store, or whatever other profession or business we may be in, THERE MUST BE SOMEONE WHO WILL BUY THOSE THINGS WE HAVE TO SELL.

The man who buys these things is practically always the man who cannot produce them himself.

Here in the West, we need more men who are engaged in manufacturing enterprises-men who work in mills and shops. These men and their families need all such things as are now produced on the coast and must buy them those nearby who produce them.

is plain, therefore, that to reap the greatest amount of good from the business in which we are engaged, THIS BIG WESTERN COUNTRY MUST BE MORE PERFECTLY BALANCED IN THE LINES OF BUSINESS IN WHICH ITS INHABITANTS ARE ENGAGED.

Did you ever stop to think

That only a very small part of the manufactured goods that we buy every day of our lives are made here on the coast?

The people who should be using those things which we produce are not living near us. Just think what it would mean to the small farm owners alone if most of the furniture, cereal foods, clothes, etc., which they buy were made right here at home by men who, in turn, were buying their vegetables, butter, eggs, etc? Think of the advantage to every man, woman and child who now lives here if, with mills and factories located along our rivers and in our cities, large and small, thousands upon thousands of families were living here-employed in these mills! The result would not only be a better market for what is now produced, but a better price on those manufactured articles which we are buying every day. Instead of paying for high transportation rates from the East, the raw materials would be manufactured into the finished product and sold right here at home. It is plain that what we need is more and larger manufacturing institutions. The result in increased prices for what we produce and cheaper prices on the manufactured goods we have to buy is sure to follow.



Prosperity Problem Solved

The question is, "How can we get to that statef"

The answer is simple.

We, ourselves, are responsible for the present condition-for the shortage in mills and factories

We are to blame because there are not right now thousands upon thousands of families drawing good weekly pay envelopes, enabling them to put a large amount of money into circulation among us. It is our own fault that we have to pay excessive prices for many articles. It is our own fault that we send our raw products East to be made up, then bring them back here and pay Eastern fac-tories and Eastern cities to make what we ought to have made right here.

The factories on the coast are anxious to go ahead-to enlarge, to employ thou-sands more of men. But the territory in which they can sell their output is limited to this coast alone, in almost every case. They cannot compete with big Eastern manufacturers. They cannot sell in the Eastern markets. In many cases, they have not the large amount of capital to advertise extensively, even in this, their home territory. They cannot go into the papers and magazines and convince you that the goods they make are as good if not better, as cheap if not cheaper for you to buy, as Eastern made goods.

We know it is the desire of almost every family on the coast to boost for coast made goods, because it helps every family living here. It means better times, more money for everyone, better property values and increased prosperity if we can make our own manufactured articles from our own raw products and keep the money circulating among ourselves.

In the past, however, it has been impossible for us to know the Pacific Coast made products. We could not ordinarily tell whether what we wanted was made on the coast. To let everyone know plainly, in advance, whether a product is made on the coast, manufacturers are now uniting and using the stamp which is shown here to designate a coast made article. Whatever you wish to purchase, ask for such an article bearing this stamp. Almost everything you can think of that you may need is made on the coast and made well. If you boost for it, the result will be that such factories making such products can grow, can give work to more people; can help YOU to better times

Better Living Conditions for All

Show this article to your friends. Tell them what it means to everyone on the coast. Explain to them how it means money in their pockets if they will Demand this stamp on every article they buy.

Ask your dealer to show you this stamp on the goods he wants to sell you. Remember, every time you insist on an article bearing this stamp, you are helping several Pacific Coast families_Your Own, and all those interested in that product.

DEALERS: Ask your jobbers to supply you with goods bearing the Pacific Coast Products Stamp. Your customers will be asking for them.

Special Prize Contest

Win Part of This \$10.00 Each Month

Write a story of not to exceed 500 words on the following subject: "HOW THE PACIFIC COAST IS PROFITED BY BOOSTING FOR COAST MADE GOODS." Send in your story not later than the 25th of the month, together with two stamps cut from coast made goods. The stamps will be like the one shown herewith, though they will be of different sizes. Prizes will be awarded and announced the first of the next month. First prize, \$5; second prize, \$3; third prize, \$2.

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