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## Most

## business problems are sales problems

Production presents real problems from time to time. But a vast majority of business problems today are sales problems.

Invention, standardization, power development, machinery, have made most production problems matters of routine solution.

No matter what kind of business you are in your biggest problem is the sale of your wares.

Good printing will help you sell your goods. You may doubt that fact, you may ignore it, but unless you are going to use the printing press to help your sales, you might as well drop out now.

The printing press produces selling impulses at the lowest price at which selling impulses can be produced.

You need these selling impulses. Don't try to do without them.

Most business problems today are sales problems.

S. D. WARREN COMPANY • BOSTON

Warren's Standard Printing Papers
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One of Portland's Oldest Clothing
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We Are Willing and Ready to Lose a Fortune in Order to Take the Loss Necessary for the Sake of Immediate Clearance! MEN! WATCH FOR ANNOUNCEMENT IN
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## YOUR SPINE

The Cause of Your Ailments

## "


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 LOOK AT THE RESULT Tho

 DONT SAY YOUR CASE IS HOPELLSSS AND INCURABLE

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