

## THE "WELCOME" ON THE DOORMAT

"What I might have done," is a phrase that is kept on ice in the morgue of vain regrets.
It is the pet alibi of the failure who insists that opportunity in knocking must ,stumble over the "Welcome" on the doormat as well.

> Years ago the Common Stock of the Beech-Nut Packing Company went begging in its home town of Canajoharie, New York. There were too many who knew the officers when they were in the hay or cremery business who had no patience for what they called "fandangled notions." These same croakers who were so busy making close har mony in the anvil chorus had the doubtful pleasure in later years of watching some of their neighbors with vision sit b ack and enjoy almost incredible dividends on Beech-Nut Common Stock. Last year a Preferred Stock issue for three million dollars was offered by the Beech-Nut Packing Company. The doubting Thomasses fought for a place in line and the who le amount was over-subscribed in less than a week.

But not a cent of Common Stock was offered. Common Stock or convertable Preferred Stock is the reward of faith and vision, and, like opportunity, rarely comes but once.

The Phez Co. offers you your opportunity now.

Phone 204, or write Promotion Department<br>The PHEZ CO.

