# The McLean News 


NEEDLE CRAFT CLUB
The Students Making


We the undersigned firms of McLean are inaugurating a DOLLAR DAY, which will be Tuesday of each w for the thrifty shopper whereby you can save many dollars, as you have Dry Goods, Groceries and Hardwa
for this one day. Visit McLean on next Tuesday and you will make your arrangements to be here each Do

Supplement to THE McLEAN NEWS, Friday, January 28, 1921.

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|  |  | J. Lee Turner |
| New Produce House | Meet Your Friends |  |
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| Bowen Produce Co. | tle Buyers |  |
|  | February |  |

THE McLEAN NEWS, FRIDAY, JANUARY 28, 1921.
ADVERTISING TALK
The following is an advertising
talk sent out in the form of a circu-
lar letter mailed out by the Inter-
national Harvester Co, to their
dealers:
"A firm in this country is spend-
ing thousands of dollars, using full
page colored ads in the Saturday
Evening Post, advertising so com-
mon a thing as a shovel. Another
firm has spent thousands in popu-
larizing a hairpin, until almost ev-
ery woman has a handful of them.
"Yet there are some dealers who,
when approached on the subject, still
maintain that advertising doesnt
pay,
"When the hardest business heads
in the country are depending more
and more on advertising to sell
goods, there is only one conclusion
to be drawn: POOR advertising,
and NO advertising, is what does
not pay.
"Do you recall the time when
Pearline ad Sapolio were the only
soap compounds you ever heard of,
and "Sunny Jim" Force was the
only breakfast food you could re-
member to ask for when you went
to the grocery? Where are they now?
"They got so big that they 'didn't need to advertise,' and the pub-
lie forgot that they ever existed. "If you have ever come to the pay, analyze the situation and see where the trouble lies, and whether you have given it a fair show; whether you have made your ads really say something, kept it "up
persistently, or possibly overestimated the results it would bring. "Once in a while a dealer has the idea that if he runs a single ad of any description, it has failed of its purpose if it doesn't fill his store with customers.
"Only a limited class of advertising, of a highly specialized nature, is intended to do this.
"In your line of business, it is well to remember that primarily,
ADVERTISING DOESNT SELL ADVERTISING DOESNT SELL GOODS; you are not running a
mail order house. But if done mall order house. But if done
right, it will make it easier for you to sell them.
"And local advertising doesn't jerk, it is the slow, steady pull that in many cases you cannot even race, but if persisted in will build "Good advertising always surely. "Good advertising always pays;
poor advertising is a losing proposition from any point of view, and it rests with you whether yours is as an asset or a liability."
FEEDING TEN-CENT HOGS N FIFTY-CENT CORN SHOULD MAKE MONEY

> From the writer's experience, I know of no time when the pure bred hog business should be so inviting as it is today.
> There never has been a time in the last ten years when hogs could be fed at a profit on the pork market as well as they can today, even though market hogs go down to from 8 cents to 10 cents. The country is loaded with feed, and we have no ensh market for such feed, and there is no question but that corn will settle to about 50 cents a bushel, with kafir in proportion, and


| rections are given. Subsequent care and attention is treated and then comes a discussion of tree troubles and remedles. Various pests are considered and sprays or other remedies for tree troubles are reccommended. Tree repair work is briefly mentioned with a descriptive cut showing methods of pruning, bracing and concrete filling. <br> A set of city ordinanices is suggested to be used by towns which desire to put the shade tree work on a firm footing. <br> At the end is a list of Texas nursery dealers which should be helpful where nursery stock is desired. Many of these nurseries is. sue descriptive catalogs, which may be obtained by writing them. <br> Mr . Siecke announces that he expects that the distribution of this bulletin to greatly stimulate tree planting in Texas municipalities. <br> W. L. Brooks, manager of the McLean Gin Co., spent the week-end in El Reno, Okla. <br> Frank Bailey of the Heald community was in the city Wednesday. <br> L. H. Webb was in from his ranch near Mobeetie Wednesday. | A DINNER PARTY <br> Mr. and Mrs. T. J. Coffey entes tained with a 6 o'clock dinner Tusday. The following guests wer present: Messrs. and Mesdames L F. Coffey, Oscar Alexander, Lathm McCombs and Emmett Thompton. <br> Walter McAdams and Devt Burks went to Cheyenne, Odh Friday. <br> Miss Mary Billingslea of Als reed spent the week end with hoer folks. <br> Nat Wood and son were in frat their ranch near Clarendon Satw day. <br> The News and Dallas Semi-Week Farm News, both one year, $\$ 2.25$. <br> Come to McLean to live. <br>  <br> Job Printing <br> Done Like You Want It at The News Office |
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## A Coupla

 DollarsEasy Money for the Right Boy


Up in your garret and down in your cellar there are lots of things that are not going to be used any more.

Make a list of all these things and advertise them for sale in THE NEWS.

Someone can use the old fourniture, books, etc., and will pay a fair price for them. Talk to mother about it tonight. Ask her to let you make this extra money.

Bring your ad to The News office.

## The McLean News

"The Great Want Ad Store"


We the undersigned firms of McLean are inaugurating a DOLLAR DAY, which will be Tuesday of each week. This will be a day for the thrifty shopper whereby you can save many dollars, as you have Dry Goods, Groceries and Hardware priced especially for and see the many bargains offered for Tuesday Only you will make your arrangements to be here each Dollar Day. Read each ad, and see the many bargains offered for Tuesday Only -DOLLAR DAY!

at Bundy-Hodges Mercantile Co's.


For One Day Only We Will Offer the Above Genuine Bargains

WATCH FOR OUR DOLLAR DAYS

## Bundy-Hodges Mercantile $\mathrm{C}_{0}$.

at Haynes Grocery Co's.

10 Pounds Granulated Sugar, worth $\$ 1.10 \quad \$ 1.00$
10 Pound Pail Koo-Koo Syrup, regular at \$1.25, \$1.00 6 Large Packages Post Toasties, worth $\$ 1.20 \quad \$ 1.00$ 8 Large Cans Tomatoes, regular at $\$ 1.60 \ldots \$ 1.00$

THESE ARE GENUINE BARGAINS, AND THESE PRICES WILL ONLY BE MADE ON DOLLAR DAY

## HAYNES GRO. CO.

WATCH FOR FUTURE DOLLAR DAY ADS PHONE 23

McLEAN, TEXAS


## at Forbis, Stone \& Co's.

SEWING WEEK
10 yards Outing, Dollar Day only
10 yards Gingham go on Dollar Day for
10 yards Bleached Domestic for just
8 yards Cheviot Shirting, Dollar Day
6 yards best Percale, yours Dollar Day for 3 pairs Ladies Lisle Hose, Dollar Day Many Other Articles

$$
\begin{array}{rrr}
12 & \text { Men's Handkerchieves for only } & \mathbf{\$ 1 . 0 0} \\
1 & \text { Necktie, yours Dollar Day for just } & \mathbf{\$ 1 . 0 0} \\
1 & \text { pair Leather Lined Mittens, only } & \mathbf{\$ 1 . 0 0} \\
5 & \text { pairs Lisle Socks, Dollar Day for } & \mathbf{\$ 1 . 0 0} \\
12 \text { pairs Canvess Gloves, yours for } & \mathbf{\$ 1 . 0 0} \\
10 & \text { Blue Handkerchieves, Dollar Day } & \mathbf{\$ . 1 0 0} \\
& 10 & \text { Solid Leather Belt, Dollar Day only } \\
& & \mathbf{\$ 1 . 0 0} \\
& & \text { Laundered Collars, Dollar Day } \\
& & \mathbf{\$ 1 . 0 0}
\end{array}
$$ Our Half Price Sale Is Going Good

but these articles are priced especially for Next Tuesday, and are wonderful bargains
Forbis, stome CO Co. the quality store

## It's 'tincifuesday' at

## McLean Hardware Co.

Dollar Day at our store will be called "THRIFTUESDAY" this week, for we will begin on this weekly event by offering to the thrifty buyers of McLean not an opportunity to save merely cents on dollar purchases, but as much as fifteen big round dollars in some cases. It has always been true that "fifteen dollars is fifteen dollars," but such a saving means much more with the present scarcity of money. The wholesale price of Stoves is still going up, and is not expected to come down soon.

Round Oak Range, worth $\$ 150.00$, Dollar Day ....... $\$ 135.00$ Rock Island Range, white enameled splasher and white
enameled oven door, worth $\$ 150.00$, for only $\$ 135.00$ Rock Island Range, worth $\$ 140.00$, Dollar Day for ... $\$ 126.00$ Riverside Aerduct Heater, worth $\mathbf{\$ 7 5 . 0 0}$, Thriftuesday, $\$ 67.50$ Riverside Hot Blast Heater, worth $\mathbf{\$ 6 8 . 7 5}$, going for ... $\$ 60.00$ THESE PRICES ARE FOR CASH ONLY

## McLean Hardware Co.



## The Burglar's Billy

 vantage but we rather belPOWER OF PERSUASION. turnes you make

ERWIN DRUG COMPANY the Rexall store

Let The News Print Your Public Bills-Good Printing Brings Bidd

## IF YOU ARE FIGURING

on Building a Home, or Improving Your Home, we Want You to Figure With Us on the Material. Our Stock Is Complete and We Can Meet Your Requirements PROMPTLY and SATISFACTORILY. Just Recenved a Shipment of Corrugated Galvanized Iron ANYTHING IN BUILDING MATERIAL

Hardware, Posts, Fencing, Barbed Wire, Etc., and Niggerhead Lump and Nut Coal. Phone us your Orders.

## Western Lumber Co. <br> PHONE 4

## The Growth and Strength of this Bank



## THE CITIZENS STATE BANK

CAPITAL AND Struplus bank
sas,

Springtime Will Soon Be Here
and you will want that Ford in good ning shape, so bring it to us while we h plenty of time to work it over and ready for the rush, which is sure to foll the dull times.

You will find our stock of everyth complete and at prices in keeping present conditions.
We have a few Fords on hand for mediate needs.

## Bentley Motor Co.

Ford and Fordson
Sales and Servi

