# WHAT ARE YOUR NEEDS ?

With the first returns of crops, business is beginning to pick up for the farmer, and what effects the farmer reacts on the business and professional men.

Are you well supplied with your various printing needs ? Are you ready to meet the busy season? Have you plenty of letterheads, note heads, bill heads, statements, envelopes, etc. ? Better order fresh supplies, even tho you may have some yet on hand---it is dangerous business to cut too close.

Whatever your business needs may be---folders, catalogues, shipping labels. tags, etc., we can fit you up nicely. Our work is right, our prices are reasonable; we are on the job when it comes to quality, price and speed combined. Let us estimate on your next job.

# WHAT ARE YOU SELLING ?

If you are selling something you want people to buy it. In order to buy it they must know about it. Try advertising blotters and fans for stores and homes. Keep your wares constantly in people's sight---carry an ad in The American Union. It pays to advertise, this has been proven time and again, at the expense of the short-sighted man who didn't, and failed, and the gain of the far-sighted man who did and increased his business by a large per cent. Which are you ?

## The American Union

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