

# Who in Business

## Being a Few Serious Chords From the Harp

W. S. THOMAS  
Hardware Store

It is not possible for a dishonest or inefficient merchant to stay thirty years in a city of this size. Long before that time he would have closed up, swamped by financial difficulties, or forced out of business by loss of trade. W. S. Thomas has been in business here for that long period. Therefore, the only conclusion to be drawn is that Thomas is efficient, that he knows the hardware business, and that he is on the square. In other words he practices correct business principles.

Well then, you people of this fertile patch called Johnson County, take notice. You are able to get from Thomas' Hardware all that a reasonable man can expect. If you want more than a square deal it is because you want to do someone. In that case go to someone else, some one who will probably do you in good shape.

Thomas has two business virtues, efficiency and reliability. That is why he stands on the old corner of Dubuque and Washington streets holding forth a business record anyone might be proud to hold.

Sons Enter Store.

This thirty years promises to stretch out double because Harold Thomas is now preparing to work in the store after several years of valuable experience as a traveling salesman.

His other son, Will, has been with him several years.

This combination of business experience, hustling young blood and modern ideas is sure to spell continued success for Thomas' Hardware Store.

The Sharples Milker

It happens, somehow, that a farmer will polish off tasks he is accustomed to do, no matter how difficult they may be, and be perfectly contented. He will plow corn all day and then crank an auto all evening in blissful enjoyment but he would rather serve a term in jail than milk four cows. Enter the Sharples Milker. I cannot go into detail about this milking machine. You can get all the facts from the Thomas Hardware Store. They can explain how it can be made to work on a few cows and how the units can be added to handle a big herd. The milking machine has been proven not only equal but actually superior to hand milking.

Thomas will sell a two-unit outfit, installed ready for use at the low price of \$288.

Every farmer admits there are big profits in dairying but, as stated before, he don't like milking. With the new creamery ready to handle large quantities, a small herd of milkers feeding on Iowa's green hills, a Sharples milker in the barn and any Johnson county farmer can add \$500 a year to his income.

Adv.

—THE HARP