# Che Sunforis Batily Herali <br> IN THE HEART OF THE WORLD'S GREATEST VEGETABLE SECTION 



\section*{№ Phones, No Delivery, No Charging, No Overhead Expense, No restrictions as to how much you purchase <br> 

## STEMPER \& COMPANY

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## SOCIETV ${ }^{\text {matang }}$

## LOCALS



Sanford Daily Herald The Herald Printing Co




## Major General Shanks recently vis. ited Gninesville and the University of

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GET FORTUNE FOR HIS BOUT

BROWN MULE
SMITH ENDS HIS CAREER HERE

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$\mathbf{V}^{\text {ERIFY }}$ for yourself the dependthese letters.
Ask any Oakland owner what he thinks of his car.
Step into an Oakland showroom and get the new booklet "Evidence" which gives these letters, and scores of others, epical examples of the hundreds in our files.
Do you wonder that Oakland is able to give a written 15,000 mile engine guarantec, not duplicated by any other manufacturer, and in the definite gauge by which to measure actual car value!

KENT VULC. WORKS


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Oakland 6




Daytona Again
Defeats Saints by
Their Hard Hitting


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May 7th to 12th SANFORD PAINT STORE
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## Seminole Cafe

112 SOUTH PARK AVENUE
NOON TILL B:30 P. M
$\$ 1.00$
SUNDAY, MAY 6TH
$\$ 1.00$


## In New Location

We have moved our offices to the sec ond floor of the new Puleston-Brumley Building

DR. RALPH STEVENS
DR. S. PULESTON
DR. J. N. TOLAR
DR. H. H. McCASLIN

## "It Pays to Swim With the Current"

This is about two spark plugs. At the moment they are lying on the sales manager's desk in the establishment of a large_middle-western hardware jobber.
One spark plug bears a name known wherever automobiles are used, the ther a name seldom heard.
Both, says the sales manager, are good plugs. On the score of quality they run neck and neck.
"But," he adds, "we are discontinu ing thits lline"-ind he holds up the plug of unfamiliar name. "Yes, and our discount on it is larger, too."
"What's wrong with it? Not a thing. It's a good plug-mighty good plug, but-no one knows about it. It isn't advertised-the other one is. The demand is for the advertised make. And we've learned it pays to swim with the current, not against it."

More and more jobbers in every line
of business are learning every day that
it pays to swim with the current popular demand.
"Our job," said one jobber, "is to supply markets, not create them. Let the manufacturer make a market for his goods, and we will handle it.'

Said another-"Our salesmen carry a catalog with thousands of items in it. They haven't the time to push unadvertised goods. Their work is principally taking orders."

If you go among these wholesalers to day to introduce a new product in com petition with merchandise nationally advertised, unless the article is exceptional, you will be met eyerywhere by the injunction: "First go out and get a reputation for your goods through advertising.

The wholesaler knows by actual contact with dealers how they value speed of turnover, goods which move with a minimum of effort, goods people know about and ask for

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