

CONTEST NEARS CLOSE

Hard Work Now Will Win

First Prize
In CASH **\$200**

Second Prize
In CASH **\$50**

THIRD PRIZE
IN CASH **\$25**

FOURTH PRIZE
IN CASH **\$10**

CASH COMMISSIONS
TO ALL THOSE WHO FAIL TO WIN
ONE OF THE PRIZES OFFERED

Everybody Wins!

SO THAT EVERYONE WHO ENTERS THE "SALESMANSHIP CLUB" WILL BE PAID FOR THEIR EFFORTS 20 PER CENT CASH COMMISSION WILL BE PAID ON ALL SUBSCRIPTIONS TO THOSE WHO FAIL TO WIN ONE OF THE PRIZES OFFERED. THUS EVERYONE WILL BE COMPENSATED FOR THEIR SPARE TIME. IN ORDER TO QUALIFY FOR THE COMMISSION PAYMENT OR A PRIZE, THE CONTESTANT MUST REMAIN ACTIVE UNTIL THE END OF THE CAMPAIGN BY TURNING IN AT LEAST 2 SUBSCRIPTIONS EACH WEEK. SEND IN YOUR NAME TODAY. SPARE TIME IS ALL THAT IS REQUIRED.

VOTE SCALE AND SUBSCRIPTION PRICE

1 YEAR	\$ 1.00	1,000 VOTES
2 YEARS	\$ 2.00	5,000 VOTES
3 YEARS	\$ 3.00	10,000 VOTES
4 YEARS	\$ 4.00	20,000 VOTES
5 YEARS	\$ 5.00	50,000 VOTES

2,000 BONUS VOTES WILL BE CREDITED ON EACH NEW SUBSCRIBER

How Prizes Are To Be Awarded

TO THE "SALESMAN CLUB" MEMBER HAVING TO HIS OR HER CREDIT THE LARGEST NUMBER OF VOTES AT THE END OF THE CAMPAIGN WILL BE AWARDED \$200 IN CASH; SECOND HIGHEST WILL BE AWARDED \$50 IN CASH; THIRD HIGHEST WILL BE AWARDED \$25 IN CASH; FOURTH HIGHEST WILL BE AWARDED \$10 IN CASH. ALL OTHERS WHO REMAIN ACTIVE UNTIL THE END OF THE CAMPAIGN WILL BE PAID A 20 PER CENT CASH COMMISSION ON ALL SUBSCRIPTIONS THEY SECURE IN CASE THEY DO NOT WIN A PRIZE. THUS, EVERYONE WILL BE PAID FOR THEIR TIME.

NOMINATING COUPON

Good For 20,000 Votes

Name

P. O.

Street or Route No.

ONLY ONE COUPON CREDITED TO EACH MEMBER

RULES OF CAMPAIGN

Any person who is of good character and a resident of the territory in which The Harrington Journal circulates is eligible to take part in the "Salesmanship Circulation Campaign. Persons may nominate themselves or anyone else by filling in the nomination blank with name and address, or nominations may be made by telephoning the manager and giving name and address.

No salaried employee of The Harrington Journal or any of an employee's immediate family will be permitted to take part. However, correspondents are eligible to take part. The campaign is for individuals only. Votes or credit will be issued on paid subscriptions, new or renewals, to The Harrington Journal, VOTES POSITIVELY CANNOT BE PURCHASED. ALL SUBSCRIPTIONS MUST BE PAID FOR BY THE SUBSCRIBER. GROUP BUYING OF SUBSCRIPTIONS WILL NOT BE PERMITTED. ANYONE SO DOING WILL BE DISQUALIFIED AT THE DISCRETION OF THE MANAGEMENT. ALL SUBSCRIPTIONS MUST BE ACCOMPANIED BY THE SUBSCRIBER'S NAME AND ADDRESS.

Votes are not transferable. One contestant cannot withdraw in favor of another contestant. Should any contestant withdraw from the campaign for any reason, his or her votes will automatically be cancelled. The giving or transferring of subscriptions from one contestant to another will not be tolerated. Any person or persons doing so, may be disqualified at the discretion of the management. There is just one way to get votes—by securing paid subscriptions to the Harrington Journal and the nomination coupon. Cash, checks or men-

ey orders must accompany all subscriptions where votes are credited. Contestants may secure subscriptions anywhere they choose. Subscriptions should be turned in at the office as soon as practicable.

All matter printed elsewhere in this issue relative to the campaign is hereby made a part of the rules and regulations governing it. Any question that may arise during the campaign will be decided by the manager, and decisions of the Harrington Journal will be final. No statement by any solicitor or other persons varying from the printed rules will be recognized by the management. The campaign will begin with the first list of contestants' names and end four weeks from the following Saturday. The judge's awards will be final.

In case of a tie, duplicate prizes will be given those polling the tie votes. This newspaper reserves the right to correct mistakes or typographical errors, and make any additions to these rules that may be deemed necessary to the welfare of the contestants and to the Harrington Journal. Right is reserved to add to the list of awards announced, or add extra prizes of any nature. Persons who enter or take part in the campaign bind themselves by these rules.

The Harrington Journal reserves the right to reject any nomination. The awarding of the prizes at the end of the campaign will be made by representative business and professional men of this section.

Address all nominations and communications relative to the campaign to the Harrington Journal, Harrington, Delaware.

The Harrington Journal

Salesmanship Club