



Who Said

DOES IT PAY?

Advertising has made the Victrola dog famous.

It has made the cash register a big brother to retailers all over the world.
It has introduced the world to a substitute for sole leather.

It is displacing the draft horse with 40 horsepower trucks.

It has hepled you to appreciation of Stetson hats, Walkover, Douglas and Emerson Shoes.

It has made the hand-written letter an oddity in business.

It has put hair oil on heads where no hair oil would no any good and on heads where no hair oil was needed.

It has put Castoria down your throat, left bristles in your gums, and then came along with a Rubber-set and took them out.

It has put Sozodont, Pebeco and Pepsodent on your teeth.

Advertiisng has put a Gillette against your hayfield.

It has put Arrow collars around your neck and Ingersolls around your wrist.

It has put Murine in your eye, sold you Cuticura for pimples, Pears for the bath, and Ivory for the tub.

It has jammed your feet in Holeproof sox, put Paris garters on your legs, and Tiffany rings on your fingers.

It has stuck Robert Burns cigars between your teeth, worn out your jaws on Wrigley's and posted you on what to buy to cure corns, warst, bunions and ingrowing toe nails.

Go anywhere you want to, do anything you wish, and advertising has had a hand in it—absolutely.

And then some people ask "DOES ADVERTISING PAY."

Consult Advertising Department of the

CHATHAM RECORD

Pittsboro, North Carolina

