THE DALLY FREE PRESS




NEW YORK OFFICE- 30 E. 42d St, Mr. Ralph R.
Mulligan, in sole charge of Eastern Dapartment. Filen Mulligan, in sole charge of En
of The Frees Press can be seen



## exe




## T. W. Mewborn Co.



## Tailor-Made

## Advertising

One great fact must be remembered by advertise. The advertising plan must fit the business to which it is applied. There are no ready-to-wear advertising plans; each one must be tailor made.

The purpose of advertising is to increase business and not to relieve any one of his arduous duties. The manufacturer's salesman who regards advertising as a substitute for his own efforts has missed the point. His efforts are needed more than ever to support the advertising and put it across. His reward is larger sales.

Likewise, the merchant who chooses the advertised brands because they are "soft and easy" selling, has overlooked the essential idea. Certainly they sell easier; but this is not the big important
truth. Rather, he should see that the
manufacturer's advertising is an instrument put into his hands for increasing his volume and speeding up his turnover. Looking at the matter in this light, he will bend every effort to co-operate
with the advertising and seek to make it pay him additional profits.

Advertisng is not a form of perpetual motion that goes on forever without human assistance. The biggest problem any man has to settle after he has determined to advertise, and decided how to advertise, is this: How can I use my advertising so as to get the most out of it? Without close-linked co-operaton t dissipates its force into air.

It must be hitched on to a business properly. Then it must be utilized with in telligence. When these conditions are fulfilled it does a type of work for

