Take Place

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ED TH L. PARKER

Study Japan At Meeting

Auxiliary To Hold Baked-Goods Sale

Vill Sponsor Missionary Group To Windsor Baritone And Local Artists At Church Study Japan At On Varied Program At Baptist Parch







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BOOKS . . STATIONERY . . GIFTS

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DEVON GABLES TEA ROOM

NOW OPEN DINNERS

LUNCHES

SPECIAL PARTIES

"BECAUSE IT'S BETTER"

BY HENRY T. EWALD

President, Campbell-Ewald Company, Detroit

Merchandise is advertised because it is better-also, it is better because it is advertised.

That is neither a paradox, nor a wise-crack. It is a truism.

The influence of advertising is two-fold. It reaches out into the world, and sways public opinion in favor of a worthy product. It reaches back into the factory and inspires the manufacturer, the shop foreman, and the humblest workman to build better and better and still better value into the product.

It establishes a standard of quality that leads the buyer to expect much, and that impels the maker to measure up to the expectation.

To this extent then, merchandise is advertised not only because it is a better product—but it actually be-comes a still better product because it is advertised.

Consistent advertising is the manufacturer's pledge of quality. It is a visible proof that he has faith enough in his product to back it with his name-and with his money.

People know instinctively that a product so sponsored is worthy of their confidence. They prefer it, nat-urally, to its unheralded, unsung competitor.

Advertising cannot work miracles. It may sell inferior merchandise for a short time, but it cannot keep on selling it. When you see a motor car, or a breakfast food, or a fountain pen advertised consistently, year after year, you know that it is a good product and that it is giving satisfaction. You buy it with confidence, and you are seldom disappointed:

Advertising is educational in its influence. It carries the news of business into the far-flung corners of civilization. It displays the new styles on Main Street the same day that they make their appearance on Fifth Avenue. It makes familiar to millions of people, the names and trade-marks and qualities of innumerable prod-

It makes it possible for the woman in Tuscon or Bangor or New York to shop with equal confidence, knowing not only what she wants, and what it will cost, but what she can expect from it, in satisfaction and service.

No time is lost in guessing. The buyer knows from long experience that advertised products must be dependable, or they could not continue to be advertised.

IN TIMES LIKE THESE - YOU NEED AUTOMATIC and here's a SPECIAL OFFER that brings it to you COOKING A NEW MODEL "A-B" AUTOMATIC eatures SAVES MONEY FOOD-WORK TIME_ FUEL! A Few Cents A Day for Gas Brings Real Savings! Cooking expenses are less, results are better, and real savings are POWER COMP