



> Dr. Lyon's Lentior

# The Tailor Who Paid Too Much 

by Herbert Kaufman

was buying a cigar last week when a man dropped into the

fitar
"Enterprising fellow, that, he'll get along.
But he won't." I replied, " and, furthermore, I'll wager you
"His iden ," I explained, "he's relying upon word
"His ideas are wrong," I explained; "he's relying upon word
mouth publicity to build up his business and he can't interview enough individuals to compete with a merchant who has sense
enough to say the same things he told you to a hundred thousand men while he is telling it to one. Besides, his method of advertis
ing is too expensive. Suppose he sees a hundred persons every
asive. Suppose he sees a hundred persons every
all he is robbing his business of its necessary direc-
and besides he is spending too much to reach every, man h
What makes you say that 9 "
Well, as the proprietor of a clothes shop his own time is so "Well, as the proprietor of a clothes shop his own time is so
valuable that I am very conservative in my estimate when I put
the cost of his soliciting at five cents a head
"Now if he were really able and elever he would discover that he can talk to hundreds of thousands of people at a tenth of a cent
per individual. There is not a newspaper in Chicago the adver-
ising rate of which is $\$ 1.00$ per thousand cireulation tising rate of which is $\$ 1.00$ per thousand circulation, for a space big enough in which to display what he said to you.",
"I never looked at it that way." said the cigar man
It's only "the man who hasn't looked at it that way", who
hesitates for an instant over the advisability and profitableness Newspaper advertising is the cheapest channel of communication ever established by man. A thousand letters with one-cent stamps will easily cost fifteen dollars and not one envelope in ten wastebasket.
If there were anything cheaper rest assured that the greatest
merchants in America would not spend individual sums ranging up to half a million dollars a year and over in this form of attracting trade.

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