

BRIEF CITY NEWS


COLOMBO GETS LIFE TERII


Easter Glove Specials FOR WOMEN
Extraordinary Baratains in tridar anvo sativear onir ar ano savivoar our
 hanemand


To Chicago
THE CHICAGO SPECIAL-Is available for al ment for general travel as can be assembled in
$\qquad$ in charge of a special electrical engineer from some and as comfortable as modern car building can make them. They are in charge of disci
plined porters. The standard sleepers, the li brary observation cars are of the latest pat-
terns. There are no handsomer dining cars than anywhere better dining car serv
The departure is $6: 30$.
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## Bulington

## Cato's Follow-Up

## System

## By Herbert kaufman

If a man lambasted you upon the eye and walked away and
ited week before he repeated the performance, he wouldn' ort you very badly. Between attacks you would have an opporurt you very badly. Between attacks you would have an oppor-
unity to recover from the effect of the first blow.
But if he smashed you and kept mauling, each impact of his ist would find you less able to stand the hammering, and a halfNow advertising is, after all, a matter of hitting the eye of
the publie. If you allow too great an interval to elapse between insertions of copy the effect of the first advertisment will have
worn away by the time you hit again. You may continue your
scattered talks over a stretch bf years but you will not dive the same benefit that would result from a greater concentration. In other words, by appearing in print every day you are able to get
the benefit of the impression created the day before, and as each piece of copy makes its appearance the result of your publicity
on the reader's mind is more pronounced-you musn't stop short Persistency is the foundation of advertising success. Reguarity of insertion is just as important as elever phrasing. The
nan who hangs on is the man who wins out. Cato the Elder is an example to every merchant who uses the newspapers and
hould be an inspiration to every storekeeper who does not. For
wenty years he arose daily in the Roman senate and cried out for twenty years he arose daily in the Roman senate and cried out for
the destruction of Carthage. In the beginning he found his conthe destruction of Carthage. In the beginning he found his con-
ferees very unresponsive. But he kept on every day, month after month and year after year, sinking into the minds of all the neces-
sity of destroying Carthage, until he set all the senate thinking upon the subject and in the end Rome sent an army across the
Mediterranian and ended the reign of the Hannibals and Hamilcars over northern Africa. The persistent utterances of a single The history
vertiser who does not let a day slip by without having his say is bound to be heard and have his influence felt. Every insertion of
copy brings stronger returns, because it has the benefit of what copy brings stronger returns, because it has the benefit of what
has been said before, until the public's attention is like an eye has been said before, until the publie's attention is like an eye
that has been so repeatedly struck that the least touch of sugthat has been so repeatedly
gestion will feel like a blow.
milk comes from healthy cows. Which would you

