

Be "different" ---Wouldn't you world where ev-
eryone looked alike; dressed alike; talked alike; were alike? _--YET many of
you are content to
let your advertising copy look like the "other fel-
low's," every day, same size, same
type, same drowsy impossible talk
--1 at times write
advertising for a
dozen different concerns, but each
ad looks and sounds as though
written by a different man.
-How do I do it? ---That's my sechired.
T. Tohy Jacohs "He Writes Ads' 1012 N. Y. L. Bldg.



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${ }^{\circ} \mathrm{BABY}$ MINE ${ }^{99}$
pain of maternity; this hour
only made less painful, but
nausea and other distressin
is prepared for the cosin
MOTHERS FRIEND

