# Bowtor，133 ontire Perree BTFFALO， 45 Sorth Division Sureet Philamelpha，zoo south Tenth strei  CTSCINXATL．18s． 130 Opera Place ATLAXTA，a3 Eat Mithell street <br> ADVERTISING DEPARTMENT <br> 45 AND 47 PARK PLACE，NEW YORK <br> CHICAGO， $\begin{aligned} & \text { sso } \\ & 171 \\ & \text { Jackson Boulerard，} \\ & \text { Washington street }\end{aligned}$ <br> indianapouis， 117 west Georgia street ST．PACL， 41 Fast Third Stree OMAHA， 1007 Farnam Strret DES soINES，zo3 West Second street DETROIT， 24 Woodbriage struet Enat PORTLAND，ORE．，18．20 Front Street SAN FRANCISCO，218 Spear Street <br> telephone，esoo barclay <br> September 21st， 1910. 

Oudahy Packing Company，Omaha，Neb
What advertising you have done has been good．But of course
Gentlemen－You have a good cleanser－a household necessity．You have an attractive package．Women of the country We can lead the way for you to put Old Dutch Cleanser on the kitchen tables and sinks of tens of thousands of homes．
It is a simple way，an easy way，a productive way for you，and an economical way．
Though the metropolitan dailies，billboards，the street cars and the magazines are good advertising mediums，they do not equal in pulling value，in real selling power，the home print country weekly and daily papers．

Of the ninety odd millions of people in this country fewer than twenty millions live in the large cities，some ten millions travel，and in a town of 5,000 people not more than three or four hundred magasines are sold．No doubt you have thought of this，but you do not know how to reach the vast army of people without exhorbitant cost and the loss of much time．

It is curious that you and other great national advertisers have not used more extensively the greatest business producing mediums in the country－viz，thy home A fow lines of history：The
A few lines of history：The American Press Association has been furnishing news materials to more than 10,000 newspapers for thirty years．
Recently we became interested in the advertising business．We have long thought the weekly and country daily papers did not get their just share of foreign offices reaching from coast to coast，to band together the weekly and daily papers．
This we have done，and we are now prepared to place your advertisement in 3,000 papers throughout the United States－place it in any section of the ccuntry and we will do all the work．Furthermore our rates are just and we can guarantee that lower rates cannot be obtained
It would take months of work and correspondence to arrange such a widespread campaign of publicity．There is，however，no excuse for further delay on your par morican Press Association will show you the way and give you a personal introduction to almost every housewife in the land outside of the big citie

We will send out your advertisement in plate form if you want it．We make the plates，send them to the papers with complete instructions for insertion We heck and give you proof of publication．And we pay each paper cash．

In the past the advertising agencies or national advertisers have been forced to write countless letters to secure rates from the papers．Now this has all been done away with．We have a booklet giving a list of our papers，circulation rates and complete information．A copy of this we have sent by mail．Look it over．Inspect it


Recently some of the greatest advertising experts in the country have gone on record as declaring the home print country weekly and daily papers were unequaled for real selling power．Arthur Brisbane has written in the Hearst papers an editorial that shows how much he believes in the advertising value of country papers．！i， ．Freeman，one of the leading advertising men of the country，has written a similar story．

For any article that is to be used in the home the country weekly and daily offer the greatest selling power to a national advertiser
Are you willing to be convinced？
Are you willing to be convinced？$\quad$ Iours truly，AMERICAN PRESS ASSOCIATION，
but we believe in newspaper advertising．

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## A beautiful yarn garment is the result of two things： fine materials and skill．

But the part seldom appreciated is that two－thirds of the skill is that of the men who make the yarns．No amount of skill on your part can correct poor workmanship in the yarn mill．Remember this，and be－ fore you buy yarns learn all you can of the Fleisher Yarns．Send for a sample card． Read the claims and guarantee．Ask wo men who use them．Test them in any way you wish．You are almost certain to arrive at the conclusion already reached by four－ fifths of the yarn－users of the country－ ＂The Fleisher Yarns are the finest，most durable yarns made


When you need yarns buy FLEISHER＇S－there＇s yarn for er they are You can do so with absolute conf dence，for they are guaranteed．Every skein bears tho
trade－mark ticket．Look for it．If it isn＇t there hand back the yarn and insist on a skein properly ticketed．

| A．Mail this Coupon to S，B，\＆B And we will and you FREE a ample card of the Finiaber to obtain a copy of <br> Flelaher＇s Kaittiag and |  |
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