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Little Stories and Talks About Advertising
Showing The Value of Concentration In the face of keen competition, i, large, retailer of
gars (The United Cigar Stores Co.) wanted to introduce new cigar, of the Londres shape, in New England. About $\$ 500$ was spent in advertising in Boston and re negligible. The advertising department conned the matter over and then secured another $\$ 500$. But this time, instead
of advertising in many papers, only one paper was used.


The really interesting question is, Why was the first campaign unsuccessful9 Obviously because IT DID NOT
LAST LONG ENOUGH! The advertising appropriation gave out before it was possible to cash in on the cumula. tive effect of the advertising.
more splendid illustration can be given of the value of a lengthy and concentrated campaign-as com-
pared with a scattered and short campaign.

If your advertising appropriation must be limited,
most cases it is not wise to WASTE IT QUIGKLY in big displays and in many media, BUT TO CONOEN-
THE BEE will be glad to eall and give,
intending advertiners. Phone Tyler 1000 .

## You See the People

 You Like to Meet



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