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for hours over this report, jotted down figures and for hours over this report, jotted down figures and
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Because it necessarily bored.into the very foundations of all American retailing and wholesaling. This report is typical of the work, of our Com-
mercial Research Department. The duty of this Department is to supplement our thirty years of experience with an exact knowledge of today's trade
conditions, markets, channels of distribution, costs, conditions, markets, channels of distribution, costs, profits, methods, tendencies. The Department isnow
making an investigation of the conditions on the making an investigation of the conditions on the Pacific Coast of the automobile industry and of food products. It is conducted by expert investigators, who are not and never have been advertising men. It is
entirely unbiased, interested only in facts to be used entirely unbiased, interested only
to the advantage of our clients.

It is in the same spirit that we maintain a bureau of statistics, a department for copy censorship, a force for the improvement of illustrations and typography, and other facilities for advising on general advertis: ing problems.
The opportunities of the Pacific Coast for na-
tional publicity are vast. But they can be realized, and the handicaps overcome, only after conscientious, study in the light of full and correct information.

The information we have, or will get.
And in the study we are prepared to help to the extent of our power.

Advertising Department
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The Ladies' Homb Journal
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