


YEAR'S WORST TRAFFIC ACCIDENT
One of state's worst automobile accidents of the year drews. Fatal wreck victims for both Union and Wallowa occurred just ease of
men died in the wreckage of their late model auto.
Killed in the tragic mishap were
Chis year it in number of persons killed on the highways. Killed in the tragic mishap were Lawrence William Wil- (The state record was set today, the last day of the year.)
Frederick Allen Leslie and Wesley Ernest An-

## There's A BIG Difference In Coverage

"The trade of advertising is so near perfection, that it is not easy to propose any im provement. But as every art ought to be exercised in due subordinaion to the public good, I cannot but propose it as a moral question to these masters of the public ear whether they do not play too wantonly with our passions." Dr. Sam Johnson

The success of the system of capitalism is based on mass production with mass consumption of goods. Advertising is the catalyst which makes the end-product satisfactory.

Since there is a great deal of competion these days in selling of goods, competition of advertising media for the advertising dollar gets sharper by the day. As competition increases so do professional morals lapse
or disappear altogether and a wayward medium will claim merits for itself that have little or no basis in fact.

The terrific struggle to survive has put some media so far beyond the pale that advertising industries have formed governing bodies to establish rules of conduct and ethics and to organize governing bodies to see that the ethics are adhered to.

Probabiy the most reliable of these bodies is that which was formed for newspapers. It is the Audit Bureau of Circulations. When a member paper claims a certain "ABC" circulaion figure ture for a given period

The auditing is usually done by a different man cach year. He is impartial and thorough The figure he arrives at is accurate. His thoroughness makes it impossible to claim reader The fogure he exist.

Just as there are different qualities of coverage de signed to protect and beautiiy the female human body so, also, are there different types of coverage of adver tising media designed to render sales to the retailer

Paid circulation, attested to by the ABC, is the true measure of worth of an advertising medium . . . it is the "Mink coat" type of coverage in contradistinction to the the real thing.

Paid circulation leaves a stimulating impression. It is read because it's paid for; it's paid for because it's wanted; it is wanted because it's enjoyed. It is a winning combination and requires no lugubrious claims, tricks or quizz contests to penetrate the average, human mind.


