

THE VALUE of the printing matter you use depends on the impression it makes upon your present and prospective customers. Your printing should always be advertising. It should advertise you, your business or profession. It becomes valuable to you as such only when it gives the right impression. Then it tells your story as you want it told. It's effective. It brings the results you desire. It takes more than paper, ink and type to obtain these results. It takes brains, a little extra effort by your printer to create that appearance and strength of composition which forces attention and cash returns upon your printing expenditures. It is known as

"THE SPOKESMAN GOOD PRINTING"