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Interesting News Nowadays in Advertising

48 Hours COSTLY SPACE The Public Pulse Each Manager Knows Spending vs. Earning AN EDITORIAL

ON BUYING

The advertising columns in these days are filled with interesting news, Read them.

Countless facts are being printed which you'll be glad to know.

Advertising appace is expen sive, so it is used in a careful way, Only fasts of importance and facts which have wide interest are inserted. Th. rundis are traced, and advertisezonats which fall to interest do not long appear.

A department store, for instance, assigns to each line a certain amount of space. The cost is charged to the de partment and the manager knows within 48 hours if what he said there was offuezive.

Thus advertisers are consmally feeling the public pillies. They know what inerysts at any time and what Name in a

No advertisements in gen-eral present only offers to which numberiess people ra-

"alurent advertisements are

many lines are establishing a new price basis. Enormous crifices are being made in these readjustments.

And the economic history of these stirring times is being largely written in adver-

Advertisements are so displayed that one may pick out at a glance the subjects of possible interest.

It does not take long to read all the merchandist news about things you may desire. To overlook such facts impressive enough to state in print, is a vast mistake

The right spending of money is just as important as earning it.

People who habitually read advertisements pick up great many bargains.

They keep informed on prices on styles, on improve-ments and advantages. They learn of useful things' and better things of which others do not know.

They live better, enjoy_ more and buy more wisely than the less-informed.

Look over the advertisements in this paper today and see how many items have an interest for you,



Your advertising appropria-tion should bear fruit a handredfold.

It stands to reason that the less you sow on the rocks and along the wayside the more returns yo Mure sure to get. Scientific space buying is the seed that falls on good ground of reputable publics.

Audit Bureau Circulation iteports, carefully studied, enable you to forecast where the good ground lies. More problems confronting advertisers right now.

Net paid Circulation is what you, go after first; but wouldn't you like to know how that circulation was obtained? The kind and character of people who read the publication and what it is worth to them?,

You can dig out all that indormation in a very few min-utes from A. R. C. reports and every time you get addi-tional, authentic information about a newspaper or a peri-odical you prevent adver-tising dollars from being thrown on the rocks, or along the wayside.

The East Oregonian is a member of the

AUDIT BUREAU OF CIRCULATIONS



INDIANAPOLIS, Ind., March 22-(L.P.)-The Board of Directors of the chromyton surrounding the cur-regarding the circle encoded and specifications of the specifications of the specifications of the commutate for specifications for an address of the specifications of the commutate for specifications for an address of the commutate for specifications of the commutation of the control of the commutation of the co

endorsed the Legion's consolidation program for reliefato the disabled and NOTICES

would support the Legion's efforts to obtain its conciment into law. His let-



Private Irvine A. Rains of New York, vetaran of the 27th Division.came home the other day. His body was brought back with 1067 other suldier dead. Gold star mothers went up and down the long lines of flag-draped boxes at Hoboken pier, hunting their boys names. Mrs. Rains is shown here just after she had found her son's coffin. In the background, joint memorial, services at the pier held by Protestants, Catholics and Jews.

provement, which each of such lots, parts of lots and parcels of land should improvement, and the sources of such pay on account of the benefits to be lots, parts of lots and parcels of land so ferived from such improvement, and parts of lots and parcels of land so

The 50,000 American business and regular meeting of the common Court and connates and total the estimates therefor to professional men who form the 806 cil of The City of Pendleton held at lafactory and the estimates therefor to Reisolave District is hereby created to be known

be in accordance with the probable cost of such work, and, WHEREAS, the property recom-mended by the Giv Surveyor to be in-cluded within the boundaries of the district benefited is in the judgment of the Common Council property to be included within such improvement District and no property is excluded District and no property is excluded therefrom which should property be District and no property be therefrom which should property be District and no property b District and he provide properly be Description of Assessment District

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RESOLVED that the Engineer's City Recorder.

obtain lis snactment into law. His let-ter said in part: Notice is hereby given that at a "The 58,000 American bisiness and regular meeting of the Common Coun-the second American bisiness and specifications and specifications of the costs thereof, and be it further.

includes therein, and