

NFLUX TOURISTS IS VERY HEAVY

Information Bureau Servi Effective


For comfort and cleanliness burn PEARL OIL
Instead of "feeding" a range in a not, stuffy kitchen this summer, you can save yourself a lot of trouble and work by cooking with a good oil cookstove. No coal or wood to lug, no ashes to shovel out. A cool, clean kitchen with asteady, controlled heat concentrated directly on the utensil.

For best results be sure to use Pearl Oil-the clean, economical kerosene that is refined and re-refined by a special process.
For sale by dealers everywhere. Ask for it by name-Pearl Oil.

STANDARD OIL COMPANY

 Walter L. Myers of the Eugene Bible Rev. C. J. Sharp of Hammond, Ind.,
gave another of his addresses in the gave another of his adiresses in the
school of evangelism, his subject
being "Practical
Advertising."
He exhibstration of several Advertising. He exhibited several
charts containing copies of advertis-
ing features which he had used in
various meetings, and urged the minvarious meetings, and urged the min-
isters to cultivate the city editors of
their newspapers, declaring them to be "human beings" who would apliness of the preachers. He said there
were so many instances in Holy Writ were so many instances in Holy Writ
of advertising that no minister need
hesitate about the orthodoxy of advertising.
The four points which he stressed
are familiar to the advertising laity,
perhaps not so much to the ministry, are familiar to the advertising laity,
perhaps not so much to the ministry,
as foiliows: 1-It must attract attention.
2- It must hold attention.
$3-\mathrm{It}$ must arous 3-It must arouse a desire to inves.
tigate or follow up the advertisement.
4-Advertise only the goods you 4-Advertise only the goods you
can deliver, then deliver the goods.
In other words he In other words, he said, follow the "truth in advertising" motto of the
Associated Advertising Clubs of the
World World.

proceed with the prosecution of t
If you want to sell it, buy it,
trade it, or find it, try an Enterprise

