THE DAILY MAIL FREDERICTON, N. B., THURSDAY, APRIL 26, 1917

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UNT VON BERNSTORFF and his party stayed longer in Hali-fax than they would have h, and saw less of the town other tourists on record the neutral passengers of "Frederick VIII" were al promenade on deck, the G passengers, deprived of their eds of suits of pyjamas and thousands of phonographic reea ward at the dock wall through a mere por and this despite the fact that some <text><text><text><text><text><text><text><text><text><text><text> of the very best of the original set-tlers at Halifax were Germans—born to be sure before the Kaiseristic taint "It is better to be sure than 'sorry." 19



THE RIGHT. THE ROAD TO

TOU'VE met at least one of those few good old souls, who are constantly getting the worst of it when shopping, who don't believe in advertising. A hundred disappointing and instructive experiences have failed to teach him their plain lesson.

When he bought his first watch he was beguiled into buying one without a known name or a trustworthy cuarantee. That watch - a poor timekeeper - cost him dearly by reason of missed appointments and missed trains, and for frequent repairs. Yet he paid the price of a good watch.

It is the same story with regard to his underwear, his shoes, and his fountain pen.

This good old soul's case is not unique. Many of us, if the truth be confessed, resemble him; we allow our-selves to be sold merchandise with an unknown brand or trade mark instead of buying merchandise which is well known to us through the medium of advertising. In slang language, we get "stung" pretty often.

In most of these cases we have ourselves to blame, for "the road to the right" thing to buy has been made plain by advertising.

There is no good reason for passing by the known thing, soundly guaranteed, to buy a dubious article, which, quality for quality, cannot be cheaper than the known, branded article.

If you are doing a local business talk over your advertising prob-leas with the Advertising Department of this newspaper.

If you are doing a provincial or national business it would be well for you to have the counsel and assistance of a good advertising agency. A list of these will be furnished, without cost or obligation, by the Secretary of Canadian Press Association, Room 503, Lemsden Building, Toronto.