£25 per month, cost much less than those made by younger and less experienced draughtsmen. While the average cost of drawings for the whole office was about £2 16s, per sheet, the cost of those made by some of the more experienced men went down to from £1 12s, to £2 per sheet. This quite disproved the theory that cheap men meant cheap work. On the contrary, the cheapest work was done by men who knew their business best, and consequently were paid the most. The reason for this is largely due to the fact that drawings properly made at first require but very little checking."

Artemas Ward says: "Why worry about special positions? It must be a mighty poor ad that will bring results only when it is printed in one particular spot in a newspaper. In my experience, the really effective ad will secure a reading for itself anywhere, even though it stands upon its head."

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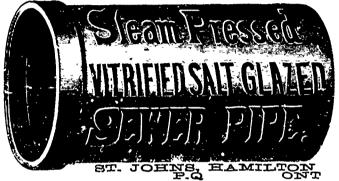
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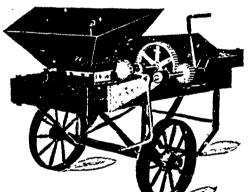
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