

**Press Advertising Sold Victory Bonds** 

EFORE the war, bond buyers were "marked men." In number they were 40,000 in March, 1917—this is shown by the number

the autumn of the same year, their number increased twenty times to 820,000! This was the number purchasing the Victory Loan.

1947. In November, 1918, over 1,000,000 persons purchased the

These wonderful results were accomplished by Press Advertising.

\$676,000,000 worth of bonds could be

sold to our Canadian people in three

weeks a most thorough and exhaus-

tive campaign of education was necessary, and this campaign was carried through by advertising in the public press. The power of the printed word never had a more con-

Ry means of the printed word. through the medium of advertise-

the Canadian people were made to know what bonds are, the nature of

their security, their attractiveness as an investment, and why the

Fivery point and feature of Victory Bonds was illustrated and described before and during the campaign—in advertisements. No argument was

Government had to sell bonds.

in the press of our counts

vincing demonstration.

Before the war one-half of one per cent. of our people/bought bonds. Now quite twelve and one-half per cent. of our people are bond buyers!

overlooked. No selling point was

The result is that Canadians today

They know what a convenient, safe and profitable form of investment bonds are. Instead of one man in two hundred owning bonds, now one Caradian in eight--men, women and

children-owns a Government Se-

This complete transformation in the national mind and habits was brought about by advertising in the

press of the nation. Press advertising has justified itself as the surest and speediest method by which a man's reason can be influenced and

The Minister of Finance acknowledges this. His own words are:

are a nation of bondholders.

of purchasers of the Government War Loan of that date. But

deorge was troilus, Bonar Law was Cressida, and Max Aitken carried the love messages.

There's no telling where merger will land Max Aitken if he keeps putting it up a notch. One can imagine the day—though with difficulty—when he will have enough of politics and his mind will turn to more spiritual matters. What can merger accompilsh then? Church union, of courseand after that universal religion. Meanwhile the Arch-Mergerer has his feet on the solid earth, stabilizes his position by means of the London "Express", and trades a fly-by-night Ministry of Information for the substantial portfolio of Colonial Secretary or something like that.

The Baron's second useful gift is his New-Brunswick forigin. Bonar Law, its Scotch and he comes from New Brunswick. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. Max Aitken is a business man in a big way. And they both come from when you want more room. Blue Noses of a feather flock together—particularly do they flow of the man interfect of the money thowever, wax was heard to mutter that the next time he would prick his won crowd.

One afternoon I was lucky enough office—while Propaganda—the kind visiting journalists exude after they have been properly inoculated with for a broad.

Propaganda—the kind one's own writers distil for consumption at home and broad.

Propaganda—the kind visiting journalists exude after they have been properly inoculated with for a broad.

Propaganda—the kind visiting journalists exude after they have been properly inoculated with he carbit proper

logether to make the world safe for demoracy and Tulon Government safe for themselves. Enough said.

Minar who comes from New Brunswick has an English advantage which others painfully acquire. The bread "A" is his without an effort. He talks English as she is spoke in the best circles, and he can say. "hawlf awfter six" without developing a flat tire in the middle of the phrase. He talks it right along without changing to the high gear, but the phrase. He talks it right along without changing to the high gear put and the other "Jim" and shows in a general way that he is a close to literature of officers have brough back an English accent but it doesn't work well—three is something wrong with the spark-plug. Baron Beaverbrooks English is the real Rolls-Royce and it runs aweet under all conditions. This brings me naturally to that third mseful gift of Max Aliken shis nonchalant dispection. This profession will be profession profession

# A Questionnaire

. Is it from a doctor's prescription for his patients 2. Is it prepared for internal as well as external use

Has it a longer record of success than any other 4. Is it richer than others in southing, healing elements

5. Is the price the same as I pay for inferior articles There is only one Liniment you can refer to which will permit your dealer to honestly answer yes to every one of the shove ques-tions and that is the century old and ever reliable family friend and favorite

TREE ENTERTAINMENT AT NEWCASTLE

Newcastle, Jan. 1-A very interesting program was given at the Metho-dist Sunday School Xmas tree enter-tainment last night as follows: Solo-Hely Night-Miss Florence

Reading-Mrs. R. W. Crocker. Chorus-There's a Star in the Sky.

Total Assets

Solo—Myrtle Delano. Reading—Hammond Afkinson. Story—Miss Edith Clarke. Duett—Jessie Masson and Myrti

Sania Claus.

Dr. H. Sproul is spending New
Year's with his aged mother at Sus-

George Stables and daughter, Miss-Helen, left vesterday to spend the winter in the south. En route they will visit the former's daughter, Mrs.

## THE ROYAL BANK OF CANADA

LIABILITIES AND ASSETS

25,0000,00 12,911,200 14,564,000 335,000,000 

HEAD OFFICE, MONTREAL

340 Branches in Canada and Newfoundland 37 Branches in the West Indies

LONDON, ENGLAND:
Bank Bidgs., Princess St. E. C. Cor. William and Coder Sts. BUSINESS ACCOUNTS CARRIED UPON FAVORABLE TERMS

SAFETY DEPOSIT BOXES In the Bank's Steel Lined Vault, rented at from \$5.90 per saanus as wards. These boxes are most convenient and necessary for all no seesing valuable papers such as Wills, Mortgages, insurance Pelises, Bonds, Stock Certificates, etc.

Newcastle, N. B., Branch - E. A. McCurdy, Mans

### XMAS. TRADE -- STORES

Wrapping Paper, Twines, Stationery, Etc.

The trouble is to get supplies at any price and shipments are likely to be delayed in transit.

### MILL SUPPLIES

Have you got your roofs made weatherproof by treat with PLIBRICO. LIGNOPHOL will prevent Wooden Floors from splintering, breaking up and dry rotting.

BEVERIDGE PAPER CO., LTD.

JOHN and MONTREAL

Barriste at-Law, Solicitor, Conveyancer, Etc. BENSON'S BOOKSTORE.

WATER ST., CHATHAM, N. B.



First Class Livery Horses for Sale at all times. Public Wharf Phone 61

W. J. DUNN

HACKMAN Hack to and from all trains and boats. Parties driven anywhere in town: Orders left at Hotel Miramichi will be attended to. NEWCASTLE, N. B.

Morrison Bldg, Newcast

open for reliable girl with fair education, to learn to operate linotype
in the Union Advocate Office. The
building is now being thoroughly
rebuilt and will be clean and neat.
Must have fair education (Grade
VIII. or better) and live fn or near
Newcastle. Wages will be paid in
accordance to efficiency. Apply at
once in own hand-writing, to THE
MANAGER, Union Advocate, Newcastle.

Electrical Work

Steetried work of all hinds program by done by the GANASIAN BE WORKS, LTD.

The reconderful success of the Loan was due in large measure to their (the press of Conada) splendid and untiring efforts during the whole of the campaign.

Mr. E. R. Wood, Chairman of the Dominion Executive Committee having oversight of the campaign to raise Victory Loan. 1918, said ". The press publicity campaign will raint as one of the most remarkable and efficient publicity campaigns ever undertaken in any amorety." and Mr. J. H. Gundy, Vice-Chairman of the same committee said: "I have been fullying bonds for a long time, but I never found it so easy to sell them as at this time. The remain is the splendid work the press has done, I take of my hat to the press of Canada."

The success of the Victory Lean, 1918, and the knowledge which Canadians now possess of bonds are a straight challenge to the man who doubts the power of the printed word, in the form of advertisements, to sell goods—and this applies not to bonds alone, but to the goods you are interested in selling.