POOR DOCUMENT

THE EVENING TIMES AND STAR, ST: JOHN, N. B., THURSDAY, JUNE 27, 1722

RISKS LIFE FOR COSTLY JEWELS

Hotel Diamond Thief Crawls Along Narrow Ledge and Robs Sleeping Victims.



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Four of the five boys who made their escape from the Industrial Home here last Saturday were captured by Policeman Van Perry, of the Moncton force, at Coal Branch yesterday. The names of the boys captured are: Calvin Flewelling, Minto; George Steeves, Bathurst; Emile Vautour, Shediac; Louis Maber, St. John. The fifth boy, Russell Barber, is reported to be in the vicinity of French Lake, Sunbury county. This youngster took a course of his own, while the others assert they have walked most of the way from St. John and that they intended going farther. No arrangements have been made as yet for the re-

sustained a scratch. The children of that district have a very bad habit of running in front of street cars and un-

Little Miss Mildred Howes, 8 Brindley street, held a very successful bazaar in aid of the building fund of the Tabernacle church on Tuesday afternoon at her home. A large number of her friends attended and the sum of \$11 was realized.

The local pilots have purchased a new motor launch, the Nancy Lee, of Quaco, which arrived here yesterday. She is thirty-eight feet long, has a nine and a half foot beam and is equipped with two eight horse power Atlantic engines. The pilots are much pleased with their new consistion.

ADMIRAL BARON KATO.

Daily Newspaper Havertising

The question has been asked: What are the Advantages of Daily Newspaper Advertising by contrast with all other forms of advertising?

In setting out these advantages, Daily Newspaper Publishers do not discount supplementary forms of publicity. But the area of Canada and its distribution of population are such, that Daily Newspaper Advertising has been and must be the basis of all the pointedly successful Canadian advertising campaigns.

1. UNIVERSAL APPEAL.

(a) Enters the home intimately.

The newspaper enters the home and has a more intimate appeal to all members of the family than any other reading matter.

(b) Reaches all classes.

The newspaper appeals to all literate members of the community, without distinction of race, class, creed, sex, income or occupation.

(c) Thorough distribution,

The newspaper finds its readers, whether they are at home or not; if they are not at home, it reaches them when travelling, on trains and cars, in hotels, clubs and libraries.

(d) Reaches the business man.

The newspaper is to the business executive the most necessary medium of information.

(e) Minimum duplication.

Because of the completeness of the service of each newspaper, there is a minimum of duplication between newspapers.

2. IMMEDIATE APPEARANCE.

(a) Impulse to immediate action. Because the newspaper deals with the immediate fact and the opinion of the day, its columns give an impulse to immediate action; results are often felt even before the presses

are silent. (b) Quick insertion.

Through the newspaper the reader may be reached within a few hours after copy is pre-

(c) Quick change.

Advertisements in a newspaper may be changed or even cancelled up to a few hours before going to press.

(d) Quick repetition. A newspaper advertisement which proves successful can be repeated promptly before the conditions favoring success have altered.

(e) Timely copy.

Newspaper copy can be adapted to the day on which it appears, or to current events, and can avoid untimely references.

3. FREQUENCY OF APPEARANCE.

(a) The choice of the day.

The newspaper advertiser has his choice of the precise day of the week most suitable to his advertising.

(b) Intensive campaigns.

Newspaper advertising permits any intensity desired, up to daily insertions.

(c) Serial campaigns.

In the newspaper it is possible to use serial copy with any desired interval between in-

(d) Cumulative effect.

A newspaper campaign may be planned to obtain a maximum cumulative effect, through the flexibility of space and intervals.

4. LOCALIZED CIRCULATION.

(a) Close to place of purchase.

The reader of a newspaper advertisement can go directly to the place where the article advertised is on sale.

(b) Spotty distribution.

The advertiser with spotty distribution can, by using newspapers, advertise exclusively where his goods are on sale.

(c) Concentrated territory.

The newspaper offers the maximum concentration of circulation in any community.

(d) Strengthening weak territory.

The newspaper may be used to strengthen weak spots in the distribution with the exact degree of force desired.

(e) Progressive zone advertising.

Newspaper advertising may be extended progressively by zones, hand-in-hand with and aiding the extension of distribution.

(f) Seasonable by territory.

Seasonable variations in the demand in different territories may be taken into account in newspaper advertising. (g) Price variations.

When necessary, different prices may be quoted in different territories through newspa-

per advertising. (h) Localized copy. Newspaper copy and illustrations may be made to meet precisely, and take advantage of,

local conditions.

(i) Traceability. The effect of newspaper advertising may be traced by observing the course of sales in each

community.

(j) Try-out and test campaigns. At low cost, tests may be made of the medium, the product, the selling plan or the copy approach at typical points before embarking on a costly general campaign.

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The Daily Newspaper is the medium of the moment—the axis of opportunity; flexible, powerful and instantaneous in its ability to create Sales.

Advice as to the best ways and means of using it will be given to those who inquire of us; or, consult any recognized advertising agency—a list supplied on request.

> Issued by the Canadian Newspapers Association, Head Office-Toronto.