

ENEMIES OF THE



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## AMALGAMATION OF SEVERAL **GOVERNMENT DEPARTMENTS** PROPOSED BY PREMIER KING

In the Formation of His Official Family, Premier Says He Has Had National Unity and Economic Administration

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Parker Case In

Organ Needed, Says Island Governo create Public Opinion and Help Gov't Activities.

lipino Official

HAWAI WILL

For All Property **OPEN LANDS TO** of The Ku Klux Klan THE NATIVES Petition Filed by 170 Persons Who Claim to be Members Rehabilitation Project for Isl-and People to be Under-taken Immediately. of the Klan.

**Receivership Asked** 





St. John, N. B.

o Co., Ltd.

## WOMEN DO THE BUYING

In considering the value of newspaper advertising and its, vital relation to merchandising there are two things to consider (1) women do eighty-five per cent. of the buying; (2) women do ninety per cent. of the reading.

These statements will be challenged in many quarters, but as Advertising is not an exact science there is no data available to either disprove them or substantiate them. It is best; therefore, to waste no time in argument, but to assume that the statements are approximately correct. The question of percentages may be left to those who like to split hairs in a discussion of something that does not admit of mathematical demonstration.

Nearly every observing, intelligent person knows that most of the buying is done by women. Dry goods stores and all sorts of shops are maintained for women. The most successful ones are those that cater to women's tastes and desires. Three-fourths of all the customers seen in any store (except a man's clothing store) at any time of the day are women. With men deeply engrossed in their own business affairs it follows as a natural sequence that women must do most of the buying. They have the time and they have the information as to household and family needs, They have buying intelligence.

The average man is not capable of buying anything outside of his own apparel. Even this is quite often bought by wives who are constrained to save themselves the mortification of seeing their husbands in ill-fitting, inappropriate clothing. It is very rare indeed to find a man who can buy a neck-tie that is not sartorial monstrosity. After a few attempts he wisely concludes to do no further violation to the decency and refinements of well-ordered society and so he lets his wife buy all his neckties.

It will also be generally admitted that women do most of the reading. They read the newspapers, the magazines and the books. They are the repositories of literary information. While the men are playing golf and following other necessary recreational diversions the women are busy absorbing the news.

There was a time when the reading of newspapers was a man's habit. Today the newspaper is devoured through all its pages and its departments by women. The newspaper is a home institution. The man who attempts to take

the morning newspaper from the home is certain to start a row. If he wants a newspaper to read on the street car or in his office he must buy an extra copy-and what reading he does is of a very cursory and superficial character. He is a reader of headlines and every one knows that headlines. do not contain the "news" and are quite often misleading

With this brief survey of woman's purchasing power it is easy to see that the newspaper, because of its intimate relation to the woman's sphere of action, must stand first ne an advertising modium for nearly all commodities that are sold in the average store. The morning newspaper is not only the best medium because of its direct relation to the housewife in the home, but because it reaches the members of the family at the best hour of the day when their minds are most receptive.

Other literature that comes into the home is read at leisure moments. The newspaper is quickly and promptly read because its life is only twenty-four hours and tomorrow its news will be stale and uninteresting. It is, therefore, the medium for quick and decisive results-for making an immediate and definite impression upon the mind of the