## 1910. To SHPRKEEPERS!

Buying Newspaper Space means buying an audience. There is no other way of impressing the brain of the people with the goods you have to sell than by procuring space in a Newspaper.

Again: You are not paying for experience when you advertise in

## The Evening Telegram.

We provide THAT free gratis. "The People's Paper" has been proved by the Advertisers who have used it to be a sure and steady seller. Advertisements are not placed in it on the basis of sentiment or friendship. Advertising in the Telegram is a business proposition, pure and simple. It is not what he pays for space, but rather the profit he makes on the investment that is important to the advertiser. For these reasons we MUST and DO GIVE patrons the very best value for their money. The amount of advertising carried by us through 1909 is the best proof that advertisers are pleased with the results the Telegram brings them. Therefore,

## Advertise in The Telegram.



