
WAGS


# You Can't Advertise Today and Quit Tomorrow 

# You're Not Talking to a Mass Meeting . . . You're Talking to a Parade! 

BRUCE BARTON

Ceaseless hammering on the same spot helps win prize fights... it is the essence of advertising success. Not until enough individuals in the same neighborhood have been suffiicently saturated with a certain slogan, say, to cause them to react on one another does advertising become a social phenomenon.

The modern business man realizes that his best customers wear out at a rate of nearly 3 per cent a year. Advertising - made prospects disappear far faster. Casual impressions, however, favorable, dry like dew in the heat of competition.
"Cumulative" effects of advertising come not from one advertisement paving the way for another. This is negligible, to say the least. Cumulative effect, on the contrary, comes from salvaging as customers half-finished prospects.

Each advertiser is in much the same plight. If he quits successful, he loses money. If he quits unsuccessful, he tosses away an equity in public recognition far more valuable than the money: So many thousand partly manufactured customers. The second group are spending as little money as they can and still keep their names before the public. They believe themselves wise spenders because they spend so very cautiously-or perhaps reluctantly is a better word... THE BALD TRUTH IS THAT THESE RELUCTANT SPENDERS ARE, AS A CLASS, THE REAL OV-ER-SPENDERS IN ADVERTISING!



## Don't MEN'S SHOP Miss This Great ANNUAL JULY Clearance <br>  (aymand  <br> SALE STARTS FRIDAY <br> JULY 16TH <br>  <br> SALE STARTS FRIDAY <br> JULY 16TH



One Lot Ties 49c \& 79c

all these suits will be $\$ 5.00$ To $\$ 10.00$ higher this fall
BUY NOW!
NOTE: Due to our contract with the manufacturers, Palm Beach Suits
will remain $\$ 16.75!\longrightarrow$ Irish Linen Suits at $\$ 13.85$ and $\$ 15.00$ !


## The Men's Shop

OUR TREMENDOUS

 FLORSHEIM
Regular $\$ 9.50$ Value $\$ 8.35$
Regular 510.00 Value
MORE HOTSHOTS!!!


Fruit And Vegetable Packing A Cure For Low Farm Incomes In State

City Softball League Standing

Digger of His Own Youth Is Praised Grave Hopes to See As a Peace Hope Flowers Upon It: By An European

## FRANKELL

## Dust SADS

- Why let tire trouble spoil your trip? Replace those thin, doubtful tires on your car with safe new Seiberlings.
Remember, all Seiberling tires are vulcanized by the exclusive Seiberling Vapor Cure process which assures you of from $10 \%$ to $30 \%$ more mileage. Yet Seiberling Vapor Cured tires cost you NOT ONE CENT EXTRA!
Compare our low prices, then drive in today and let us show you how to save money on your tire purchases. All tires mounted free and checked carefully for correct air pressure.


## SEIBERITNC Vopor Gired TIRES

TIME PAYMENTS: One-Third Down - Balance Monthly

FINAL WORK IS FINISHED AT THEATRE


Opening Opus Is Show Head's Pick After Deliberation


Newest Films Will Enliven Fans' Entertainment at New Showhouse

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NOTHING OVERLOOKED IN MAKING LYRIC AS FOREMOST IN SECTION

Define Policy a
Improved Theatre





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Diversified Slate Is Lyric Offering
 portant.
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alone.
With the importance of a well balanced program in mind, the the
management of the new Lyric
theatre has selocted theatre has selected the follow
number of shorts for its inaug
rogram with "Easy 7: Betty and Saturday, J Paramount news.
Our Gang comeds

Cinema Show Heads Due at Opening of New Lyric Theatre Attracting the attention of off ay night, July 16 , will be
ening of the new Lyrie th
its modernized quarters is modernized quarters.
Among those to attend Raymond Willie, to tistrict minage
of the Texas Consolidated The tres, Inc., Dallas; Ray Beall, dit
rector of advertising and publicit of Texas Consolidated Theatres
Inc., Dallas; J. H. Elder, construc
I tion superintendent of texas
solidated Theatres, crstate Cireuit, Ine., Dailas, an
George Harris, an assistant to E
er, Dallas, and Geor. der, Dallas, and Georige O'Rourke modernization, Dallas.

ARTIST'S CONCEPTION OF THEATRE

B. J. Aylesworth

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get wet.

NEW LYRIC THEATRE $\mathbf{O}$

## Congratulations To The New LYRIC Theatre

 And the People of Eastland
## COMPLIMENTS OF

T. C. CAMPBELL Campbell's Abilene, Texas
Congratulations to the New
---AS EVIDENCE OF OUR FAITH IN THE 0 FOR YOUR ENTERTAINMENT, YOUR THE NEW LYRIC IS NEW IN EVERY SENSE TIONS, NEW SOUND AND PROJECTION EQ ONLY OUTSTANDING SCREEN EN?

## OPENING ATTRAC̈TION

It Has No Rhyme
A MERRY-GO-ROUND OF HILARI
ARTHUR sagy
Rar millano

AND NEXT WEEK BRINGS YOL SUNDAY - MONDAY \& TUESDAY | WEDNESDAY


New Price Schedule Ask About 'FAN LYRIC Starting

## Eastland National Bank

## PENS TODAY 7 P.M.

:ONTINUED GROWTH OF EASTLAND AND COMFORT AND YOUR PLEASURE---
OF THE WORD --NEW SEATS, NEW DECORAUIPMENT AND A NEW COOLING SYSTEM!!!

TERTAINMENT AWAITS YOU HERE!!
B. J. AYLESWORTH, Resident Manager, Texas Consolidated Theatres Inc.

## - FRIDAY \& SATURDAY



THESE BIG SCREEN HITS


MONDÁ THROUGH SATURDAY - MATINEE - Lower Floor, 25 c . . Balcony, 15 c . NIGHTŞ, SUNDAYS AND HOLIDAYS - All Seats, 25 c . Children, 10 c any seat, any time.

## IIL Y' Day At The

 Tuesday July 27th
## Congratulations To The New LYRIC Theatre

THE LYRIC THEATRE IS TO BE CONGRATULATED ON FURNISHING ITS PATRONS WITH THE SENSATIONAL FLOATING COMFORT CHAIRS . . . THE SAME AS HAVE BEEN INSTALLED IN THE LEADING THEATRES OF THE COUNTRY.

## International Seat Corp.

 UNION CITY, INDIANA
## DISTRIBUTED BY

Texas Theatre Supply Co. Dallas, Texas



