

# Farmers Union Supply Co. 

MEMPHIS-ELI-PLASKA

In view of the fact that our Manager, Mr. Jno T. Bishow
been with us for some twenty years and has seen fit to sever h connection as Manager of our Gins and Stores and embark in b iness for himself, we take this method of extending to him o sincere thanks for his loyal, efficient service which has so great contributed to the success of both our organizations and wis sucess for him in any business venture in which he may enged and recommend him to the business world as being worthy ofay confidence that might be bestowed on him and to any communtit in which he might live, as being an honorable, upright citizen

Signed: T. M. McMurry, Pres.
Ewen, Secretary
Hutcherson
Webster
Directors.


## NSUN-TANE

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JO DARIEN, finimbing her first helplessly to her sides. There was two miles from the lake itself,
Eupply house. She it egaged to was, then Bret would only be-
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 There are no finer tobaccos than those used in Luckies


\section*{Blanchard Whiffs Nine While Losing to Coltexo,} bases on balls Cochrane Advises Psychology STANDINGS NET VISTITRS Course For Big Time Catchers

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Thime Momend Duel ts Staged by Youth,
Diamond Veteran



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\section*{WHO PAYS FOR ADVERTISING?}

This question has caused much discussion in advertising circles, and possibly the best way to find an answer is by the process of elimination-

FIRST-Does the advertiser pay the cest? If so the incentive for extensive advertising would not exist, the more one adpritised the poorer he would become, so that not being true, it is evident that the advertiser does not pay the ultimate cost of dvertising-

SECOND-Does the consumer pay for advertising? Why should he? If he couid buy more economically from non-advertisers, he would certainly do so. Most people prefer advertised goods, and buy from firms that advertise. This is clearly shown in the history of American business successes and is illustrated by the following example:

About 25 years ago a man by the name of Ford living in Detroit began experimenting on motor cars. Later he built a iew cars to sell at a lower price than other cars. His aim was to provide low cost transportation, and to build a car for the masses. He began to advertise that idea extensively and today there are more Ford cars sold than any other make in the world.-Who pays for Ford advertising?

Several years ago two young country merchants from a small village opened a general store in Charlotte, N.C. They conraated for two full columns of space in The Charlotte Observer, and 1,500 circulation to be used each week-while the other merchants of the town sat around complaining about poer business, the new-comers prospered. Later they moved to a larger own, and established a great department store. They sold merchandise against keen competition, but they continued as big Advertisers, and became merchant princes. Who paid for their advertising? It is estimated that big mail order catalogue houses spend about seven per-cent of gross sales for advertising. Who pays that?

Then who does pay fer advertising if neither the advertiser nor consumer pays for it?
Do firms who do not advertise pay the cost for those who do, also a man in business justifying the use of advertising pays for it whether he uses it or not?

\section*{ANSWER ...}

Increased volume pays for advertising, but where does volume come from:
Naturally, from increased demand, and business taken away from competitors-Therefore the man who does not adertise pays through lost business for at least a part of his competitor's adverising that takes the business away from him. Thus-a lady of a non-advertising store planning en buying a \(\$ 60\) coat she has seen there is attracted by the advertising of a competitive store where she goes and buys her coat. Who paid for that advertising? The customer took her choice, she bought he advertised coat at the same price and in preference to the other coat. so the customer did not pay for the advertising. Then did the store that sold the coat stand the cost of advertising? Certainly not, since it made a net profit on the coat sale yhich resulted from its advertising. Then-did not the non-advertiser who lost the sale, and the consequent profit pay for the dvertising of his competitor that took the business away from him?

\section*{ADVERTISING PAYS ITS OWN WAY. Memphis \({ }^{\text {un Democrat }}\)}

THE VOICE OF THE UPPER RED RIVER VALLEY

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All this intertiog chefly as a ren hat this is inderesting chiefly as a res textoooks．On paper a modernized and well－dis－ eiplined qur age levies such as Haile Selassie can muster．In actual fact，such encounters often turn out dif－ ferently．
Augustus Caesar of Rome discovered this 1900 years ago，when Varuse got che flopery of
the Roman army entahgied in the Teitober forest in Germany
men annihilated it
fate in his firsd itrivertez nearly met the same The British regula trapped near
when the plains Indi
the Little Big Horn
Yes fral cull a columu or so of similar in stances from the military historles，but the ex－ amples that have been given so far are enough on make the point－which is that making war mueh riskier business than it barbarians is a surface
Mussolini＇s gencralship and the good luck they can get


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\section*{The Democrat's Daily Page of All Star Comics}

\section*{SALESMAN SAM}



By SMALL ATTABEBBYY SAM! YER SLOW BALLSURE (Can By CRANE


BOOTS AND HER BUDDIES



\section*{WEEKLY REVIEW OF MEMPHIS BUSNESS AND DNDUSTRIL ACTIVITIES \\ Keep Memphis Area Money in Memphis Area! Help Build Up Our Territory . . . Not Some Other!} New Potato Chip Red Arrow Has Is Introduced by Complete Service Gate City Co. For Motorists

Members Hear-

\section*{NEWLIN}


\section*{Memphis 药Democrat}


WHO'S WH0 IN MEMPHIS
\begin{tabular}{|c|}
\hline ODOM SANITARIUM \\
South Eighth and Menden \\
Phone 139 \\
Open To Al Reputable \\
Physicians
\end{tabular}

\section*{For Sale}

FOR SALE-New alfalfa hay
B14 per ton. Wed

DR. L. M. HICKS


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John Slover's
Garage Expert Workman Best of Materials Reasonable Charges
These are the reasons why the average



Relief Clients-
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