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the foundation uf enormous business. A. Plan. Our table
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and up. With bath, $\$$ and up. H. F. Ritchey, Manager. PITTSBURG, PA.

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Salurday, June 5, 1909


The Black Fan. Cover Design
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Charles W. Eliot. Frontispiece
Editorials

> Baseball.
> III. The Art of Pitching
> Illustrated with Photographs and Didorams
> Photographing the Rhinoceros

Fifty Million Dollars For Housing Books
Andrew Carnegie
14
Ilustrated with Photographs
Saturday Afternoon . Double-page drawing by Charles Dana Gibson 16-17
The Derby of the North. Photographs
What Are Women Anyway?
Charlotte Perkins Gilman The Choice. Story
Illustrated by Lester Ralpi. Edwin Balmer

Comment on Congress $\qquad$ Mark Sullivan
What the World is Doing $\qquad$ Illustrated with Photographs
In the World's Workshop
Waldo P. Warren

## Volume XLIII

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## ADVERTISING BULLETIN

## STANDARDIZED MERCHANDISE

INN 1908 advertisers spent upward of $\$ 100,000,000$ to standardize their goods through the medium of national advertising. Did you ever stop to think what this means to you? Here it is in a nutshell. Whenever you go to buy a piece of silverware, what do you look for? The stamp "Sterling," and on solid gold in any form you look for the "14-k." If it is there, you are satisfied ; you need no further assurance of the quality of the goods; they are standard.

On hundreds of articles that you buy from time to time you look for the same token of merit. For instance, on collars and shirts the names Cluett-Peabody, or CorlissCoon, or E. \& W. are enough to satisfy you of their merit. Go to a grocery and you ask for "Ivory," "Fairy," "Pears," or "Swift's" soap. In buying breakfast foods, you may ask for any one of a dozen wellknown brands, all good and all standardized on account of merit and advertising.

Standardized goods sell better than unknown brands. I have in mind a sale that was carried on by
a department store in Chicago. They had bought the complete stock of a house that had failed. Among the goods were shirts and collars, a quantity of which carried only the name of the retailer, who had failed, while the balance bore the name of a well-known manufacturer. They were marked to sell at the same price, but the wellknown, trade-marked goods were sold out almost immediately. It proved that the purchaser knew that he was taking no chances with the goods with which hf. was familiar. The dealer who had gone out of business was no longer responsible, but by purchasing the standardized goods, a man could procure a style of shirts or collars which he had been wearing, or could continue to get the style of any new shirt or collars that he might purchase. With the unknown goods this would have been impossible.

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## Collier's



Another rhinoceros awakes from a nap in tho grass to the scent of approaching humanity and subsequently assumes discretion to be the better part of valor
Photographing the Rhinoceros in Advance of the American Invasion
Collier's photographer, Mr. A. R. Dugmore, passed along the trail now being followed by Mr. Roosevelt's party several months ahead of the Smithsonian Institutiofig expedjion, and photographed some of the specimens-in-waiting rigithey roamed their native pastures

