## DUANE REIEASED

BY URYY PROBNG THE HAUG MURDER

Mystery Deepens' in Death of Young Girl Found Slain
in Bedroom of Boarding House.

PRIVATE DETECTIVES called into cas Boarder, Arrested on Suspi cion, WHil Be Held in City Pending Further Investiga


Baptist Preachers of Atlanta Convene at College Park Church


## SIIITER VERDICT

 may be delayedLLAST NGHHI IN PRSON DOOCTOR ENDS TEST CGOTTON CASE ARUUED IRVAL HAS WRONGED FOR JULAN HAWTHORNE TOTRACEPOSON

| Action of Impeachment Man-agars in Asking for NewArtice ofInpeachment <br> Complicates Matters.Con |
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"I'm the Victim of an Infam-






The Latest Mode

Should you fancy blue, or lean to green; should you favor brown or cling to gray, the just right shade is shown-and you're to say which.

For all that, it has been ruled that you wear the hat of high crown, and the close roll brim is the arcepted accompaniment

Bands may be wide or narrow, and you may elect the bow to appear at side or back.

The hat as pictured strikingly represents the original. Come here and try out the effect and choose your color.

You'll cherish the hat for the grace that goes with it. \$3

Geo. Muse Clothing Co.

Victim of Unknown Slayer In Hotel at Thomasville


GUARANTEE BUILDING MAY BE FORECIOSED

##  <br> <br>  <br> <br>  <br> <br> 

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## immorality charged

to wife in his suit





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 COURT OF APPEALS OF GA







## GOING OUT OF BUSINESS the bottom of atlanta's Piano Market

his fallen out it tue WEATHERHOLT PIANO COMPANY'S

## CLOSING OUT SALE



Everything must go regardless of price. Five-year lease on building, effice furniture and fixtures for sale
Pianos from \$5 Up; Organs $\$ 1.50$ Up EASY PAYMENTS ACCEPTED
But we Irankly adimit we need the cash for which an additional discount will be allowed.
Railroad Fares Paid to Oul-of:Town Purchasers---Write or Call

## Weatherholt Piano Co.

OPEN UNTIL 9 O'CLOCK EVERY EVENINC
72 N. Broad St.
Phones: Ivy, 3161; Ailanta, 2352

## BAPIISTSARHER WCOLLEE PARK



Coats of Arms Painted


KINGSGERY SHOE CO., 34 Decatur Street Examine Our Men's Suits at $\$ 10$ and $\$ 15$



BERRY SCHOOL PUPILS BERRY SCHOOL PUPILS



## $\square$

## Serrd

Henry Ford saw it first-and the others followed The left-hand drive was built to meet American, traffic conditions.. It's just one reason why the Ford stands first in public opinion Stands first in pubirc opinion.
Other reasons? One model, light weight, economy.



\$1075
With Gray \& Davis electric starter and generator

## Why the Price is Lower

HERE we present a few concise cold factory facts, so that you can get a faint idea of means, and how it makes possible minimum economy. Read carefully. Then

We ran
mers of aluminum in the world consumers oramobile industry world-not world. We use 18,000 pounds a day or 5,400,000 pounds a year. This year we will use 20,000 tons of One of our recent monthly aver85 carloads a day, or a total of $5,100,000$ pounds of incoming daily freight.
On outgoing freight we never fall below 35 carloads a day and often go as high as 60 carloads a day. This year our outgoing freight will approximate
$270,000,000$ pounds. $270,000,000$ pounds.
Our incoming express matter will average
en to twelve thousand pounds a day and outren to troelve thousand ponds
going is almost double that.
We print our American catalogue in
$1,000,000$ ots. In addition to that is our German, Italian, French, Spanish and Portuguese
editions which are run in 300,000 to 500,000 lots. Then there are huge, special editions for South Africa, Canada, Australia, India, We receive over 1200 pieces of first-class pieces of first-class mail matter each day. On an average we handle over 20,000 pieces each week. To say nothing
the fourth class matter and Parcel Post. It is almost customary for us to mail a
solid ton of catalogues and literature every solid ton of catalogues and literature every
day. We operate machines in our mailing deWe operate machines in our mailing de-
partment that stamp, seal and count 250 let-
ters a minute.

Our telegraph offices (situated right in our factory ere amons the largest individual We operate the largest drop forge plant in the industry-which means that we can make parts for $\$ 3$ (shop cost) for which other
manufacturers must pay $\$ 9$.
We have over $\$ 3,000,000.00$ worth of
utomatic machinery-which means that wo $50 \%$. This year we have contracted for 200,000
tires, 250,000 lamps, 100,000 fenders, 200,000 wheels, and 200,000 rims-and these are only some of the trimmings.
Yes-but they show the immensity of
this institution. And it's immensity that makes for economy-for maximum production results in minimum costy and you save the difference. ing power is singularly evident in the 1914 larger every respect here is an improved and a arger car but the price is lower than ever. The wheelbase is longer-but the porice is

The tires are larger-but the price is lowev.
The new car has electric lights through. The new car has electric lights throughThe body is designed with cowl dash
and flush $U$ doors with concealed hingesh and thus price is lower. It is magnificently finished in dark Brewster green, trimmed in polished nickel and mach-but the price is lower. ed Stewart speedometer- a larger steering wheel, and deeper upholstery-but the price is Nower. ${ }^{\text {Nefor }}$ buch value for suc price
No need to hesitate anylonger. See the
nearest Overland dealer. Get your Overnearest laick and save money. Read this advertisement

Overland Southern Auto Co. ${ }_{232}^{\text {Distributert Peachree }}$ The Willys-Overland Company, Toledo, Ohio



THE CONSTITUTION






 UNPALATABLE FACTS.
A square deal bor practicalys every
and
 the statement made to The constitution by
Superintendent w . M. Slaton, of the public
school systemu.
 the fathers and uothers, the tuxpayers
have not waked to conditios. Until they
do and demand action, the system cannot
do tive.
superintendent slaton spoke of the cie
ficiecoies or the ststen, all thie result of
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WAL IN A CIVILIZE COMMUNITY." $\underset{\substack{\text { What } \\ \text { gitions? } \\ \text { Tots }}}{\text { Nat }}$
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and discipinine.
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ATLANT PAS SMALER SALARIES
SAN MANY TOWNS AND HAMLETSS
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 to let her individualize. And it is onty bytndiviualiziny that effective results are
securrea in teaching. More money must be Torthcoming if the unhysienic conditions
outines are to be corrected and the live
 where are being edacated this important
element in ithe ittys ceonomic scheme are
to to speak of fficienceny
The sum total of the superintendent's
s. observations is that the health, the earning
and constructive capacity of most of the cluildren in the public schiools IS ALREADY
THREATENED.












THE BILLION-DOLLAR HEN. American hen how gets in the class with
our billion-dolllar congress, the billion-dolar
cotion crop with its by-products and other



 to spport a poutryy and esg industry. .et
to sunds outsint the state for sesgs and for
poutry.


 Atter the Prosperty Dance hang up the
Ridde and the bow and buckle down to
business. Certainly congress slould take to the basebail scores; and how we should like to
see the deditr of the Congressional Recotd umpirng a disputed game!
Theres's Uncle Joe Cannon wanting to
breal into poolitics again, and break into politics againd and Roosevelt
keeping as quiet as a cradle-rocked child: Its no sign that ife has handed you a
goalobrick beoause you cant be elected
president of a radium mine.t







## A Siory of the Moment



## chine and and and and and

| At the Sign of the Wren's Nest. (In Hemory of Joel Chandler Harris.) By Charien W. Hubner. |
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| HEROISM. HRG MATTUEW ADAMS | воме. CORGE B |


 ACCUSES OFFCER
Mrs. Elizabeth Southard and
Miss Alief M. Benton Assis
Discharge of Policeman John D. Wood



## KENNESAW BISCUIT 5c



EVERY DAY IS A BARGAIM DAY AT THE 37 ROGERS STORES And just to place a little stronger emphasis on this fact, we
quote two particularly attractive prices FOR TODAY ONLX.


BROOMS-A Positive 35c Value--24c


| $\begin{aligned} & \text { Craat of What } \\ & \mathbf{1 2}_{1}^{1} \mathbf{C} \end{aligned}$ | $\begin{aligned} & \text { Quaker oats } \\ & 8 \text { c } \end{aligned}$ | $\begin{gathered} \text { Post Tantica } \\ \hline \end{gathered}$ |
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| $\begin{gathered} \text { Ois OUtenc iteaneer } \\ 8 \text { Dolverese } \end{gathered}$ |  | $\begin{gathered} 121-2 c \\ 12 \\ \text { Dollvered } \end{gathered}$ |
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## Kodak Weather




## Hawkes Go. Koamk <br> A. K. Hawkes Co. Komk iaforit

## Old Soldier

 Conquers Eczema


The voice is Jacob's voice but the hands are the hands of Esau.

THE PROBLEM OF HEREDITY



## SOCIETY

Atlanta Women Will Work for Girls' English High School


## AIT KEELY'S此 79 <br> When you elecet a piriof these you will be sur-

 prised at the bargain you are getting. --They are all-They are soft and pliable.
This is the most comprechensive collection of fine grain lambskin $\frac{\text { gloves. }}{\text { The }}$
The quality, the materials and workm2nshipg give it a superiority of ppearzacce and
yexperimee
They
priced.
150 Dozen of them in three claspsincluding black. tan. brown and white. self-stitched with he
embroidered backso white stitched black, tan stitched black

## A Sale of Bags

## Moirs <br> Bags <br> $\$ \mathbf{1}_{\text {ea. }} .00 \begin{gathered}\text { Ballon } \\ \text { Batseather } \\ \text { Bat }\end{gathered}$

 crown buttons, fitted with purse and mirror: German silver frames: Bags are moire lined---black, purple, green and navy Including envelope purses, leather or moire lined. fitted with inner purse---these include long grain, seal grain. pin grain and
Morand
inder genuine hair sheep leathers. Wednesday a Special Day in Bag Department KEELY`S


Assures you healthy, restful sleep. It is flled with a solid, bat of superb felt-thoroughly cleansed. Construeted in such a scientific manner by skilled hands, that the surface remains smooth and elastic.

Compare it with the "high-priced" mattresses-you immediately recognize its value. Costs no more than the "lumpy" kind -

Ask your dealer for a Lux Youry Mattress, Price $\$ 15$.
Made by Hirsch \& Spitz Manufacturing Co. ATLANTA, GA.


## Marlborough-Blenheim <br> Broadway, 36-37th Stree

On the site of the former Marlborough Hotel one of the Finest uptoopate Hutiels ín Lie caty


350 Rooms with Bath at $\$ 1.50$ Per Day and Up


| FOR | SALE |
| :---: | :---: |
| immediate delivery |  |

Atlanta Cas Light Co. Main 4945
tee consitution Athanta. GA. wednesdat, october 15, 1913
SOCIAL ITEMS



No alarm clocks or frequent calls to dress and hurry to the table when there is beckoning to you-

## AluAga <br> SYRUP

It appeals to little folks and grown ups alike. ALAGA for breakfast puts a smile on the face, a glow on the cheek and a zest to the appetite. It satisfies. Sold in sealed tins

## alabama-georgia strup co.

After the boss hands you your salary, do worth? If. on the first of every month. you turn over a part of it, to 2 landlord. you turn over a part of it. NOT getting
as RENT then yourte you COULD!

 to assume.



W. D. Beatie, 207 Equitable Blag. Bell, M. 3520 . Atlanta Phone 3520

100 Ladies in Rapt Attention
At Reading of Play on "Justice'

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##  <br> Tant New <br> Value In Kimball <br> Piano



NEW CENTRIFUGAL PUMP


Another triumph by the W. W. Kimball Co., the world's
largest manufacturers of Player Pianos. New features of conlargest manufacturers of Player Pianos. New features of con-
struction in case design at a price that challenges competition. struction in case design at a price that challenges competition. This new style Player Piano is made by the world's
argest manufacturers of pianos-by the largest number of skilled work wen, and of pianosed direct through this, Branch
Store, eliminating the intermediate of the jobber; dealer ial saving in price to and age the intermei
at such a remarkable price....................... $\mathbf{\$ 6 0}$
Kimball piano. at a price without parallel in in the a annals of Kimball piano. at a price without parallel in the annals of phy dearers and agents. We could reduce the cost of manu-
facture, gloss over the short-comings, and sell for less money, but we won't: because our reputation is invived.: We could
charge more, but we couldn't give you a Player Piano with better quale, but we couldn't give you a
ties of tone, greater durability; instru expression $\qquad$
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W. W. Kimball Company
Atlanta Branch: NORTH PRYOR STREE
H. R. CALEF, Mgr.

## Davison-Paxon-Stokes Co.

 Speaking of Tailored Suits for Everyday WearWhen a woman wishes to express her ownestimate of her value she instinctively turns to elothes. They may not be her only form of expression, but they are an uncommonly important one, and one which everyboty call recognize at a glance. And the better she understands of the plain suit her wardrobe. and the more exacting she is likely to be as to its cut and detail work.

Here are Suits of Wonderful Value to Show You Today at $\$ 15$ to $\$ 25$
Suits that are quiet and simple; the styles-a score of them, are chosen with a instazuce
At \$15---Junior Misses' Suits


At $\$ 25$

At $\$ \mathbf{2 5}$

## Women's Cloth Frocks

Are Ever Useful Adjuncts
Time was when the serge frock had things all its own way, but now serge" divides honors with wool crepe, Bedford, cord and eponge. And the colors include such pretty hues as the new blues, mahogany, terra cotta, greens and tion Today

Smart Russian Dresses, with blouse and
peplum of beautiful wool plaid, in rich colors, peplum of beautiful wool plaid, in rich colors,
and skirt of plain serge, bluc or brown; seve
eral pretty styles to select from, at $\$$ srs and $\$ 20$.
Distinctive Dresses of wool epongebrown or blue, with novelty collar of ein-
broidered moire silk; black satin girdle. Priced at $\$ 1275$
penhagen, taupe or black'; embroidered silk
Pretty Serge Dresses for as little as $\$ 7.50$ navy, terra cotta, mahogany and black,
tractively fashioned and trimmed:

Wonderful Charmeuse or Crepe de Chine Dresses, navy and black; pret Today at 10 each ace; priced f

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WHIFFS 300 Mercer Students Will Attend Game With Jackets At Grant Field Saturday



## BLOOD POISON

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| BASKEEBALL TEAM | ELILOTT DENT GOES |
| IN FFFTH RECGMENT | BACK TOHS HOME |



YELLDW JACKETS MAY


SAVANNAH TO PAY $\$ 6,000$
TO HEAR OPERA SINGERS
Simply turn the soiled cuffs ove
and you have a clean pair. No and you have a clean pair. No
trouble. Exactly the same in appearanceas theregulationattached
stiff cuff. Saves laundering. stiff cuff. Saves, laundering.
Doubles the "life" of the shirt. A recent addition to the famous Columbia
Shits-otd athome end dobroad sincuce 8875 .
In plain, pleated and dress shirts. FadeIn plazin, pleated and dress shirts. Fad
Iess tabrics. $\$ 1.50$ and 4 .
Columbia Shirt Co., Inc.


CLASS B LEAGUES WANT
LONGER DRAFTING TIME
 SOX PERSONNEL NOT ANNOUNCED AS YET
$\because \quad$ Jackets Getting Ready
$\begin{aligned} & \text { Jackets' Stock Rises Again; } \\ & \text { Hole in Line Is Plugged Up; }\end{aligned}$, vanoy staR


## COMMMODORES SHOW

 MANY WEAKNESSES| IRAIES SEATEN | \|RAPPH ROSE |
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| BY NAPPINDEES | FOHI |


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COVERMR COMMUITS

## WE RECOMMEND ATLANTA-MADE GOODS

SENTENCE OF OLLIER

## 

We, the undersigned members of the Ailanna Retail Grocers and Butchers
Association, take pleasure in announcing that we carry a complete line of Aroducts which are mannfactured in Athanta. We will take pleasure in serv-
pron lig you with whatever you may desire,
yon which are made in your own city.
Madam, Is Your Grocer a Member of This Association? If Not, Why Not?

| E. G. AKIN \& CO. 497 Princhtree 8t Ivy 4100, 4402, 4103, Eell Phone. GROCERIES. | GANN \& HAWKINS <br> Graceries and Mente Of the Bent Guallty At RIght Pricos. 1814 Phonen: Ivy 1824 and 181 PRONPT DELIVERIES. | Nickajack Milling 8 Grain Co Wholesalo and Retail GROCERIES. 390 Mariotta St. and W. \& A R. R. Bell Phone, Máln 4379. Atlanta Fione 2314 |
| :---: | :---: | :---: |
|  | J. A HUDSON supis and Fancy Grocorices Ationtas Phone, No. 3217, 483 Marlota st | POPE \& WARD Staple and Fancy Groceries. Phones: Atlanta 3048-A; Bell, Weat 580-1. Eattle Hill. |
|  | ideal cash grocery Staple and Fancy Groceries. Cor. Aghby and Greensterr" Ave. Phono West 958 |  |
|  Buchanan-Shelton Grocery Co Groceries and Meats. <br> 251-253 Houston St St nes ivy 2946, 2947. 2948, At ianta phone 3243. | You'll Find Atlanta-Made Goods Here. Ask for Today'色 Special Prices. KAMPER'S Phone Ivy 5000 | M. N. PHILLIPS 153 E . Linden 5 . the cheap cash ghocer. Bell Phone lvy $845-\mathrm{J}$, |
| M. F. BOISCLAIR \& SON Staple and Fancy Groceries. "if It's Good Wo Have It." Atlanta phone 3535. Bell phone, Main 3419-d 371 Lucxie St. | T. J. KEY Groceries and Meats 88 South Gordon St. Eell Phone, West 575-J. | J. G. RAINEY <br> Fancy Gipceries <br> 128 West Peachtree St Phones: <br> Bell, Ivy 623, Ivy 310, Ivy 1290. Atianta 623. |
| BRITTINGHAM BROS. Retal Dealers in Staple ana Fancy Groceries, Country Choice Western Meats. 571 Edgewood Ave. | T.F. M'GAHEE Wholesale and Retall Staple and Fancy Groceries and Fresh Meat Market. <br>  $\qquad$ | SINGLETON BROS. Grocers nind Butohern-Ponitry, Ves- etmblew, wic High-Graide Home- <br>  Tel. Be11, Ivy 42000, 4zo1; Atlantm 1054 GR-4ks Coze St. |
| $\begin{gathered} \text { and Fresh Meats. } \\ \text { Atianta Phone } 2807 \\ \text { Eell Phonc, West } 7 \uparrow 7-L \\ 452 \text { West Hunter St. } \end{gathered}$ | K. P. McCLUNG Staple and Fancy Groceries. Bell, Dec 77, Atlanta, Dec. 246. 118 College Ave. Decatur, Ga. | J. G. Sherrer <br> Fancy Groceries and Meate. <br> 36 Gordon st. <br> Bell Phone, West 1300. |
|  | J. F McNAIR <br> Food at lowest Prices. <br> Meats, Vegetables, Etc. <br> 291 Grant St. <br> Bell Phone, Main 938 and 923-L. Atlanta Phone 938 | c. V. STEPHENS <br> Groceries and Fresh Moate. <br> Bell Phone, West 1295. <br> 29 Oglethorpe Ava. |
|  |  | STROUD GROCERY CO Staple and Fancy Groceries, Stock in Feed and Fresh Meate. <br>  Place. |
|  | McCORD BROS. <br> Groceribe, Menta, Dry Goode, Phonot-Bell, Malin 809 and 1024; Atlanta 1024 . 480 South Pryor st . | TAPPAN \& CO DOMESTIC AND IMPORTED Roceries. 55 Highland Av <br> Quallty Goods at Right Prices. <br> Ivy 188z. 1808, 1894. |
| R. H. COMER <br>  Cor. Hemphill and Weest North Aven USE COMER UGOLD CROWNM flour. | J. H. MERRITT Staple and Fancy Grocerles. Country Produce a Specialty. Phones: Bell 194s; Atinnta 508. Keaidence. Bell W-35-J. 101 Peters St. | н. с. THOMPSON Groceries and Frash Meats. Bell Phone 85 w . ${ }_{276}$ Oak street |
| Fancy Groceries and Choice Western Meats. 819 Peachtree street Bell Phones: lvy 906, 908. | MORRIS \& THOMAS <br> Grocerioe, Frosh Meate, Etc. Cor. Piedmont Ave. and Currier st. | TUCKER \& McMURRY general merchandise. <br> 527 Lee Street <br> Phones: <br> Beif, West 279-d. Atranta 1590. |
| Bell Phone, Lvy 562 <br> Bell Phone, twy 563 CAMP GROCERY CO 345 Peachtrieo st. | N. A. MOORE "Orie-Price Grocer" 127 Richardson, Cor Cooper. BOTH:PHONES Main 4041-J. Atlaila 1931. | H. WALD <br> Staple and Fancy Groceries And Fresh Meats of All Kinds. Bell phone, lvy 340s. <br> Atlanta phone 2679. |
| A. H. CHAPMAN Staple and Fancy Grocerles, Hay, Corn and Feed Stuff. Atlanta Phone 2097. Bell Phone, West 801 . | T. F. MOORE he Best There is" In Groceries and Meats. <br> 325 East North Ave. Phones: Ivy 394 and 385. | c. D. WILSON <br> Staple and Fancy Grocerles. 72 West Gesrgia Ave., Cor Windsor Street. Atlanta Phono 2594. |
|  | groceries and meats <br> H. MOORE \& CO. <br> 130 East Linden Street Athata phone 5937-A. Bell phone Ivy 5741. | L. W. WALLACE Staple and Fancy Grocerien. resh Meats Bell Fhone, Main 327. Atianta Plione 769. 100 W Georgia Ave. |
|  | MOORE GROCERY CO. <br> 68.70 West Linden Street Bell Phones: Ivy 887 and 888 LOWEST PRICES FOR SPOT CASH. | J. H. WAllace <br> Staple and Fancy Grocerles Poultry and Stock Feed; Produce, egetables and Fruit 583 Lee Street. Beif, West 1391-d. Atlanta 2883. |
| ĐONEHOO \& PENDLEY Moatt, Nouthtry, Filifh, Fruite and vegetable.t. Pri.20 Angier Aver phiones: vvy 1056-1057. | NORMAN GROCERY CO. Wholesale and Retall, Feed Sthpie and Fancy Groceries, and Fancy Gro Stuffe, Etc. <br> 54 Bell Phone, Decatur 35. Coal, lee and Wond. | H. WEINBERG <br> Deater In Staple and Fancy Gracerjes and Weatern Meate Phones: Eell 3578 and 3579 . Atlants 1209. 602 S. Pryor St |
| w. A. EDMONDSON staple and Fancy Grocerles. Ments and Produce. Boll phone, lvy E988-J; Atianta phone 5628-A. Edgevood. | corios Fresh Meats, Stock Food Fruite and Vegetables. Bell, Wét $331-332$; Atianta 1417. 53 Gordon Street. | The Constitution publishes more automobile advertising than any other Atlanta newspaper. |

## ATLANTA MANUFACTURERS <br> PURE FODD PRODUCTS

We beg to announce to the housewives of Atlanta that our goods, manufactured here, will be featured by the majority of the members of the Atlanta Retail Grocers and Butchers' Association every Wednesday. ©. Make a point to specify "ATLANTA MADE," and thus help to boost the best city in Dixie.

It's Thoroughly Good!


UNCLE SAM BREAD!

## Schlesinger-Meyer

Your Baking Co. Grocts
Sell

## CORNFIELD HAMS

The Sweetest Breakfast Delicacy

White Provision Co. packers
Atlanta
Georgia

## Blue Ribbon Coffee

Is Roasted in Atlanta, Packed in Atianta Made

Cans and Is As Good Coffee As Can Be Bought At Any Price.

Ask Your Grocer for It
Kennesaw Biscuit
Block Chocolates FRESH, CRISP WHOLESOME CRACKERS
Pure Delicious Candies
Frank E. Block Co. atlanta, ga.

## McDougall's Coffees

ESTABLISHED In ATLAMTA IN 1885
Have been recognized as the best coffic
market for over a quarter of a century.

## Our leading brands:

McDougall's Royal Blend, 1 and 3.pound cans.
McDougall's Santos Elend, 1 and d' 4 pound
McDougall's Santos Blend, 1 and 4pound cans.
McDougall's old Plantation Blend, $1-\mathrm{lb}$. cans.
McDougall's old Plantation Blend, 1 ilib. cans.
Durand's Famous Blended Coffec. Ask the re.
Southern Coffee \& Spice Mills
maporters, moastens and pagkers
f. H. MeDougall, President

76-78 Paters St.
Atianta, Ba.
D. R. Wilder Mig.Co. syrup refiners

PURE GEORGIA CANE SYRUPS

BRANDS
"Uniform" and "Bonita"

Pickles Like the Home Folks Made Pure Apple Vinegar
Jelly Just Made for Hot Biscuits Grown in Ceorgia, Made and Packed in Atlanta By the
DixiePickle\&PreservingCo.
Pure Apple and Distilled Vinegar Sauer Kraut, Pepper Sauc OIXIE ERAND Goods Retain Natural Flavor

Madame-Don't fail to ask Your Grocer for our
Atlanta-Made Cofifee
Special Blends
Eureka--Atco--Square Deal

## Atlanta Coffee Mills Company

## PURITY QUALITY <br> U-NO COFFEE

Unmixed Unmatched Unusual
Roasted in Atlanta
McCord-Stewart Co.
Coftee Roasters
Allanta Rome

## WESTON MFG. C0.

Manulacturers ot

Weston's Genuine
Mayonnaise Salad
Dressing

THE CONSTITUTION, ATLANTA, GA, WEDNESDAY, OCTOBER 15, 1913.



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THE CONSTHUTMOT, ATLANTA, GA', WEDNESDAY, OGTOBER '15, 1913.

## Tell Yóur Trounles to a Telephome in The CONSTITUTION Want Ad Office

 These Colunnins Have Brouglht Home Many a Wandering Son. Buy a Little AdBUSINESS AND MAIIL
ORDER



B USINESS AND MAAII
ORDER $\operatorname{DIRECTORY}$


RESS AND MAIL


## 

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| LEGAL ADVERTISEME COMMTSSTONERS'S W. A. Hemphill Esta |
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| AUTOMOBILES |  |
| :---: | :---: |
| 1911 4-PASSENGER Cadillac, in perfect condition. Will trade for decd to vacant lot, value $\$ 700$. |  |
| GEO. P. MOORE |  |






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$\qquad$
2


## Constituntion Wamt Ads Work Because They TELL Your Needs to the People Who Can Supply Them. There's $\mathbb{N o}$ Wizardiry or Witchicraft About It. It's a Fact





B. M. GRANT \& CO. Grant Building.


BARGAINS, EASY TERMS

$$
\begin{aligned}
& \text { UST off Pcachtree street on Paker street, is paying } 8 \text { per cent. } \\
& \text { Price } \$ \$ 7.500 . \$ \$, 000 \text { cash, balance easy. }
\end{aligned}
$$ MYRTLE STREET HOME

 iese cerery motidern convenience, be
po casi, balance casy.
PEACHTREE CMRCLE, ANSLEE PARK
veneer. 2 storics, all conveniences.
Price $\$ 11,000$
BUNGALOW
the Druid Hill sction. Price $\$ 5,000$. Every modern conSPRING STREET CORNER
W. L. \& JOHN O. DuPREE

## 5or Empire Bldg.

Ansley Park Lots on Easy Payments

 HENRY B. SCOTT


## FOR RENT

CHOICE 7-room, steam-heated apartment; Washington strect. Price right to good tenant.

See LIEBMAN
17 WALION STREET
FOR RENT-Offices FOR RENT-Offices
OFFICES FOR RENT
FRONTING MARIETTA AND BROAD STREEETS Fourth Floor
THIRD NATIONAL BANK BUILDING See
Southern Guarantee \& Investment Co. on Premises

REAL ESTATE-For Sale. REAL ESTATE-For Sale. GEO. P. MOORE
Real estate and renting
10 aubyrn avenue.


## ASHBY STREET HOME

## iT,500-NORTH OF GORDON STREET, we are offering this



TURMAN, BLACK \& CALHOUN
INCOME, \$5,000 PER YEAR


## FOR TRADE

Excellent home on soutlu side, for North side vacant property
$\qquad$
THE MILTON STRAUSS CO.
${ }_{521}$ hurt bldg. $\quad$ TEl. ivy ${ }^{4666 .}$

NORTH SIDE HOMES



W. T. NEWMAN \& COMPANY

## 

REAL ESTATE-For Sale. REAL ESTATE-For Sale. THE MOST SUCCESSFUL SPECULATOR IS THE ONE WHO BUYS EARLY AND ALLOWS FUTURE DEVELOPMENTS TO MULTIPLY HIS INVEST

NOW IS THE TIME TO BUY ALTOLOMA
BEFORE. THE STONE MOUNTAL
CAR LINE BEGINS TO OPERATE
ON NOVEMBER FIRSI.
GOULD AND PASCO
AN ANNEX TO ALTOLOM
AN ANNEN 100 ADDITOMA, CONTAINS ONE-HALF ACRE TO THREE ACRES EACE ONE DOLLAR A WEEK
NO INTERESTR-NO TAXESS.

 SELECT YOUR LOTS TODAY
OUR AUTOMOBILES ARE AT YOUR DISPOSAL AT ANY TTME YOU DESSRE TO GO-JUST CALL OR PHONE MY OFFICE AND ONE OF
SALESMEN WILL SHOW THE PROPERTY W. P. COLE, Manager

1408 CANDLER RLDGG. PHONES: IVY 432; ATL. 953. EDWIN L. HARLING

YOU CAN'T BEAT THIS


EDWARD H. WALKER


## LOOK AT THIS!

$\$ 6,750-$ BRICK STORE-Marietta street. New and paying about 9 per cent income while it enhances in value. Can arrange terms

## J. R. NUTTING \& CO

801-4 EMPIRE LITEE BLDG. BOTH PHONES

## BURDETT REALTY COMPANY

 II4 I-2x400 feet. Absoutely the best iot for sale in this section. Surrounded by some of the best homes in Atlanta. Terms.
W. PEACHTREE, SOUTH OF NORTH AVENUE. Two good 2 -story houses on lot $75 \times 187$ feet to twenty-foot alley. These
houses rent for $\$ 1$, ,6oo per annum, under 12 months lease. We can
 IN DRUID HILLS
 PEACHTREE PLACE HOME
 HURT \& CONE
64 Peachtree street , Phone. IVY 2939.
8.Roou Hovse, fust completed, on north slde; 10t $50 \times 1150 ;$; 56,500 , good terms. $\underset{\text { terms. }}{6 \text {-ROOM B }}$
TWO VACANT lots, north Bide, $\$ 2,250$ each. Easy terms.
THE ABOVE
GEORGIA HOME \& FARM CO. candler blda.
WHY NOT OWN YOUR HOME?
 DREWRY STREET

ATLLANTA DEVELOPMENT COMPANY


## HOME BARGAINS







$\underset{\text { Four Full Q'rts E. B. Gibson's }}{\text { Celebrated Monogram Rye }} \mathbf{\$ 3 . 0}$ Expross Propald Smooth, Velveth, Mellow, Rich
Four Quarts Monogram, . : . (\$3.00) Four Quarts Sweet Mash Corn, $(\$ 2.60)$ 1 Q'rt E. B. Gibson's (sopint) Rye
Total at Regular Price . $\frac{(\$ 1.00)}{\$ 6.60}$


Four Full Q'rts of E. B. Gibson's 1320 Express Prepald A rarity of Flavor and Quality

Must be shipped in one order to one person. Get some friend in with you, if you don't want it all yourself, but order in one name.

## The Most Remarkable Offer in History

Cut this Ad. out and Mail
You can depend upon our Whiskey.
E. B. GIBSON, Distiller,

BOX 144
chattanooga, tenn

Every brond with an E. B. GIBSON LABEL

East Fourteenth Street

Forrest \& George Adair FOR RENT-Apartments at 800 Peachtree In the Elysee apartment house we have unrented one apartment, No.
five rooms and just vacated. Very desirable and agreeable tenants JOHN J. WOODSIDE REAL ESTATE-RENTING-STORAG

WEYMAN \& CONNORS
LEND ON REAL ESTATE, IMPROVED OR UBIMPROVED, AT LOWEST'POSSIBLE RATES. QUICK ACTION. NO RED TAPE, INTEREST OF BORROWERS SAFEGUARDED
eguirabie buil ding
EsTABLISHEO 1890
Talks to Business Men BEST FOR BUSINESS
If you get your Office Furniture from us, you
re sure of getting only the best and most durable Office Furniture made. We are exclusive agents for the famous Cutler Desks and Oftice Furniture.
Every office we furnish is a lasting testimonial of

Everything for the Office
FOOTE \& DAVIES CO.
Edgewood Ave. and N. Pryor St
JUST ONE MINUTE FROM EVERYWHERE
ANSLEY PARK HOME

B. M. GRANT \& CO.

## GET A HOME

 -ANSLEY \& JOHNSON INSURANCE
All Fire, Liability and Automobile Claims Adjusted and Paid Here
Phone Ivy 873 300-301 Fo


HE Atlanta Constitution is today, as it has been for years, recognized as the newspaper most typical of Atlanta, of Georgia and of the South.

Its name is a hearthstone echo with the day-laborer and the clerk, the silk-hat man, the capitalist and the man behind the steam shovel.

It is the voice of Atlanta, of Georgia, and of the South, to the nation and to the world.

That is why it has come to be known as "The Georgia Bible." People do not use illustrations of that nature without careful thought and long comparisons. You swear folk on the Bible. The people of Georgia swear by The Constitution because of its accuracy, its truthfulness, its inspiration, its cleanliness and its usefulness.

Why is it that Atlanta, that Georgia and the South turn instinctively to The Constitution? Why do YOU personally like the newspaper? Why does the native-born Southerner, and the great mass of other Americans we are so rapidly assimilating, rely upon The Constitution as a sure guide to Southern sentiment and the spokesman of right public opinion?

Here are a few reasons. They will interest you, since they analyze to the furthest the psychology and anatomy of the per sonality of "The Standard Southern Newspaper."

The paramount reason is that The Constitution today, as always, issues a complete, sane resume of twenty-four hours' news. It is not scrambled together with news half told and features cramped from very frenzy of haste.

It is a Southern newspaper-with Southern instincts and Southern viewpoint.

The Constitution was started with a great mission. It was established in 1868. The year brought the high-tide of the miseries and the tests of Reconstruction. A whole people was being born again. Chaos ruled the land. Bitterness and fear lurked at every corner. A negroid government was upon the people. The institutions of centuries' growth were in the melting pot. On each side was misgiving. Upon every hand was the need for courage and for vision.

It was the privilege of The Constitution to serve the city, the state, and the South under these conditions.

It was its privilege to stiffen the backbone of the timid; to soften the asperities of the irreconcilable.

It was its right to sustain hope when hope appeared folly; when thousands in despair were abandoning the South.

Where concession was compatible with dignity it preached concession.

Where inflexibility was indicated it counseled a stand that was unreceding.

The Constitution found little difficulty in this task. It knew the mighty and unconquerable spirit of the Southern people. It knew the superabundance of the South's natural resources. In those dark days, it looked beyond and saw the destiny that lay on the other side of the abyss.

The man who is closest to you is the man who has stood at your elbow in the day of test. That is how The Constitution grew into the warp and woof of the confidence of Atlanta, of Georgia, and of the South. Its hold has steadily increased with the years.

When the "Force Bill" threatened to revive the nightmare of Reconstruction, it was the campaigning by The Constitution that so stiffened the spines of Southern congressmen that the fight ensued which sent that ill-advised measure to the discard.

In later days The Constitution's policy has uniformly been one of construction, as against destruction; of reconciliation, not of vindictiveness nor the role of the historic ghoul.

The Constitution's viewpoint is nation-wide, not proincial.

In the politics of the city and state, The Constitution's attitude has been the same. It has conscientiously sought out and followed what it regarded as the best eventual interests of the majority. At the same time it has avoided intolerance. The paper might be sincerely opposed to certain policies
give them a square deal. The startling accuracy of its political prophecies has become proverbial.

The Constitution has always believed, and lived up to the belief, that while the editorial columns belonged to the paper, the news columns belonged to the people.

The Constitution has always recognized that the intelligence and strength of no community could be stronger than that of its farming element. It has always stressed its agricultural features.

It established first a Weekly and then a Tri-Weeklywhich has grown into the greatest Tri-Weekly newspaper in all the world. It is preeminently the newspaper of the Southern farmer. It is the Southern farmer's every-other-day daily. It trails the rural carrier into 107,000 rural homes three times each calendar week.

This means, roughly estimated, and counting five members to the family, 530,000 Southern farmers and their families read The Constitution three times a week. The estimate is purposely conservative.

That is why the heart of the rural South, the feeders and largely the clothiers of the rest of us, look to The Constitution as the supreme court in all those functions a newspaper may discharge.

It is conceded that The'Constitution's persistent propaganda is chiefly responsible for the diversification and the better farming methods that are gathering momentum in the South today.

This summarization explains why men, women and children through Atlanta, Georgia and the South regard The Constitution as the court of last resort for news, for breadth of opinion, for promptness, for education and for accuracy.

From the day in 1868 , when the first crude sheet appeared, to this day, when the finished and expensive product leaves the great perfecting presses, The Constitution's efforts have always been to-

Keep close to the heart-beat of the people.
To make Ishmaelites of all the sharp-traders with the public confidence.

To sacrifice profit, if need be, for truth and for service.

To ignore gaudy and clap-trap methods, even though they brought a dearly-bought temporary success to competitors.

To keep jam up with progress, but never to mistake selfish hysteria for progress.

To cater to no class exclusively, but to be worthy of the friendship, or at least the respect, of all classes.

To hold such a course as to be regarded as the ever-advancing standard by which all other comparisons are made.

For forty-five years this policy has been religiously followed. That is why, whether people come from Atlanta, from lowed. That is why, whether people come from Atlanta, from
Georgia, the South or the nation, they hail The Constitution unquestionably as fully entitled to be known as "The Standard Southern Newspaper."

That is why The Atlanta Constitution is something more than a newspaper. It is

## A SOUTHERN INSTITUTION

It is that element of prestige, representing the confidence of the public for many years, that gives it an added value as a home newspaper, apart from its superiority in purely journalistic excellencies.

Its 50,000 circulation is superior for advertising purposes because its readers, probably half of whom have read the paper for a long period of years, instinctively give the advertising much the same credence as they do the news and editorial matters, being influenced by it in their purchases similarly as they are in other activities by the paper itself.

# The Atlanta Constitution as the Standard Southern Newspaper 


#### Abstract

HERE are various types of newspapers each with its distinct appeal and of varying degrees of popular-


 ity in different sections of the country. All of them are represented in the South.CLOne is the sensational newspaper. It is not as fashionable as it used to be. Many shrewd newspaper men, trained in sensing the public taste, think it is waning very fast. Faking is its foundation. Its program is to hit the reader every day between the eyes. If bona fide news serves its turn, that news is played up in blazing, hysterical headlines. The reading matter screams and smells of fire. It is merciless when it treats scandal. Sometimes it is reckless of the community welfare so long as it shocks the pennies from people's pockets. If material for these spasms is not forthcoming, it has often been known to resort to invention. Its editorial views are biased, bushwhacking and uncandid.
CAnother type is the feature newspaper. It is much milder than the first, but their programs have something in common. It is always in search of the picturesque, the unique, the bizarre. Often it prints accurate news. Oftener the news is "muffed" or obscured or muddled in the effort to distort a feature out of it. It abounds in graphic pictures. Its editorial, like its news policy, is casual, flippant and happy-go-lucky.
$\mathbb{C}$ A third type is the ultra-conservative newspaper. Some mighty fine sheets are in this class. Most of them lean too far backward. They are afraid of progress in the news and public issues until progress has grown whiskers. An innovation generally gives them the palsy. For a thing to be new is to make it rest under suspicion. They never like to get from under the shadow of the established order. A great big world-thrilling event generally leaves them with a steady pulse-beat.
©There are other types. These three are archtypes.
CThe Atlanta Constitution, as "The Standard Southern Newspaper," is distinctive enough as to have almost if not quite created a fourth pronounced type.
C.It is the plumb-line by which Atlanta, the state, south and nation gauge other newspapers of the same class.

TI Since its establishment it has been operated upon a clean-cut, definite program, with definite journalistic purposes behind it. That program has not been and is not the result of accident. It was not stumbled upon in the dark. It is the result of a keen and patient study of the paper's field, microscopic examination of the best and the worst in its contemporaries, and intimate sympathy with the ideas of its constituency.
T The Constitution is an entity.
It represents the best of other types of newspapers, with an added individuality of its own.
If First of all, it prints the news of other countries, its own country, its own state and its own city. The public wants in its newspaper, primarily, a report of all the news occurrences that are informative and interesting and fit to print. The Constitution gives right of way to news. The greater portion of its editorial organization is concentrated upon the task of gathering the news and presenting it properly. No newspaper of its class anywhere prints a more comprehensive news review of the anywhere prints a
world occurrences.
world occurrences.
TIt gives the TRUTH in the news prime consideration. It regards itself as in a compact with its readers to deliver certain goods. It does not knowingly deliver damaged or tainted goods. It believes allegations should be verified before they go to its readers. It does not countenance smutty or suggestive news. It stresses cleanliness.
If This does not entail prudishness. It means THE TRUTH stripped of sly embellishment.
If But it does not believe there is any necessity to present the news dully. "An honest tale spreads best being plainly told," but that does not mean TOLD PLANNLY.
I Everyone likes a bright but accurate talker, and everyone
the Titanic disaster like reciting a lesson would not get very far. IT The Constitution employs able and highly-trained men to put GINGER into The Truth.
If believes in an attractive dress for itself. Good clothes on man, woman or newspaper represent good taste.
If Typographically, The Constitution is a model. It strives for all the grace compatible with the correct estimate of every article's worth.
TIt employs experts who know what's what and who's who in the news, and what credit to give men and events. It is not wedded to any arbitrary typographical formulas, when important things happen.
If When occasion justifies, to use street parlance, it "throws it into the high gear" in the matter of type display. But it strives always to preserve consistency between the real importance of news and its typographical presentation.
IT It believes in features that are entertaining-in entertainment itself.
II retains humorists and facile artists to relieve the paper of the heaviness which the printing of unflavored news only would entail.
TI It prints fiction, essays and various other classes of matter that are as entertaining as they are informative, so that the paper will provide interesting reading for every taste and mood. If In its editorial columns it honestly strives for what it believes to be for the good of the largest number.
If does not fawn.
II It does not misrepresent.
II does not mind making enemies.
II It avoids provincialism.
II It tries to be national in its viewpoint.
©ALTOGETHER ITS PROGRAM IS TO APPEAL TO THE JUDGMENT, THE CONFIDENCE, THE BELIEF IN THE WHOLESOME THINGS OF LIFE, THE SANE DESIRE FOR SANE PROGRESS AND FOR ALL WORTH WHILE THINGS OF EXISTENCE, OF THE BEST TYPE OF SOUTHERN PEOPLE.
CThe program has been undeviating.
C.7HAT is WHY

# THE ATLANTA CONSTITUTION 

# Prestige and Advertising Values 

$\mathbf{A}^{\mathrm{D}}$DVERTISING has developed so rapidly along the various courses of least resistance that fallacy after fallacy have had their vogue. Millions have been wasted in the discovery of their error. The most flagrant abuses, contradictory to good business principles and commercial ethics, have crept in and seemed to thrive.

But crooked advertising methods have about hanged themselves. Wildcat methods and questionable business devices based upon advertising, are curling up and disappearing before a national sentiment for honesty and conservatism. Advertising is very rapidly systematizing itself. Sound business principles are coming into their own. The advertising adventurer is finding no more easy harvests. The public is not gullible today. Studious analysis and the finest sort of conservatism in the expenditure of advertising appropriations are taking the place of reckless speculation. Advertising is very much nearer being a true business science than ever before.

## CI I I

ONE of the phases of this reaction is the increasing aversion of advertisers to buying space merely on circulation statements. A few years ago, "How much circulation has your publication?" was invariably the first, and frequently the only, question a publisher was asked to answer. In order to answer it effectively and truthfully, as nearly all of them desired to do, he directed the entire energy of his operating organization to producing circulation figures, regardless of cost and of profit to himself or the advertiser. He was driven to that extreme by the advertiser.

In recent years the most skillful advertisers; those with the largest annual appropriations; those whose business success is the most contingent upon their advertising program, cess is the most contingent upon their advertising program,
are discounting mere circulation figures. They are systematare discounting mere circulation figures. They are systemat-
ically gathering information from which to answer for themselves such questions as these:

What is the character of the publication?
What is its age?
What kind of people are its subscribers?
Over what area does its circulation range?
How does it secure and hold its subscribers?
Is its appeal to its constituency such as to elicit their confidence in its news and editorial opinions?

What proportion of the people it reaches are both by location of residence and station in life reasonably possible purchasers?

Is its management such as to give complete credence to its circulation representations?

Advertisers desiring to reach only certain classes are demanding even more special information, for the purpose of determining what mediums will give them the most responsive circulation, in relation to their particular advertising.

At the convention of the Associated Advertising Clubs of America, in Baltimore last May, there was a veritable outcry from national advertisers generally against unnatural increases in newspaper circulations, bringing with them inevitably increased rates. They demanded solidification; intensification of circulations within natural bounds; the minimization of waste; and the employment of only those methods of expanding circulation as will produce permanent readers among responsible classes.

## C. I. I. ©.

TWHERE are, broadly speaking, among the whites, no classes of people in Atlanta and Georgia in relation to newspaper circulation. In such cities as New York, Chicago and Boston, there are distinct classes, each sufficient to maintain newspapers of class appeal. For example, The New York Evening Post and The Boston Transcript, both excellent and prosperous papers, are read almost exclusively by wealthy and cultured people.

Here in Georgia everybody is pretty much alike. There is not much difference between any of us in dress, food, habits and sentiments. There is only a small proportion of very poor people and almost as small a percentage of people who are wealthy.

In evidence of this there are about $2,500 \mathrm{men}$ in Atlanta who are members of one or more of the three leading social clubs. The majority of men in Atlanta of considerable means or income are members of one or more of these clubs. The entire population which they represent, on a basis of five to each family, is but 12,500 , or 7 per cent of the entire population. If a newspaper reached every one of their homes. it would have but 2,500 class circulation in Atlanta.

There are no stores in Atlanta catering to the wealthy classes exclusively. Fifth Avenue in New York is lined with them for miles. There are not enough wealthy people in the city to provide a profitable patronage to many stores carrying only expensive merchandise. Ninety per cent of the stock of Atlanta stores is sold to all classes. Most stores carry some lines of goods that only the wealthy can afford, and some lines that only the poor will accept. Broadly speaking, however, stores are not stocked for the classes, but for the masses, because the masses make up the great " 90 per cent."

The same thing is true of newspaper circulation. Any newspaper of circulation running into the thousands must reach about the same general average of people as any other paper in the same field.

Consequently 1,000 actual circulation, the kind that is delivered in the homes, of one newspaper in Atlanta and Georgia among white people is, on that basis alone, worth about as much for advertising purposes as an equal quantity of any other newspaper.

T-HERE is, however, a distinction that relates to quality rather than to quantity, which is responsible for a very great difference in circulation value in relation to advertising results.

It has been demonstrated repeatedly, by exhaustive tests, that all other things being approximately equal, the longer a publication has had the same list of subscribers and the better its standing with them the higher is its productiveness as a medium for legitimate lines of advertising.

This element is commonly referred to as PRESTIGE.
It is accounted for on two grounds. The longer a newspaper goes into a home the more it becomes a part of the fampaper goes into a home the more it becomes a part of the ramis read thoroughly day by day. The more thoroughly a paper is read, for any cause, the more is the advertising read.

Instinctively people who read advertising, and nearly all of them do, unless it is obviously not entitled to it, give it the same general credence they do the news or editorial pages upon which it appears. If a reader has confidence in the dependability of his newspaper, intuitively he transfers that confidence to its advertising columns. The association of ideas is inevitable.

## C. © C. $\mathbb{C}$

THE ATLANTA CONSTITUTION was established fortyfive years ago. It has always been the same general type of a newspaper it is today-conservative, clean, able, enterprising and progressive. Its circulation has had a gradual growth from a few thousand to approximately $\mathbf{5 0 , 0 0 0}$.

The average period of 1,000 subscriptions taken at random in Atlanta recently in a test upon another matter, was found to be ten years. Probably half of its present subscribers have taken the paper many years, some for twenty-five years and more for ten years or more.

A considerable part of The Constitution's constant increase in circulation comes through sons and daughters of old subscribers entering new homes of their own, with the paper as one of the first family investments.

The Constitution is referred to as "The Georgia Bible." It is a great Southern Institution. It stands for all that is best in southern life, both traditionally and currently. It has that prestige which goes with reliability.

It is those two factors, in relation to advertising values, more than any distinctions in the classes of people it reaches, which gives it a very high value as an advertising medium, and which more than offset mere quantities of papers distributed as the basis for circulation figures. York Herald, the Chicago Tribune, the Washington Post, the Memphis Commer-cial-Appeal, the New Orleans Times-Democrat, the New Orleans Picayune, the Seattle Post-Intelligencer, the Los Angeles Times, the Springfield (Mass.) Republican, the Richmond Times-Dispatch, the Houston Post, the Cincinnati Enquirer, the Cleveland Plain-Dealer, the St. Louis Globe-Democrat, the St. Louis Republic, the Minneapolis Tribune, the Louisville Courier-Journal and the Atlanta Constitution.
© These are the names that come to one's mind instantly when leading newspapers are thought of.
C. Why? Not because of their age, the extent of their circulation, the names of their owners, the volume of their advertising, or such special distinctions, but because they are representative. They reflect sectional sentiment. They are the most forceful editorial influences in their communities.
$\mathbb{C}$ The fact of their issuance in the morning and not in the afternoon is a prime factor in their success. They have no greater facilities in securing news. The transmission of news under modern methods is practically instantaneous. News from a world-wide viewpoint is in the making twenty-four hours a day. No more news happens to the advantage of morning than evening papers.
C. Afternoon papers must be produced in about seven hours to meet distribution conditions. Morning newspapers are produced in about twelve hours.
C. That approximate five hours is the difference between the flashing of news in bulletins, hastily gathered facts, meager details, articles written under stress of time limited by minutes, editorial consideration bètween an editor's desk and linotype machine; and information verified and digested, rumors confirmed or rejected, the news written thoughtfully and well, skillful selection, tasteful and pleasing typographical presentation.
d. The slower process makes a little soberer newspaper. It is minus the screams. The ink is likely to be dry when one gets it. But it contains consistency. It is a finished product. It represents the same enterprise, alertness and human interest with thoroughness and care added, which make for reliability and confidence.
d. IN RELATION TO MOST MATTERS FOR WHICH NEWSPAPERS ARE SERVICEABLE, DEPENDABILITY IS QUITE AS VALUABLE AS INSTANTANEOUSNESS.

# THE ATLANTA CONSTITUTION 

"THE STANDARD SOUTHERN NEWSPAPER"

[^0]\#Advertising results from any newspaper, whether for a jewelry store or a second-hand shop, are dependable, aside from the merit of the advertising itself, on quantity of actual circulation as represented by copies which go into the home; the extent to which its subscribers are the substantial portion of all good classes of people; its attractiveness as a newspaper which controls the amount of time its readers devote to it regularly which in turn regulates the likelihood of the advertising being read; its standing and influence with its readers who instinctively give the advertising the same credence as to the news and editorial columns.

TThe hour of the day or night at which a newspaper is published is of less importance than these things, but whatever advantages there may be in that are in favor of one delivered in the morning.
IIt has from 2:30 o'clock at night, the approximate hour at which morning papers are printed, until 6 o'elock to reach the door-step of subscribers in advance of their rising.
With mail editions printed as early, in some cases, as with The Constitution for instance, as 10 o'clock at night, it has from five to ten hours in which to travel with night trains to outside points for breakfast-table reading. Afternoon papers can cover only a small area on the day of publication.
TA morning newspaper reaches the family circle at the beginning of the day's activities; when the minds of all who read it are clear and fresh and responsive to impressions from the printed page whether news or advertising. Good salesmen make their most important calls in the morning before their prospects' minds are tired and their sensibilities dulled.
IIt is generally accepted, because nearly all men read a newspaper before going to work, that the morning newspaper is superior for advertising addressed to them.

IEven more generally women, to whom the majority of advertising is addressed, whether their household work is done by servants or not, have more leisure for reading between the time the morning meal is over, the children off to school, the day's routine determined, and noon than at any other period of the day.
TAny fair investigation will substantiate this. Recently The Constitution tested the extent to which women read it and learned, as a part of the result, not only that 96 per cent of the women in the homes where the paper is delivered read it regularly, but of these, 73 per cent do so in the morning hours, 8 per cent in the afternoon and 21 per cent irregularly as to time. Of those who read it before noon, 27 per cent do so about 7 o'clock, 38 per cent about 8 o'clock, 27 per cent about 9 o'clock and 8 per cent after 9 o'clock.
In the same investigation it was learned also that of those who receive an evening paper in addition to The Constitution, 83 per cent read the evening paper no more regularly or thoroughly.
$\uparrow$ A morning newspaper, constructed after and not during the hurly-burly of the active business day, is complete, accurate, well edited and dependable. In that sense it is more conservative than its afternoon contemporaries. The advertising columns inevitably
borrow some portion of the credence which those superiorities give it as a newspaper, and advertising results are correspondingly increased.
TContrary to a lingering belief, based upon conditions which have passed away, morning newspapers are at no disadvantage in relation to circulation among working people. The general acceptance of the eighthour day enables the wage-earner to work less hours, as a rule, than his employers. They now report for duty at 7:30 or 8 o'clock. They arise at 6 o'clock or earlier, with ample leisure to read the morning newspaper.
TThe afternoon paper sometimes bases its claims of superiority as an advertising medium upon the theory of the family circle around the library table with the evening paper passing in whole or in part from father to mother, from mother to daughter and son until it had been digested column by column by every member of the family.
TThe family circle in that sense is not the institution it used to be. More than ever before, especially in the cities, people are seeking entertainment and recreation after working hours. Recently an Atlanta newspaper made the plausible statement that ten per cent of the people were now engaged professionally in entertaining the other nine-tenths.
TThere are something like $\mathbf{5 , 0 0 0}$ automobiles on the city streets or country roads practically every night, each providing pleasure for from three to five persons.
gIt used to take from $\$ 1$ to $\$ 2$ to see a play with a choice of two or three theaters. Nowadays a nickel or a dime secures admission into one of a dozen moving-picture play-houses, where a thoroughly pleasing and for the most part wholesome entertainment may be had. They are all packed afternoon and night.
TThe streets of Atlanta are busy with people in the morning but in the afternoon and evening they can scarcely accommodate the crowds that throng them. "Baseball, golf, tennis, card-playing, dancing, musical concerts, lectures, week-day evening church services, social visiting, the parks-in fact, practically all activities of a recreatory nature are in direct competition with the afternoon newspaper at the time of its publication and delivery. Consequently, it has its own natural handicaps as an advertising medium.
TThis is said not in depreciation of the evening newspaper, for most of them are good mediums because they have true merits as such, apart from the mere fact of publication in the afternoon from which no special advantage accrues to them.
TThe Constitution's 45,000 Daily and 48,000 Sunday circulation, its full representation with the substantial people of all classes, its excellence as a newspaper according to the best journalistic standards, its incomparable influence with its readers, supplemented by the fact that it is a morning newspaper---the only morning newspaper in Atlanta--are combined to make it a fine medium for all advertising purposes for which any newspaper anywhere is adaptable.

# THE ATLANTA CONSTITUTION 

"THE STANDARD SOUTHERN NEWSPAPER"


# $96 \%$ of the Women in the Homes Where The Constitution Goes Read It Regularly! 

THE CONSTITUTION made a comprehensive and exhaustive test recently to determine for itself and its advertisers the extent to which the women in the homes where the paper is delivered read it, and what effect the store advertising it prints has in relation to their purchases.

A letter containing ten simple questions was sent to 1,000 women in Atlanta, the heads of households where The Constitution is delivered regularly, scattered at random and without special selection.

All the replies to these letters, in the handwriting and bearing the signature of the women themselves, together with the complete tabulation from which these percentages were made, are on file in the advertising department of The Constitution, and all who are interested in reviewing them are invited to do so.

The tabulation of the replies showed these

## ASTONISHING RESULTS

$96 \%$ of the women in the homes where The Constitution is delivered read it regularly.
$86 \%$ read the advertising.
$870 \%$ say they are influenced in their purchases by the advertising.
$73 \%$ read The Constitution in the morning; $7 \%$ in the afternoon, and $20 \%$ at some ungiven time.
270 of those who read it in the morning do so about 7 o'clock; $\mathbf{3 8 \%}$ read it about 8 o'clock; $\mathbf{2 7 \%}$ as
$48 \%$
$48 \%$ spend half an hour reading it and $52 \%$ read it an hour.
$1130 \%$ do not read the paper at all; $.001 \%$ for lack of time; $.002 \%$ because paper is carried away $\mathbf{8 3 \%}$ read The Constitution as much or more than an evening paper.

The average period of the subscriptions of those who answered the questions was 10 years.
Not a single woman of all those who answered did not like The Constitution as a newspaper,

## THE DEDUCTIONS

If the percentages derived from this test are applied to the entire Atlanta circulation of The Constitution, it means that---

> 14,400 Atlanta women read The Constitution regularly. 12,900 Atlanta women read the advertising in The Constitution. 12,000 Atlanta women are influenced in their purchases by this advertising. $\begin{gathered}\text { If the same formulas are applied still further to the entire circulation, both city and country, } \\ \text { of } 45,000 \text { Daily and } 48,000 \\ \text { Surday, these figures would be more than doubled.) }\end{gathered}$

This makes a guaranteed audience every morning in the year for all advertising containing a meritorious and opportune announcement to women.

MR. ADVERTISER--In the light of these facts, what is to be said of your business sagacity if you permit a single issue of The Atlanta Constitution to enter that many households and to be read by that many women, without your business message?


These two enterprises, both of them completed in the ensuing calendar year, have unusual significance when the complete facts about them are stressed in relation to The Constitution as an advertising meaium.

So far as can be ascertained, The Constitution sold more merchandise, a total of \$1,251,593.00, in the M. \& M. Contest than was ever sold by a similar plan in this country.

The Woman's Edition was the most successful from a journalistic as well as a financial standpoint of any similar enterprise ever undertaken in this country.

WHY? Constitution readers are its loyal friends. This is especially true of the women. It is able to secure from them, for any enterprise for which it stands sponsor, a large enlistment, because of its hold upon them through its character, its journalistic excellencies, and all the elements that make it a fine family newspaper.

No other newspaper of relative size could have sold $\$ 1,251,593.00$ in merchandise through such a selling plan because its prestige with its readers would not be strong enough to enlist enough people in buying certain brands of products and trading at certain stores.

No other newspaper enjoys the relationship with as strong and powerful organization as The Georgia Federation of Women's Clubs, as to have made The Woman's Edition the notable success it was.

If the readers of The Constitution, particularly the women, by their attachment to it, enable the paper to accomplish these two remarkable things upon its own initiative, does it not signify that they read the paper, that they have confidence in it, that they give advertising addressed to them a sympathetic interest that can scarcely be secured in any other advertising medium?

# The Tri-Weekly Constitution 

(5)HE TRI-WEEKLY CONSTITUTION, printed on Tuesdays, Thursdays and Saturdays, is the greatest newspaper of its kind in the world.
C. There are many agricultural and stock publications, and a few weekly and semi-weekly newspapers of large circulation, but there is no other three-times-$a-w e e k$ newspaper anywhere catering directly to the farming element of even approximate standing or circulation.
$\mathbb{C}$ Reaching its readers every other day, with the news of the world summarized for the previous 48 hours, it occupies a distinct and exclusive field as an every-other-day daily.
CThe ordinary farm paper issued weekly, fortnightly or monthly cannot print the news. It prints farm in-formation---not current news. The weekly or semi-weekly newspaper even when attempting to print the news, as its chief function, is too infrequent in its issue to keep the average farmer posted as to market and crop conditions. A Tri-Weekly or every-other-day newspaper strikes the exact medium between the daily and the weekly or monthly farm publication.
©In the crop growing months, when the average industrious farmer and his family must work from "sun to sun," he does not always have time to read a daily newspaper. At such periods also he reads his farm paper if he has time. Its perusal is not essential. He will, however, take time, in preference to all other literature that reaches his home, to read a newspaper every-other-day simply to keep posted as to what is going on in the world, and to keep track of crop, weather and market conditions.
C.That is why The Tri-Weekly Constitution fills such a distinct need in the Southern States and why it is so popular in every rural district south of the Mason and Dixon line.
C. The average circulation of The Tri-Weekly Constitution is 107,000 copies per issue, making a total weekly issue of more than 300,000 .
$\mathbb{C}$ The uniform subscription rate is $\$ 1.00$ per year. There is not a name on the subscription list, except something less than 1,000 service copies, that is not a paid in advance subscription. This very low price for 156 issues of an up-to-date, every-other-day daily is so low as to almost maintain 100,000 circulation without the employment of the usual expensive circulation promotion methods.
© The approximate circulation of The Tri-Weekly Constitution by states is.

| GEORGIA - - - 34,040 | TENNESSEE | - - - | 3,040 | ARKANSAS | 2,020 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| VIRGINIA - - - 1,300 | ALABAMA | - - | 25,780 | OKLAHOMA | 580 |
| NORTH CAROLINA - 10,100 | MISSISSIPPI | - - | 7,060 | KENTUCKY | 1,440 |
| SOUTH CAROLINA - 11,280 | LOUISIANA | - .- | 2,200 | OTHER STATES | 325 |
| FLORIDA - - - 3,480 | TEXAS |  | 5,080 | TOTAL | 107,72 |

CThe advertising rate for The Tri-Weekly Constitution is 50c per agate line flat, or $\$ 7.00$ an inch for the three issues of each week. Advertising is accepted only for the three consecutive issues without change.
$\mathbb{C}$ On account of the extent and range of its circulation, over thirteen states, it is especially adaptable to national advertising, of which it carries a larger volume than any other similar publication in the south.
C.More than half of the advertising it prints is "keyed," enabling advertisers to check exactly the number of inquiries or the amount of the sale of merchandise each advertisement in each issue produces. Because of these provable results, The Tri-Weekly Constitution has for many years been generally known as one of the half dozen best advertising mediums in the United States for the lines of advertising for which it is adaptable.

## c.ANY CONCERN WITH DEALER DISTRIBUTION COVERING THE SOUTH CAN REACH 500,000 PEOPLE, THREE TIMES EACH CALENDAR WEEK, THROUGH A MEDIUM THAT IS POPULARLY KNOWN AMONG ITS READ. ERS AS "THE GEORGIA BIBLE." <br> CIIT WILL PAY TREMENDOUSLY FOR ANY MAIL ORDER ADVERTISING CAMPAIGN APPEALING TO RESIDENTS OF RURAL ROUTES AND SMALL CITIES AND TOWNS.

# THE ATLANTA CONSTITUTION 

"THE STANDARD SOUTHERN NEWSPAPER"


## The Constitution's Circulation Report

The sworn circulation of The Atlanta Constitution reported to the United States government, as required by law, for the six months period ending September 30, 1913, was:--

## DAILY

Paid circulation - - - 42,686
To employees, samples, office uses and free 1,037 total crecuatiov . . 43,723 SUNDAY

Paid circulation - - $-45,649$ To employees, samples, office uses and free - $-\ldots 71$<br>TOTAL CIRCULATION - - 47,430

\section*{Average Circulation Month of September 1913 | DALLY | - | - |
| :--- | :--- | :--- |
| SUNDAY | - | 43,816 |}

Approximately $40 \%$ was in the city of Atlanta, $55 \%$ within a 50 -mile radius, and the remainder in contiguous territory, most of it in the State of Georgia.

# THE ATLANTA CONSTITUTION 

"THE STANDARD SOUTHERN NEWSPAPER"



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