## The Friona Star

OFFICIAL NEWSPAPER OF PARMER COUNTY, TEXAS

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## HOW MUCH DO YOU SPEND FOR ADVERTISING

The Harvard Bureau of Business Research and the Northwestern University Bureau of Business Research compile the following percentage of gross sales as usual and correct for advertising expenditures of successful retail stores:
 Grocery Stores


 General Merchandise
Drug Stores Shoe Stores Hardware




Restaurants


Does your advertising investment compare with the average? Perhaps your budget needs revising. According to Bradstreet's report, 95 per cent of all businesses that fail are non-advertiser.

## If you want to cover Friona's trade territory, advertise in



FRIOINA STAR, PARMER COUNTY, TEXAS, FRIDAY NOVEMBER 9, 1934
Imernational Sunday School Lesson
R, DR J.
0. C. JONES

GARAGE
See me for new and used parts.

## XMAS

BLACKWELL HDW. \& FURN.

## E. B Black Co.

We hare Sereved You For 33 Years Hereford. Toxes

## NORMAL SELLING

$\qquad$
SPECT OUR STOCK AND GET OUR PRICES

Rockwell Bros. \& Co.

## Lumber

friona, texas

INSURANCE
FIRE AND TORNADO
$\qquad$ surance needs.
$\qquad$
we solicit your business
J. W. WHITE, Insurance

## GOOD LICHTING <br> AND GOOD EYES GO "HAND IN HAND"!

Proper and ade lighting
ary for proper sight as are pefect eyes.
Poor lighting has much the same effect on
vision as eyes that have become weakened by
improper use.
Poor lighting can be improved and done a way with, but eyes that have been ruined can $\mathrm{M} \mathrm{c}^{1} \mathrm{crs}$, do 11 that you can to protect and help i the proper lighting of your home for
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TEXAS UTILTIEES COMPAMY

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## The Friona Star

So, read the advertisements before you start out on a buying trip. Make this habit, and see how much you save ... in time, in temper, in money, in shoe-leather.
"CAVEAT EMPTOR." meaning "Let the buyer beware." This was not used as a bit of balm to ease the ancient conscience nor, yet, was it placarded in the booths and stalls of the market-place. It was a piece of every-day knowledge, born of dear-bought experience.

A shopkeeper knew little about the source of his merchandise. This tunic he bought from a trader, who said it came from Byzantium. So he sold it as the latest Byzantian style. The trader told him the dye was pure Tyrian-it wouldn't fade. So he sold it as Tyrian dyed. But the buyer knew the responsibility was his own. If he guessed wrongly, or his judgment was poor, it was HIS hard luck.

Today, fortunately, there are safer guides than the blanketwarning to "let your eyes be your market."
These guides are the newspaper advertisements. In this newspaper, they are a catalog of the best values in town-signed by responsible firms. If the goods are not all that is claimed for them, their sponsors would need to "beware." For no business can thrive on a one-time sale, or on dissatisfied customers.
A signed advertisement is, in a way, like a promissory note. The advertiser has made a statement, and affixed his signature as a sign of good faith.
".romens had a phrase for it

