

1606 Cabrillo Ave., Torrance DAY \& NIGHT GARAGE
Walter W. Heine
2748 W. A. King


## Does Advertising Pay?--Read This,-

J. W. BARNES COMPANY Torrance, California

June 29, 1928.

Mr. Grover C. Whyte, Gen' Mgr., Torrance Herald and Lomita News
Torrance, Calif.

Dear Mr. Whyte:
I would indeed be ungrateful if I left Torrance without express ing my thanks for the helpfuo co-operation given Mr. Barnes and myse iness Sale, and in acknowledging the exceptional results obtained by the advertisig.

In figuring up the costs, we have found that the advertising of
tting Sale, ran LESS THAN TWO PERCENT of the volume of sales. This low cost in comparison to the business that the adivertising brought us, is almost without a parallel in my 15 years experlence both
as manager of retail establishments and in my recent work as advertising sales manager.

I was truly surprised to find that you were able to set up our
dvertising as attractively as metropolitan dilles, and I wish to com advertising as adtractively as metropoitan dailes, and pliment you and your abie staff of printers for the care and attention given our copy.

I wonder if the merchants of Torrance realize the high type of newspaper they have in their city and if they are profiting by the in-
crease in sales that results by using regular space in its advertising columns?
Mr. Barnes wishes to join me in my sincere thanks and best
wishes for your continued success, which we are sure you so richly
deserve.
Sincerely yours,
SOL W. MEYERS,

Girl Reporter Visits P. E. Shops; Beauty Parlor for the Red Cars;
Put Marcel Waves in Armatures
$\qquad$


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