DR. LEOPOLD SCHREIBER:

## CIGARETTE - PICTURES

A selection of advertising pictures issued by various cigarette manufacturing firms leads to the following surprising result; leading firms on the hunt for new and effective propaganda material commissioned the best experts to seek out valuable material suitable for the purpose. Imaginative advertising experts have dug up cultural-historical material of the most interesting kind which had been but little regarded heretofore. In the Fashion Almanac of House Neuerburg, for example, we find a compendium of fashion during four centuries which could scarcely be bettered. The essential point to consider here is that this method of propaganda results in bringing illustrations of the most instructive kind to the knowledge of the great masses.

The advertising appeal of the cigarette picture is not aimed directly at the consumer, but at his family. All the favourite series have gone this roundabout but very effective route. For the most part, it is not the smoker himself who takes an interest in all the pretty pictures, coupons or counters he finds in his cigarettes and he would probably cast them ruthlessly aside if—it were not for the watchful eyes of the family. If he cannot satisfy the legitimate demands of sons, daughters or nieces by the daily surrender of his cigarette picture, his homecoming would be a thing to dread; he would rather buy a new packet than

Fashion Album and Fashion Almanac, Fashion Designs of four centuries with an introduction and texts of Dr. Wolfgang Bruhn. Cigarette Manufacture House Neuerburg, Köln.

Graphic composition: PROF. O. H. W. HADANK







