

These newspaper advertisements were published in 1921 as a part of the campaign of the Joint Coffee Publicity Committee in the United States, and illustrate the type of copy that fosters an interest in coffee, the beverage.

the healthful and refreshing quality of citrus fruit and other liquid foods or beverages one of which in particular contains very much the same elements as found in a cup of coffee. In this connection it is quite common to see small children with parental approval drinking of a well advertised beverage which is not considered as harmful in the same light as coffee although it contains the same substance caffeine. Is there nothing that can be done to stop this encroachment on the domain of coffee? In view of this condition shall we in the coffee trade continue to tolerate the yet to be proven contention of some physicians that coffee is harmful to the health of growing children? Must we pass our greatest opportunity for developing a generation of coffee lovers when the necessary evidence can be produced to explode this fallacy?

ACQUIRED DIETARY HABITS

"Dietary habits acquired in childhood very strongly influence us as adults. When we are too young to make our own selection of food and drink on the contain flavors introduced to our palate and through contain flavors introduced to our palate and through contain flavors introduced to our palate and through selection of the contained to the contained to the contained to the contained as the first meal of the day and served with cream or milk and sugar.

"But we must not be content with building for

the future alone when there are millions of adults who are potential consumers to whose attention Coffee, the Beverage should be forcibly introduced through advertising by radio, in journals, newspapers and on billiboards. We can capture their creative imagination and arouse their desire to drink coffee by using short snappy phrases and sound logic, praising and recommending coffee the healthful, platable, refreshing, exhilarating drink as a necessary and most delightful part of the daily diet of every adult citizen.

Research work by accredited Physiologists and Pharmacologists, with public pronouncement whem without relation to any coffee growing country, selling agency or association would also contribute strongly in convincing the public that coffee with its small caffeine content does not injute the human organism and especially does not by continued use cause any chronic form of illness, but rather promotes good health through regular assimilation and absorption by the muscles and nerves.

"Lack of necessary money has held back such a campaign to date but there should be enough interest in both disgrand roasted coffee trade to make a start and real the opinion that the trade properly carvassed would respond in a surprising sum of money which without a doubt would encourage coffee producing countries to do their roset."

"This must be a campaign controlled and directed by an organization not a part of nor within another but created and pledged to this sole purpose and managed by representatives of the roasting and green trade both Nationally and in local areas."