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United States Postoffice Highland Park, Illinois

Office open from 7 a. m. to 6:30 p. m. Office open from 9 a. m. to 10 a. m. Sunday.

Mail trains arrive and depart as follows: South Bound. North Bound. Rec'd and dispatched Rec'd and dispatched

9:09 a. m. 7:50 a. m. 12:56 p. m. 9:33 a. m. 3:17 p. m. 3:41 p. m. 6:50 p. m. Received Received 6:54 a. m. 5:36 p. m.

Sunday mail is received at 7:31 a. m. and dispatched at 5:43 p. m. All mails close 30 minutes before the departure of trains.

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Letter to Mr. Nelson Mowers Highland Park, Ill.

Dear Sir: Let's talk it right out before folks; there's nothing to hide in your business or ours; if there is; we'd better hide ourselves.

We are in trade to make money; so are you. We make it by saving our customers' money; so do you. Our object, in trade, is to save your customers' wood from rotting and iron and steel and tin from rusting; yours the same.

We work for thousands of property owners; you for a few. We can do some things that you can't do; we have the facilities. You can do some things that we can't; you are there. Let us work together; be faithful to one another. We can serve our customers better by working together and being faithful to one another.

Your dollar, put into our paint, will paint more feet than in any other way; and the paint will last longer. This saves you money, and saves your customers' money. That's all there is in our whole business. Yours truly

F. W. DEVOE & CO. New York and Chicago

Letter to Mr. W. C. Egan Highland Park, Illinois

Dear Sir: Devoe is worth \$4 or \$5 a gallon, put on; how much is another paint worth?

Depends on how many gallons you've got to put-on, to be equal to one of Devoe.

Mr J. J. Hall, Sheffield, Pa., painted two houses one coat, five years ago, lead-and-oil, took forty gallons.

Last summer bought 40 gallons Devoe for same houses; had 10 gallons left.

Mr. N. Avery, Delhi, N. Y., owns two houses exactly alike; painted one with Devoe; took 6 gallons. The other with some other; took 12 gallons.

What'd you give for those off paints? Bear in mind, you've got to pay for the painting. Yours truly

F W DEVOE & CO New York and Chicago

P. S. D. C. Purdy & Son sell our paint.

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