



...and the hand that holds the throttle
helps **CLOSE THE SALE**



An Erie Engineer speaking: "A big sale it was, too, son. The first order our shipper had received from this firm down East—a trial order, I believe. And it just had to be delivered on time! That's where we came in. We delivered on time the first time and helped close the sale. Might say we help hold that business, too—by delivering on time."

★ ★ ★ ★

To the man in the cab goes much of the credit for Erie's amazing year-in-and-year-out record of on-time deliveries. There's a schedule to keep—and Erie's high-speed freight schedules call for no delays. So the hand on the throttle is mighty important to every shipper.

Not only the engineer but every man on the Erie is wedded to the creed—the freight must go through safely and on time. When time means money—when the sale hinges on fast delivery, call *your* Erie Agent. He will handle *all* your shipping problems. Park your worries with him. Or write

Carl Howe, Vice President, Erie Railroad
Cleveland, Ohio



RAILROAD

THE HEAVY DUTY RAILROAD