

"A Good Story about the ERIE"

Why the Plant on The Erie Got the Order.

In Cleveland, a Great Corporation, moving into a New Home, was in the Market for almost a Train Load of New Furniture.

Salesman No. 1 said: "My Plant is on the..... Railroad. I couldn't promise Delivery in less than Ten Days".

Salesman No. 2 said: "I can beat that. My Plant is on the..... Railroad. I'll have it Here in a Week".

Salesman No. 3 said: "My Plant is on The Erie. I'll have the Goods here Day after Tomorrow. You *Know* you can *Depend* on it."

Mr. Traffic Manager! Are You giving your Sales Forces the Fullest Support by choosing The Route that Delivers The Goods with Dependability? And if You are building a New Plant or relocating an Old One you will find many Opportunities on this Railroad of Remarkable Service.

