

This is when the fellow with the cash has the advantage. The best sizes and styles will go first. All goods will be sold for a small amount of hard cash.

Remember the date the sale begins. You know the great reduction at our last sale, and the way the shoes sold.

A square deal for ail.

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Your Company has been recommended as one which The Blank Association of Commerce would be proud and glad to have on its list of members.

The activities of the Association in promoting the general good of the entire City of Blank in civic, industrial and commercial ways are so generally well known that I will not take up any of your time in reciting them, but I feel sure that if you knew more intimately the work of the Association and what it is accomplishing, not only for its members but for everybody engaged in business within the Blank territory, you would consider it your patriotic duty as well as a promotion of your interest to join in the work.

The Association needs your financial support, of course, but more than all else it needs more men workers; there is work for all in carrying out the splendid purpose which is its aim.

Personally, and on behalf of the Association, I should like very much to have you join us in this work, and it will be a great pleasure to me to have the honor of presenting your application for membership. I shall be very glad to have you appoint a time to suit your convenience at which I can call upon you and discuss this matter more fully.

The name of your firm has been suggested for membership in The Blank Association of Commerce, and I take great pleasure in cordially inviting you to membership in the greatest commercial organization in the world.

Our city would not be the city it is had it not been for this Association. The City will receive a great