

This is the Era of Concentration OF DOUBLING UP



THE old horse will carry three as easily as one, and that is the "STEVENS' SYSTEM", of having every man on the job, going the same way, getting there at the same time, and doing it in an easy canter.

The "STEVEN'S SYSTEM" doubles each opportunity without increasing the expense. It surprises the opportunity before it rounds the corner. I manufacture

FOUNDRY FACINGS, FOUNDRY SUPPLIES

Buffing Compositions and Platers' Supplies

FIRE BRICK and FIRE CLAY PRODUCTS

My representatives on the road sell all of these lines, and they compete with men who sell only one of these lines. It costs just as much to sell one as to sell all. It costs them the whole horse, while it costs me only a fraction of the horse. It takes a smaller slice of profit for me to sell you the goods. I take the small slice and give you the rest.

Don't you think the "STEVENS' SYSTEM" ought to win?

If you operate a
FOUNDRY
or a
POLISHING DEPARTMENT
and
PLATING DEPARTMENT
talk with
STEVENS

It means more
profit to you.

FREDERIC B. STEVENS
Detroit, Michigan

WAREHOUSE and OFFICES:
Cor. Larned and Third Streets

FACING MILL:
Cor. Isabella Ave. and M.C.R.R.

EXPORT WAREHOUSE:
Windsor, Ont.