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T WILL pay anyone contemplating going into the retail merchandise business to come and figure with us and look through our establishment before buying elsewhere. A great many items we can sell you just as cheap as you can buy them in the East, and make quite a saving in the freight. We absolutely guarantee that none of the merchandise we carry will cost you more than you can buy it in the East and pay the freight to this intermountain section. **QOur facilities for handling merchandise are first-class, enabling us to place our goods in the hands of our** customers at the lowest possible cost. Our warehouses are right on the railroad tracks, thus avoiding drayage, as we unload from the cars direct into our warehouses. **QWe take this opportunity to thank our friends throughout this inter**mountain region for the liberal patronage we have received at their hands, and want to say to them that, without that patronage and kind consideration, the record made by The John Scowcroft & Sons Co. would have been impossible. **QTo** those of our inter-mountain merchants who are not doing business with us, we say that we will be glad to figure with them. We know as that we can save you money. With the above guarantee you are absolutely certain that you cannot lose any money. This being the case, why not buy your goods from a western wholesale house.

Yours for Business,

JOHN SCOWCROFT & SONS CO.