# Gentlemen! Direct Mail Service Free

We invite your use of our advertising research department in the preparation of direct mail advertising. This service is offered without charge. Your direct mail in this way is written with experience and a knowledge of psychology of which you yourself may not be familiar. This department has been servicing accounts for over two years and has assisted hundreds of business men gain greater sales.

#### Investigation

Your particular business is thoroughly investigated and the field of clientele is carefully examined. The sales analysis which you yourself should make is done for you as part of this service. This initial market analysis is absolutely essential for a successful direct-by-mail campaign.

#### Art and Layout

The entire direct-by-mail piece is prepared here. Copy writing that will pull, art that will attract and appeal, layout that will assure and compel attention . . . all this is offered you by our advertising research bureau. A convincing argument and sales appeal that will bring response is yours for the asking.

### Printing and Mailing

As printers we offer typographical excellence that will place your message with assurance before a customer, and will be powerful and impressive enough to convey your firm's personality. The routine of mailing is handled upon completion at a small cost.

# THE BIRMINGHAM ECCENTRIC

Phones 11, 12, 13

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uessell, Evelyn Salisbury,
E. Smit, James L.
Ruth Constance Stahl,
H. Stephens, Margaret
Strand, Thomas Andrew
(I, Nelson H. Vanderpool,
Edward Wasey, Velma M.
n, Joan Winborn.

#### Battery Overheating may do serious damage

The battery in your car may be seriously damaged by over-heating. In sum-mer. . longer runs, the less frequent use of your lights . . you must re-member your battery. If the generator is charging all the time, the battery gets more energy than it needs and the result is needs and the result is inspect your battery regu-larly and protect it.

Birmingham Battery Service

303 East Maple

Phone 902

ine Willard Batteries and

Ignition and Generator Service for All Cars

### Villagers and Village

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(Concluded 2 from Page 1)
ways. We may be right or we right to we wrong. But we have a right to mount should be forced into agame with an opponent whose methods it can not respect.

Do you know the village does not pay for new installation of sidewalks. The village does the work and then bills the property wher.

minity should be forced into a grant that a proposent whose the state of the state

#### AND NOW

We can resole shoes the way you women like them.

It is no longer necessary for us to nail soles on your fine McKays and turns,

Modern, up-to-theminute equipment enables us to cement full soles or half soles, giving you the kind of shoe re-building fine shoes

#### Harry J. Hill

Shoe Rebuilder 121 WEST MAPLE AVE Telephone 117 We Call For and Deliver"

#### DUTTON THE DEPENDABLE

Automobile Seat Covers to Order

Tops and Curtains made and repaired-

Top Decks dressed and waterproofed-

All Sedan Glass \$4.25 per glass (excepting windshield)

Everything in Trimmings

#### **DUTTON'S**

TOP & GLASS SHOP

159 Brownell St.

# Tire Sale

Our entire new stock of U. S. Royals and Peerless will be

#### CLOSED OUT AT COST

to make room

for state branch of new line

#### LOOK THESE OVER 30 × 3½ ----\$ 4.05 30 x 4,50 \_\_\_\_\_ 7.45

## and many others D.R. Taylor Service Station

543 South Woodward



# Factory-to-You Price

-with all that this means in big, outright saving, is one of the important advantages offered you in purchase of a piano of our own manufacture-

GRINNELL BROS.

GRAND, UPRIGHT AND PLAYER

### **PIANOS**

#### GRINNELL BROS

STEINWAY REPRESENTATIVES 120 So. Woodward Avenue, Birmingham

RADIOS - VICTROLAS - RECORDS UHUMANIAN MARKATAN