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Tens of thousands of people who were formerly strangers to the City Directory are consulting it on questions of citizenship, employment, sources of supply, communication, etc. In addition, Directory usage is **up** among regular subscribers.

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Do your employers furnish you with the latest edition of the City Directory?

You need it at your elbow at all times, to protect your company from forgers and bad-check artists. A few questions, checked against City Directory information, will trip them at once. Intelligent use of the City Directory for this purpose has saved thousands of dollars and helped make some cities "too sharp" for bad-check "operators."

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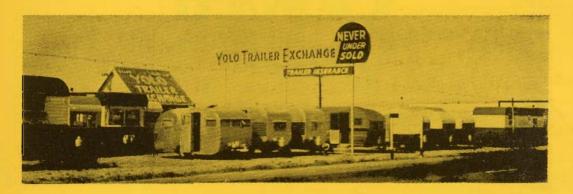
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Out-of-Town
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A complete library of out-of-town City Directories is maintained especially for the reference use of our subscribers. We invite you to consult this library of up-to-date Directories when in need of names, addresses, and other information about firms and individuals in other cities. This is a part of our service to local City Directory users.



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# Buyers' Guide?

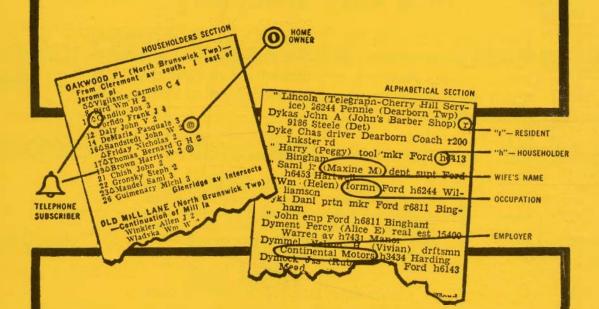
\* It is customary to include a Buyers'
Guide in the City Directory because:

It gives business firms the opportunity to elaborate upon a description of their products and services impossible in the limited space of regular Alphabetical and Classified listings.



The Buyers' Guide is a necessary supplement to the regular listings; it is good City Directory information . . . EXTENDED

# DIRECTORY SYMBOLS AND DESIGNATIONS



TN ADDITION to names and addresses, your City Directory contains much detailed information concerning the people of your community. In order to list this information certain symbols and designations have been developed which enable important statistics to be compressed into the smallest possible space. You will receive far greater benefits from your City Directory if you familiarize yourself with the symbols and what they stand for.

In checking credit applications, in conducting direct mail advertising programs, in planning sales campaigns, in building prospect lines, and in scores of other ways your City Directory will prove of invaluable assistance.

KNOW YOUR DIRECTORY SYMBOLS