

EXCELSIOR HEATER CO.
"THE ROOKERY."

T. J. COOKSON, GEN'L MANAGER.
C. E. FERREIRA, SUPT.

OFFICE PHONE, MAIN 4987.
WORKS PHONE, YARDS 544.

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CHICAGO, August 10th, 1895

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Dr. C. C. Gillman,

Atlanta Exposition,

Atlanta, Ga.

Dear Sir:-

We are afforded an opportunity of exhibiting our Feed Water Heater in your Exposition and would take great pleasure in doing so, if the award system is to be conducted in the opposite manner of what it was at our World's Fair, and if the awards are to be graded, based on actual comparative tests, and absolute knowledge of relative merits.

We have and claim to have a much better heater than any other on the market from every stand point, efficiency, convenience, simplicity, durability and stand ready to subject our claims to competent, impartial judgment. Since we claim so much, your Exposition could not serve the Public, better than by enlightening it on the subject and stamping as imposters those who claim what they cannot prove to be true, by actual tests.

That you may see the position we took at the World's Fair in the matter, we take the liberty of sending you our World's Fair correspondence.

Hoping that you will pardon this seeming intrusion, we remain

Yours very truly,

EXCELSIOR HEATER CO.

C. E. Ferreira
Supt.