

In 1882, ten years after the main building was erected and a short time after M., R. & A. were the tenants, two important additions were made. They were necessary to accommodate the rapidly growing trade of the flourishing business. They did for time, but business seemed to make business. A larger and more complete stock and plenty of room to display it seemed to draw greater crowds of customers, and only one year later another large addition was made. Then it almost seemed as though it was as complete as the architect and the builder could make it. The throng increased, and every story became useful to store the vast quantities of goods which waited shipment or unpacking for replenishing the retail department. No one who has not made a very minute examination of the scores of departments can form any idea of the goods necessary to keep the stock up. Hundreds of customers draw upon it daily, and unless the departments were watched and replenished constantly the reputation for completeness which the firm has established would not last.

In 1887 the "new room" was added. It is one of the largest additions that has yet been made, and occupies almost all the available space left for building in the rear. Upon the plan on the next page this part of the structure is numbered "5." It contains much of the valuable goods in the establishment, and is eminently adapted in every way for the use to which it is put.

In extending the premises within the lock, the firm have shown that sound judgment which has ever characterized their forward movements. Rear land is cheaper than front, and the expenses are kept down by the difference in the annual round rent. This may to a casual observer seem but a drop in the huge expense bucket, but it is merely an indication of the business policy for which the firm is noted, and which enables them to dispose of their goods at a close margin of profit.

Another feature of this immense business is its punctuality in filling orders. This has had much to do with the prosperity which seems to hover around the establishment, which some people say is due to "luck." "Luck" in this case means close attention to the little things, means that an order for \$1 worth of goods is filled as promptly and as thoroughly as one for \$1,000. It means that each parcel is delivered with equal promptness, and both customers are satisfied.

Progress cannot add much to what is shown on the next page. It knows of no Canadian house, which has gone through trouble and expense, to give its customers an adequate idea of the establishment they patronize.

The building is four stories high. Every floor is shown here with all completeness. Every department is in its place and every article where it should be.

At the same time the reader gains an idea of the immensity of the business, he can also form some conception of the system which keeps it together.

It is not the writer's purpose to enter into an elaborate description of the departments. This has been done before in this paper and scores of times in others, but the plans of each floor which PROGRESS presents today are a better description than any that has ever been written.

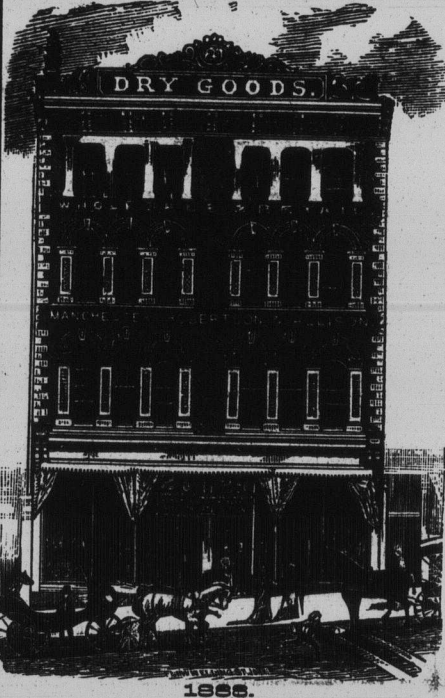
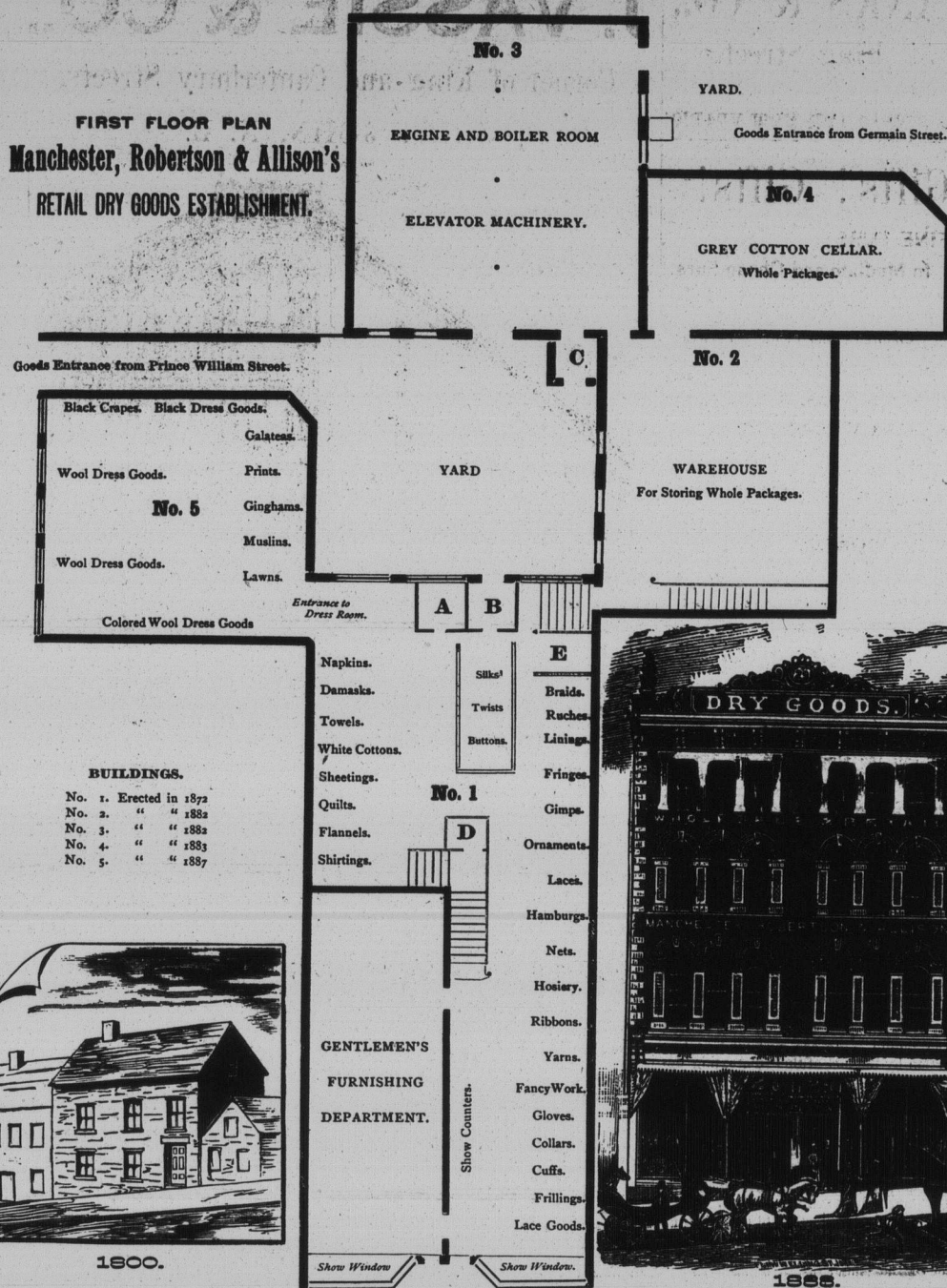
And just here let the remark be made that the King street of today, 1888, is somewhat different from the King street of 1800. The building which stood on the site of the present magnificent structure is represented and has the appearance of a rude and uncomfortable shanty.

Glancing at the interior of the first floor, two other improvements are brought to mind. One of them—the passenger elevator—is common in larger Canadian and American cities, but it was the first one in St. John. Its advantages need not be commented upon. They are obvious.

The cash system, which abolished the numerous and tardy boys and introduced promptness and correctness into the retail business, is elaborate in its way and was an innovation. It took immensely. People who heard of it went and saw it, and once beside Manchester, Robertson & Allison's they would not buy.

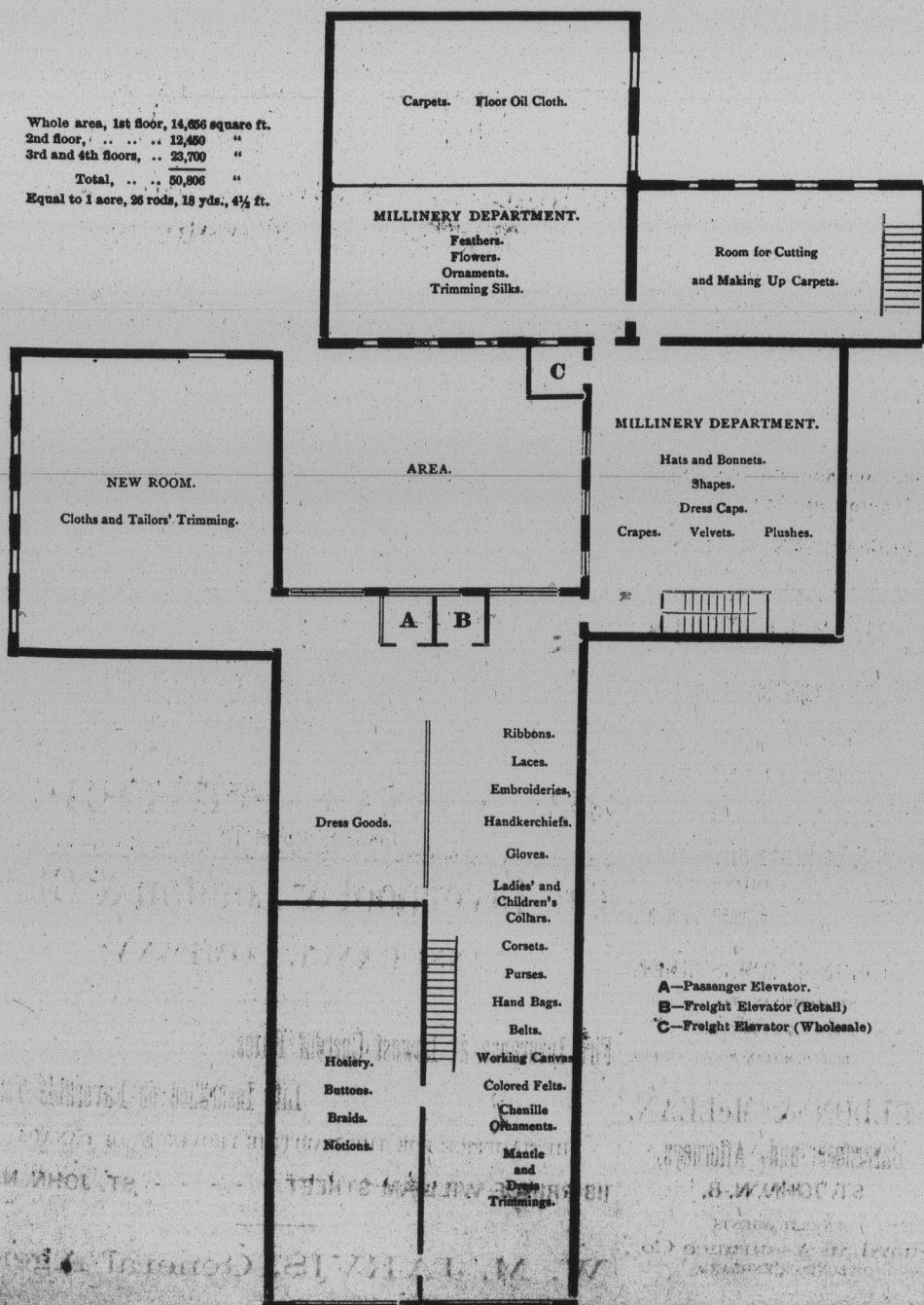
It has been the introduction of such innovations, meeting the wants of the people in every possible way, giving them something new and taking that has given Manchester, Robertson & Allison their present popularity.

### FIRST FLOOR PLAN MANCHESTER, ROBERTSON & ALLISON'S RETAIL DRY GOODS DEPARTMENTS.



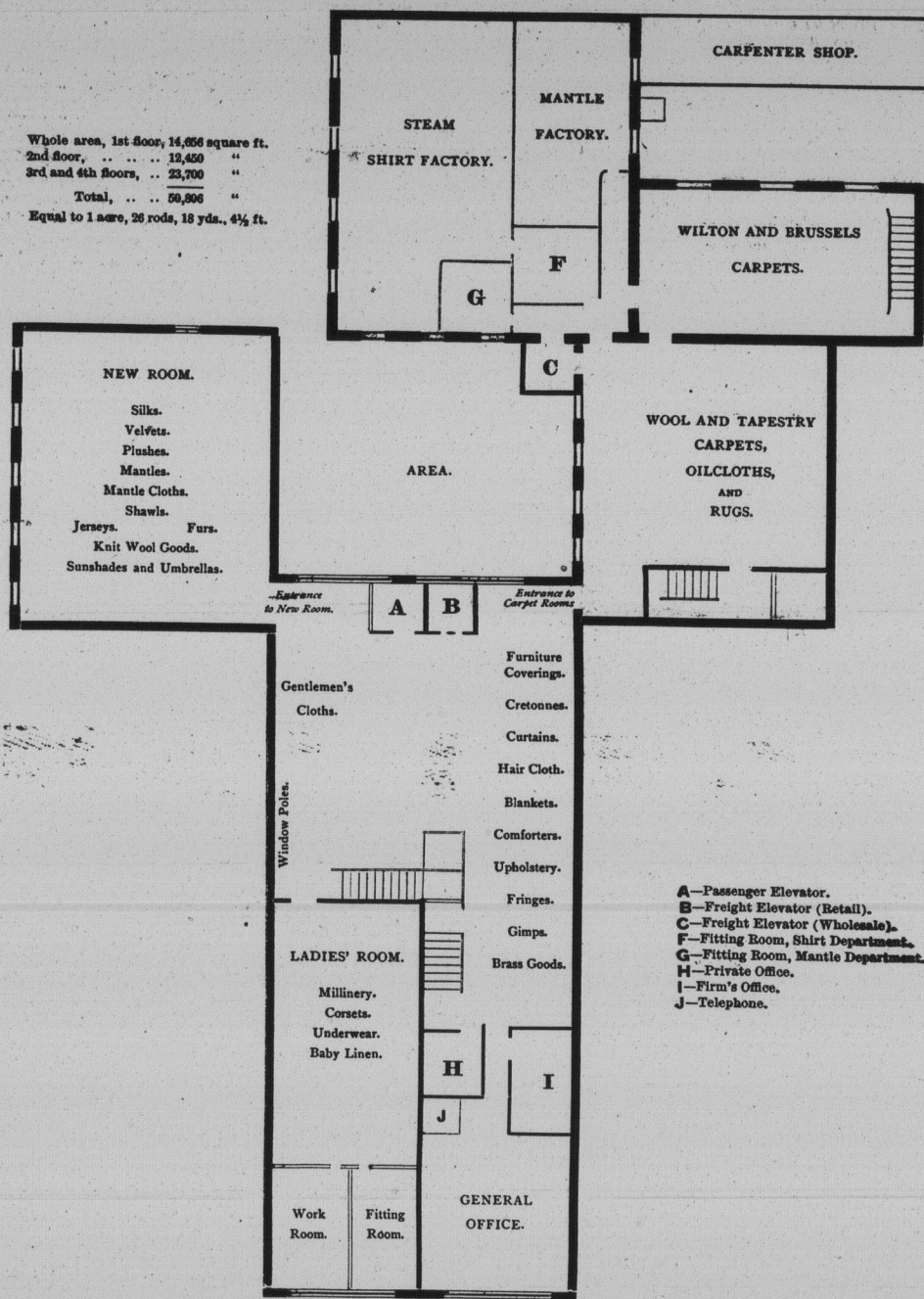
### THIRD FLOOR PLAN.

Manchester, Robertson & Allison's Wholesale Dry Goods Departments.



### SECOND FLOOR PLAN.

Manchester, Robertson & Allison's Retail Dry Goods Departments.



### FOURTH FLOOR PLAN.

Manchester, Robertson & Allison's Wholesale Dry Goods Departments.

