

BRUSH UP.

The merchant of to-day who fears competition has outlived his usefulness.

He cannot overcome the obstacles that his more progressive neighbors overcome easily.

And he seeks relief in cursing his luck.

He thinks that the times are at fault, and that he is faultless.

If he could think the other way he would be nearer the truth.

When a man is unable to overcome the conditions that must be mastered, there is something wrong with him.

There are many furnishers in this country who believe that the days of prosperity will never come again.

Probably not for them.

The cause is evident.

New men with new ideas have come into the field.

They have more ways of catching trade than the old-timers.

They have studied every channel that bears trade, and they employ every modern method to turn the trade into their shops.

You cannot sit behind a counter and think prosperity into your shop.

You will have to get up and hustle.

Suppose you look at the conditions.

What are they?

You have a store that is stocked with goods.

The goods don't sell.

Why?

Perhaps you deal with old foggy houses.

Perhaps you are set in your ideas.

Perhaps you think that because a certain article sold well five or six years ago, that it will sell well now.

Perhaps you do not keep bright, up-to-date goods, in a bright, up-to-date shop.

Look about you

Inspect the new stores.

Keep thoroughly posted on the new goods.

Know the progressive manufacturers.

Listen to the advice of sensible salesmen.

Employ the methods that the new and successful merchants employ.

Don't think you know it all.

Don't do business as your father did it.

Don't be obstinate.

Don't be opinionated.

Don't be blue.

Just make a strong effort to brush the cobwebs away.

Be young,

Be modern,

Welcome honest competition, meet it,

Battle with it—lead it.

The times have changed.

Business to-day is done on methods peculiar to to-day.

Every age has its methods.

Are you employing the methods of to-day?—Haberdasher.

REGISTERING LARGE SALES.

The National Cash Register Co., of Dayton, Ohio, U.S.A., have just added some improvements to their No. 79 registers, which make them available in stores where it is sometimes necessary to register single transactions amounting to more than \$100. The registering capacity of these machines has been increased from \$99.99 to \$999.99, while at the same time it is possible to keep a separate account of the sales in the different departments of the store or to keep separate the sales of each clerk in the store. This should open up a new field for the use of the cash register.

ARTICLES FOR SALE.

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE PRINTING NATIONAL CASH Register; in use but a very short time; will be sold on account of the former owner going out of business at \$75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N. S. (t. t.)

BUSINESS FOR SALE.

DRY GOODS BUSINESS IN GOOD TOWN OF 4000; ESTABLISHED 10 years; in that time the owner made a competency; annual turn-over \$20,000; stock about \$7500; price \$50,000 on the \$5,000 cash, balance in 2, 4 and 6 months at 7 per cent secured; goods that may arrive for fall would not be included. Apply "S. S. M.", care of DRY GOODS REVIEW. Sole reason for selling, ill-health.

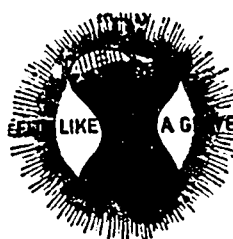
R. FLAWS & SON Dry Goods Commission Agents
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MARINE INSURANCE.

The Open Policies issued by the **MANNHEIM INSURANCE CO.** (Capital Two Million Dollars) cover goods from the time they are shipped until delivered at your warehouse.

For rates and further particulars apply to

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