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Cook's Cotton Root Compound, No. 1, Retail \$1.
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Many retail druggists sell dozens of these goods while others only sell a few boxes. The reason for these variations in sales are that one orders from his jobber in not less quantity than one dozen. Wood's Phosphodine, one dozen Cook's Cotton Root Compound No. 1, and a half dozen Cook's Cotton Root Compound No. 2, and places the dozen cartons on his show case where they can be seen and examined by customers. The other orders a few boxes and hides them in a drawer behind his counter where they cannot be seen, or what is still worse, waits until a customer asks for the goods and then orders a box or two: thus one druggist sells many dozens, the other a few boxes or none at all. These goods all afford a liberal profit to the retailer, and are liberally advertised in nearly all papers from Cape Breton to British Columbia. No retail druggist can make a mistake in ordering from his jobber at least one dozen each of these goods and placing them on his show case where they can be seen. Druggists who have only purchased a few boxes and placed them in a drawer behind the counter, will, by purchasing in quantity and placing where they can be seen, be surprised how quickly they will be sold. *There is only one way to sell goods and that is to keep a supply.*