

# CONDITIONS, TERMS, &C.

1. Please write your order only on one side of a sheet of a paper, as it is thus more easily kept for reference.

2. Be sure to write your address very plainly. I fear I have lost one or two good customers, by failing, after the most careful scrutiny, to make out the writer's name or post office. If this meets the eye of any who have written to me without getting an answer, I hope they will write again.

3. Do not fail to write the name of your Post Office, *after your own name*. Sometimes a special name is given to a gentleman's residence, and this name used at the top of the letter with the date. If then, the Post Office address is not put at the foot of the page, I am often in doubt as to how I should address, either a reply or the plants.

4. When you do not live in a town of some size, be sure to state the county you live in, and also the province—when not Ontario.

5. In ordering by express, let me know whenever the name of the express office differs from your post office.

6. Please do not ask for less than half-a-dozen of one kind at dozen rates, or less than fifty of a kind at hundred rates. In certain cases special prices are given for three, five, half-a-dozen or fifty plants, which patrons will please observe.

7. Kindly make every order amount to at least one dollar. A large part of the cost of filling orders by mail arises from the labor of packing, and going perhaps to distant parts of the grounds for the different varieties. With small orders this labor is generally the same as with large ones, so that in this way—as well as in booking it, addressing tag, notifying customer of shipment, &c.—a twenty-five or fifty cent order would cost me nearly or quite as much as the price. I am willing to sell plants cheaply, but not to give them away—so let us stick to the dollar unit.

8. **TERMS—CASH WITH ORDER.** Pray do not object to this most necessary rule. After going to such expense to advertise my business, there is no danger that I will keep your money without sending the value in plants; as one such action, and the consequent exposure, would cost me more, in loss of custom alone, than returning your money fourfold. But I would be foolish to encumber my books with a multitude of credit sales in the case of persons that I have never seen or heard of before; so, if you desire your order to receive prompt attention, by all means enclose the money. Goods will be sent by Express C.O.D., when desired—if 25 per cent. of the price is sent with the order, to ensure me that the stock will be taken out of the office; as sometimes a purchaser is a little careless in attending promptly to goods that he has not paid anything on. But I do not recommend the C.O.D. plan at all, as the cost of collecting the price—which the Express Co. always takes out of the purchaser—is something serious, when the goods pass over several lines.

9. Send money by Registered Letter or Money Order, if you wish it to be at my risk. Money often comes to me in ordinary letters, and I have not heard of any going astray yet. This plan usually does for sums of a dollar or two, but I cannot become responsible for its safe arrival unless the letter is registered. I prefer Money Orders for all sums of \$5 or over; as they secure you by making me legally responsible, and secure me by making it impossible for anyone else to get the money.

**NOTICE** that the MAILING DEPARTMENT receives my special attention. Plants are carefully packed in damp moss, and wrapped in oiled paper to retain the moisture—leaving the tops uncovered in the case of Strawberries—and, in this condition, will cross Our Broad Dominion, and will start into vigorous growth when planted with ordinary care. In this way I have mailed plants to New Brunswick, and even to Ireland, to the satisfaction of the recipients.

**NOTICE ALSO** that in all large orders by Express, at dozen and hundred rates, a number of extras will be put in, amounting to a suitable discount on the order, according to the value. Address all communications and orders to

**T. C. ROBINSON,**  
**OWEN SOUND.**

Post Office Box 466.

RB125/490