

In our next we will try to give some information on the subject of printing in warm weather, by a practical printer, which will be read not only with profit but pleasure by our brother photos.

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Dont forget to order "Bovey's Preservative Medium,"—keeps paper white in the hottest weather.

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### "A Word to the Wise."

On more than one or two occasions we have given offence by sending small orders C. O. D. to men in good standing and of high credit. We wish we could induce all our customers, whose orders are under \$50, to adopt the C. O. D. plan—not because we are doubtful of their credit, but because it would be beneficial to them and to us. In the first place, it would enable us to materially reduce our staff of clerks—no bookkeeping on either side would be requisite—and our expenses being thereby reduced, our customers would reap a decided advantage in closeness of price. As an extra inducement to fall in with our views in this respect, we will deduct from off the face of our invoice 5% for cash—and on bills of over ten dollars we will pay the collection. It is not so much a question of credit with us as expediency—for any business man will at once see that it creates much work in the office, where some hundreds of small accounts are running. These hard times 5% is worth having, so we commend our proposal to our country friends.

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### ABOUT OUR PRIZE.

The medals will be ready in two weeks, and will be very handsome.

Competitors will remember that we require six C. D. V. and six Cabinet Photos from each competitor. No two pictures to be alike, nor are any two C. D. V. or two cabinet pictures to be of the same person, but one C. D. V. and one cabinet may be of the same subject, differently treated.