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—FOR—

Manitoba and the Northwest Territories

—FOR—

**Upjohn's \* Pills.**

**THE MOST READILY SOLUBLE PILL MADE  
IN THE WORLD.**

Put up in bottles of 100 and 500 each. Pill lists sent to druggists on application.

Our Stock of Patent Medicines is also very complete.

**DAWSON, BOLE & CO.,**  
60 Princess Street, - WINNIPEG.

### Why Some Retail Merchants Fail.

The failing of many retail merchants is that they are not the students that they ought to be. They fail to grasp the details of their business. They open their doors, hang out their signs, and think that all they have to do is to wait for people to come in, listen to their wants and supply them over the counters. Every time a merchant allows himself to hold that opinion he commits an error. He should study his business. The doctor keeps up with the times. He subscribes for the medical journals, and he makes it his business to read them carefully. The details of every operation is studied with scrutinizing care. He is on the alert for any new suggestion that may present itself in the statements before him. The builder peruses his architectural journal with the closest interests. It is the merchant who alone of all business neglects this important matter. Many country merchants, and city merchants, too, take a trade paper, but they glance at the contents in a perfunctory manner; they do not read it in the full sense of the word, they are not keeping posted on the changes in the markets, the styles or brands.

It is unfortunate that this is so. The merchant should endeavor to mend his way in this respect. There is much that will be instructive to him in his trade paper, and that will save him money if the counsel is heeded. There is no more important part of the paper than the advertisements. They contain the latest information to the trade. By a failure to read them the merchant may have lost a suggestion that would have brought him profit. Every merchant should make it his business to subscribe for a trade paper and read it carefully. —*Minneapolis Commercial Bulletin.*

### TEES, WILSON & CO.

70 ST. PETER STREET, MONTREAL.

A FULL ASSORTMENT OF  
INDIAN, CEYLON, CHINA AND JAPAN  
**T E A S.**

We make a specialty of CEYLON and INDIAN Teas, and carry the largest assortment of any House in the Dominion.

Represented in Manitoba, Northwest Territories and British Columbia, by

D. C. MCGREGOR, - MCINTYRE BLOCK, WINNIPEG.

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#### FACTORY AGENTS FOR

Exclusive Novelties in Dress Goods, Underwear, Linens, Woolens, Hosiery, Jackets, Embroideries, Buttons, Etc.

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ROOMS 26 AND 28 MCINTYRE BLOCK,  
P.O. Box 179, WINNIPEG.

### J. Kuhn & Son,

—DEALERS IN—

**BUTTER, CHEESE AND EGGS  
FLOUR AND FEED**

And Produce Generally. Agents for the  
**GOLD SPOON BAKING POWDER.**  
Consignments of Produce and other Goods Sold on Commission and Prompt returns made.  
Catharine Block, Alexander St. West  
WINNIPEG, - MANITOBA.

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J. C. SMITH

**Cooper & Smith,**

MANUFACTURERS,

Importers and Wholesale Dealers in

**BOOTS AND SHOES!!**

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S. R. PARSONS. HENRY BELL. W. E. HAZLEY

**PARSONS, BELL & CO.,**  
**Wholesale Paper Dealers**

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**GENERAL STATIONERS.**

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**Canada Paper Company,**  
Manufacturers Printing, Wrapping & Writing Paper  
&c., Montreal and Windsor Mills, Quebec.

**Alex. Pirie & Sons,**  
Manufacturers Fine Stationery, Aberdeen, Scotland.  
**M. Staunton & Co.,**  
Manufacturers Wall Papers, Toronto.

CORNER PRINCESS AND BANNATYNE STREETS,  
WINNIPEG.