



# Method

"METHOD is like packing things in a box; a good packer will get in half as much again as a poor one."

**T**HE methods of buying and selling we employ in our business, are the result of thirty-three years experience, and they're good ones—well tried by time, as this store was established in Berlin in 1863. Other stores have come and gone, but we're still here at the old stand. When you deal with us, you don't pay two profits, because we go directly to the manufacturer for our needs, and pay him cash. Therefore you have no wholesaler's or middleman's profit to pay in our prices. We squeeze our prices down, and give you the

**Greatest Possible amount of Goods for the least Possible amount of Money.**

We carry the Largest Stock of Hardware in the County of Waterloo, and give you a big range to choose from in every line—good honest values that will bring you back again and again, and your friends with you. That's our way. We're big advertisers in the "Daily" and "Weekly Telegraph". We believe in advertising, and carry out what we say. Read our "ad's" in these papers—perhaps we can do you some good.

**Short Prices make Long Friends.**

**J. FENNELL & SON,**

Hardware from the maker to the Consumer. **BERLIN, ONTARIO.**