

# H. A. NELSON & SONS

MONTREAL AND TORONTO

## What We Claim

TAKE A NOTE OF IT

- 1st. Carrying on business both in Montreal and Toronto, and with full stocks in each city, we claim **our turnover is more than double that of any of our competitors.**
- 2nd. Our **purchases from manufacturers must of necessity be correspondingly large.**
- 3rd. We are **sole selling agents in Canada** for very many lines which no retail house should be without.
- 4th. We pay **spot cash for all our goods.**
- 5th. We carry, beyond a doubt, the **largest assortment** of goods of any house in the trade.
- 6th. That, being the largest buyers, it naturally follows we obtain the very **closest prices** from the makers.
- 7th. **That, while not throwing out baits** to our customers, we mark our goods at as small an advance on cost as any of our competitors.
- 8th. We are **liberal** with our customers.
- 9th. We have no **supply** accounts.
- 10th. We sell the very best retailers from Prince Edward Island to British Columbia.
- 11th. Our **travellers and salesmen are reliable** and know their business thoroughly.
- 12th. We are **prompt** in filling orders.
- 13th. That we honestly believe the foregoing to be **absolutely true.**

## PROOF.

*Our firm has been in existence over fifty years.  
Our sales last year were the largest in the  
history of the firm. This tells the story.*