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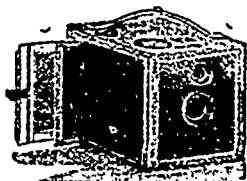
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dozen Cook's Cotton Root Compound No. 2, and places
the dozen cartons on his show case where they can be
seen and examined by customers. The other orders a few
boxes and hides them in a drawer behind his counter
where they cannot be seen, or what is still worse, waits
until a customer asks for the goods and then orders a box
or two; thus one druggist sells many dozens, the other a
few boxes or none at all. These goods all afford a liberal
profit to the retailer, and are liberally advertised in nearly
all papers from Cape Breton to British Columbia. No
retail druggist can make a mistake in ordering from his
jobber at least one dozen each of these goods and placing
them on his show case where they can be seen. Druggists
who have only purchased a few boxes and placed them in
a drawer behind the counter, will, by purchasing in
quantity and placing where they can be seen, be surprised
how quickly they will be sold. There is only one way
to sell goods and that is to keep a supply.