

The Reason Why —

we are able to serve our customers well is partly contained in the following

.. Statement of Facts ..

IN BUYING

We have the knowledge **WHERE** to buy,
We have the capital **WHEREWITH** to buy,
We have the business **WHEREFOR** to buy,

And the result of buying from the proper source for spot cash and in the largest quantities, combined with the fact that our warehouse expenses are smaller (in proportion to volume of business) than those of our competitors, and that our factory is a model of economy, is that

IN SELLING

We offer the best values obtainable,
We sell our goods at a small profit,
We fill orders carefully and ship promptly,

—so much for our ability.

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are debt and difficulty, difficulty and debt they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stuck to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

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