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A GREAT STRIDE UP AND OVER

Business Customs!

OLD METHODS found to be faulty or objectionable, discarded. A new and vastly advantageous plan hereby adopted!

OAK HALL

Already the Largest Clothing Concern in America, and leading the Trade,

IT STARTS ON A NEW CAREER!!

Thoroughly reorganized on a greatly improved plan.

Silencing Objectors! Ruling Out the Possibility of Unfairness! Assuring Equal Rights to All! Securing a Scale of Still Lower Prices!

AGAINST MISREPRESENTATIONS, UNDERSTANDINGS.

DISSATISFACTION with Price or Purchase rendered IMPOSSIBLE!

A PLAN

By which it is hoped to double in the coming year the already immense business of

WANAMAKER AND BROWNS

ENORMOUS ESTABLISHMENT.

Making its Annual Sales more than \$3,000,000!!!

BY MERITING AND SECURING the Patronage of all classes of the Community to a degree never before enjoyed by ANY one House in any department of trade!!!

ALL THOUGHTFUL FOLK

Because advantageous alike to both buyer and seller.

Thirteen years of interested and eager observation of different methods of doing business, while establishing and extending the largest clothing trade in the United States, have brought us to the following

CONCLUSIONS:

- 1st That a customer has a right to some GUARANTEE that his purchase shall prove exactly as represented. 2nd That Cash throughout is the only basis consistent with the very lowest prices...

BUSINESS MEN thoroughly bent on upright dealing, have been thinking over, working out and experimenting on propositions similar to the above, but have not been able to find a better plan...

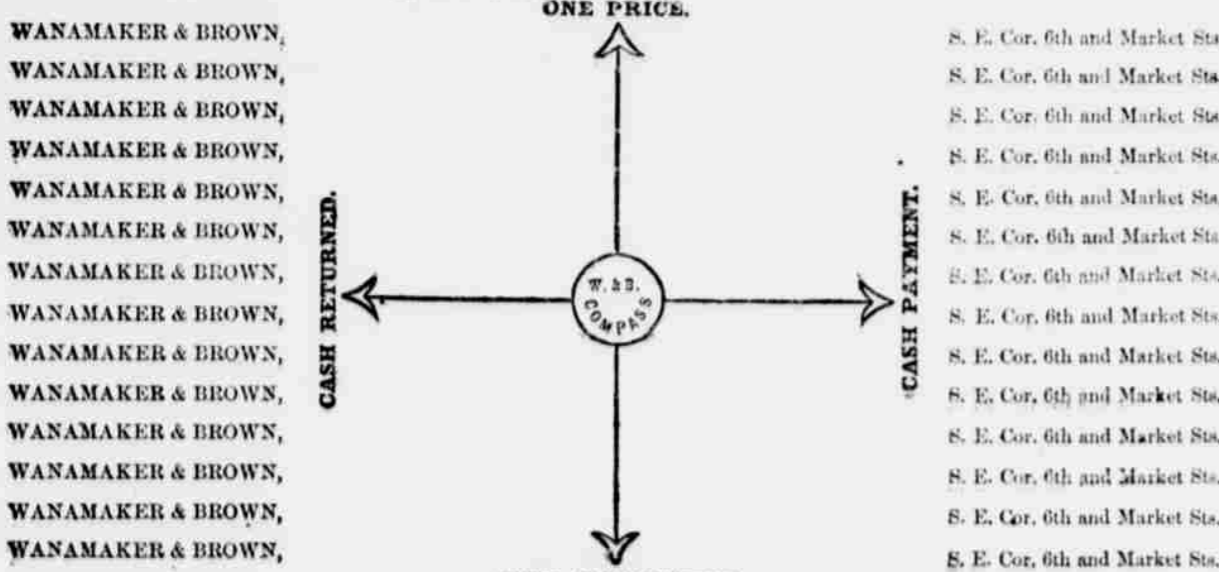
WE UNHESITATINGLY ADOPT THEM ALL,

and confidently relying on the approval and support of an intelligent and discriminating public, we inaugurate what we believe to be the best system in the world, and we now

ANNOUNCE THESE AS THE

FOUR CARDINAL POINTS

by which we will hereafter steer our craft.



EXPLANATION AND ELABORATION OF WANAMAKER & BROWN'S NEW PLAN.

1st POINT. 'CASH' Houses doing a credit business must provide for losses on bad debts, interest on long-standing accounts, capital locked up, etc.

2d POINT. 'ONE PRICE' The fairness of this feature of our plan all will praise. It is simply treating all alike—extending nothing from indisposition to bargain or ignorance, and, at the same time, conceding all that shrewdness on the shrewdest customer's part could possibly extort.

3d POINT. 'FULL GUARANTEE' NOT the "First" Price, but the LAST and LOWEST PRICE. NOT the "TOP" Price, but the VERY BOTTOM PRICE.

4th POINT. 'CASH RETURNED' In other words, Salesmen or "Headmen," have never been allowed, under ordinary circumstances, to fall below a certain figure!

NOTE—Whenever the exigencies of the season, the state of trade, or the money market may demand, the right is reserved to go through our stock, before or after business hours, and mark down any lot or lots of goods, changing the figure on all the labels, so that the new rates are the same to all, and all buy alike at the mark down price.

WANAMAKER & BROWN WILL NEVER HOLD THEIR GOODS.

A printed Guarantee, bearing the signature of our firm, will accompany each garment as a Warranty. This binds us in every way, and will be honored as quickly as a good draft of the bank.

GUARANTEE. We hereby guarantee 1st. That the prices of our goods shall be as low as the same quality of material and manufacture are sold anywhere in the United States.

4th POINT. 'CASH RETURNED' This is simply a proposition on our part to our customers, to enable them to feel comfortable in dealing for goods they know very little about, and we thus prevent any suspicion of dishonesty from any and every cause whatsoever.

THE ADVANTAGES IT MAKES CLOTHING CHEAP. CHEAPNESS, and this without lowering the quality or style of our celebrated make of MIDDLEBURG HATS, CAPS, & GLOVES.

ENTIRE CHANGE OF BASE Investigation is asked into all we have here put forth. Making the latest normal and fashionable reputation of our goods, we have the result on the full and most intelligent of all the processes and methods of doing business in the world.

Let it Begin. WANAMAKER & BROWN, THE LARGEST CLOTHING HOUSE IN AMERICA. OAK HALL, S. E. cor. 6th & Market Sts., Philadelphia.

HARDING & FERRIS. Patent & General Claim Agency, Washington, D. C.

GROSS & BROTHERS. Manufacturers of and dealers in all kinds of BILL, TIMBER, LUMBER, PAING, SHINGLES, LATH, FLOORING, etc.

G. W. GRANDELLO. Justice of the Peace, & WATCHMAKER. Market Street, Middleburg, Penn.

JAMES K. DAVIS HOTEL. SELMSGROVE, SNYDER CO., PA. HENRY A. ELLIOTT, Proprietor.

FREEMONT HOTEL. FREEMONT SNYDER CO., PA. JOHN S. WOLF, Proprietor.

UNION PLANING MILL. SELMSGROVE, SNYDER CO., PA.

Keely & Wagner Lumber Dealers AND MANUFACTURERS OF Doors, Sash, Windows, Shutters, Window Boxes, Blinds, Sash, Stair Fixings, Hand Railings, Brackets, Mouldings, Flooring, SCROLL-SAWING & CABINET TURNING Shingles, Lath, &c., &c.

Orders solicited and filled with promptness and despatch. Please call and examine our stock before purchasing elsewhere.

Advertising Rates. One column one year, \$10.00. One-half column one year, \$5.00. One-fourth column one year, \$2.50.

I. O. OF O. F. MUTUAL LIFE Insurance Society of Pa.

OFFICERS: EDWARD W. BROWN, President. J. W. KNIGHT, Vice President. R. E. ABRAHAM, Secretary.

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GEORGE M. SMITH. Wholesale and Retail Dealer in all kinds of Hardware, Cutlery, and Stationery.

ISAAC BEAVER'S. NEW STOCK OF SPRING AND SUMMER GOODS at ISAAC BEAVER'S.

DRY GOODS. Ladies' Dress Goods, Carpets, Floor, Table, & Stair Oil Cloth, BOOTS AND SHOES, Hardware, Queensware, Tin & Glassware, Wood & Willow ware.

Middleburg Grain Market. Corrected Weekly by ISAAC BEAVER.

Geo. Alfred Schoch. JUST OPENED, IN MIDDLEBURG, BY Geo. Alfred Schoch. PRINTS, MUSLINS, DRY GOODS, Fancy Cassimeres, Ready Made Clothing.

Y. K. WAGNER, R. E. JUSTICE OF THE PEACE. Jackson Township, Snyder Co., Pa.