4th Annual SPOKANE FRUIT FAIR -- October 5 to 16

GREATER THAN EVER

Grand Representation of the Resources of the Northwest. Special Transportation Rates.

JOHN A. FINCH, President. H. BOLSTER, Secretary and Manager.

BLACK LEAF SHEEP DIP

One Gallon Dips 100 Head Sheared Sheep

SCAB CURED : TICKS KILLED LICE KILLED BETTER WOOL MORE WOOL : **NO DEAD SHEEP**

MONEY SAVED

FOR SALE BY

COFFIN BROS.

NORTH YAKIMA, WASH.

WRITE FOR PAMPHLET TO

LOUISVILLE SPIRIT CURED TOBACCO CO.

LOUISVILLE, KY.

PRICE, $1.00 per gallon, in 5-gallon Cans

THE GREATEST HOUSE IN THE WORLD.

We call the reader's attention to the advertisement of Montgomery Ward & Co., of Chicago, which appears in the display columns of this paper. In 1872 Messrs. Montgomery, Ward & Co. began doing a mail order business, that is, the shipping of goods direct to the consumer or user, selling everything he or she wore or used, and selling those goods at wholesale prices, doing away with traveling men, agents, branch houses, etc. At that time it required two men and a boy to look after their business. They have met with such wonderful success in the 25 years that they have been engaged in business, that now they employ 1,000 clerks to assist them in filling out-of-town orders, which all come by mail; they use 15 acres of floor space on which to transact their business; they carry more than a $1,000,000 stock of goods, comprising everything which a human being can use; they receive daily from 6,000 to 16,000 letters and orders, and ship goods to every portion of the world.

They attribute their wonderful success to the fact that they have always placed themselves in the position of others, that is, they have treated customers just the same as they would expect to be treated if they were the buyers and their customers the sellers, besides, they allow no misrepresentation of goods, and every article sold by them goes out with the guarantee that if it is not found as represented, the purchaser can return the goods promptly and exchange them for others, or have the money refunded, as he or she prefers. The following of this method of doing business and adhering to it strictly, has been instrumental in building up for Montgomery, Ward & Co. the largest mail order business in the world.

Our representative recently called at their immense establishment, and reports to us that words cannot express the magnitude of their business, and one has to see what they are doing in order to believe it, for he saw on the first floor of their establishment nearly 400 people actively engaged in work, preparing for the filling of out-of-town orders. These 400 people, comprise their clerical force, and have nothing to do with the shipping, packing, etc., of their goods, which requires fully 600 more. Montgomery, Ward & Co. own and occupy the building where they are doing business, and, although, as previously stated, they have 15 acres of floor space, even that vast area is insufficient for them to properly carry on their business, and they have recently purchased additional property, which within a year will double their capacity. Their annual sales run upwards of $7,000,000 or $8,000,000, and they give as reference any bank, express company, or commercial agency in the United States.

In order to better reach the people who are residents of the Pacific Coast, and especially those who contemplate a trip to Alaska, they have recently opened an advertising office over the Northern Pacific Co's. office at Seattle, where they invite everyone to call. Their representative there does not take orders, neither does he solicit the same, but his mission is, to show a few samples of such goods as they are selling, which are proper for use in Alaska, and to explain to callers their methods of doing business. Their representative will be pleased to show to each caller one of Montgomery, Ward & Co's. mammoth catalogues, the largest of its kind ever printed, containing as it does over 800 pages, more than 14,000 illustrations, and more than 40,000 prices and descriptions of merchandise such as is used in daily life. We suggest to everyone who lives in Seattle, and to those who contemplate a visit there, that they call at the advertising office of Montgomery, Ward & Co., as they will be much interested in the goods they see, and in learning their methods of doing business.

They have recently published a complete and accurate map of Alaska. It shows the mountains, lakes, rivers and streams, the gold fields, the location of the different towns, etc. It is printed in several colors, and is thoroughly to be relied upon. It also gives a complete outfit of what is necessary to take to Alaska for a year's stay, besides a fund of information which cannot be obtained from any other source. This map will be sent free upon request. If you desire a copy, you can write to Montgomery, Ward & Co., 111 to 120 Michigan Ave., Chicago, and the map will be sent you by return mail.