

Member Trade Extension Bureau
and Chamber of Commerce.

COME!

Railroad Fares Refunded to Out-of-Town Purchasers.

Mr. Dealer---Visit the "Indian Brand" Harness People

We are glad to have you out-of-town dealers visit our town---it's a great old place---the best place in the world to buy your goods. While you are here, be sure to come down and visit us.

WE WILL BE GLAD TO SEE YOU AND WE WANT YOU TO SEE US

There is one thing about our concern that we want you to remember---We realize that it pays to put your interests FIRST, and if you are satisfied, then we are, AND NOT UNTIL THEN.



In View of This Fact---

when we recommend INDIAN BRAND harness, you can rest assured that it is the kind of harness that you CAN HANDLE TO BEST ADVANTAGE.

If you take our advice, and handle INDIAN BRAND, you won't have any "come back"---only satisfied customers and a growing HARNESS BUSINESS.

Our Guarantee---

Our guarantee is the strongest protection for both of us. If the goods are not RIGHT when you get them---shoot them back to us---we will pay all charges.

Isn't that "on the square." Isn't that the kind of firm you want to deal with?

Come In and See Us

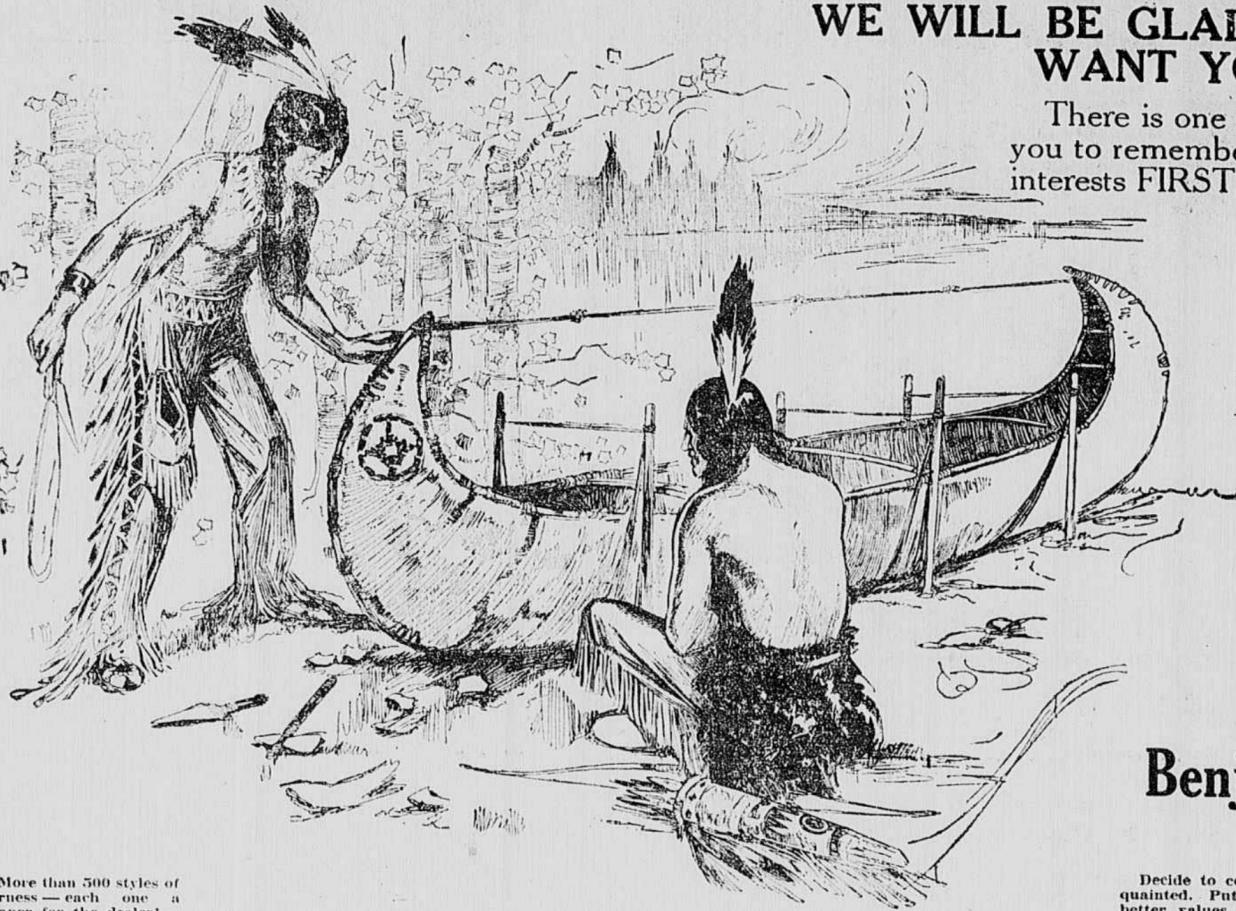
You're here to look around and get the best for your money. If our line doesn't speak for itself, we won't try to talk you into an order.

Benj. T. CRUMP Company

1309 East Main Street,
RICHMOND, VA.

Decide to come in and get acquainted. Put it up to us to show better values or lose your business.

Take any of these cars to our store: Main Street, Broad and Main, Clay, Oakwood and Main.



More than 500 styles of harness---each one a winner for the dealer!

Sold From Coast to Coast!

A striking example of the progress of Richmond and a Richmond product, is the enormous sale of PECONUT CRISP.

From coast to coast, from the lakes to the gulf, PECONUT CRISP has become one of the "Best Sellers" among confections!

Peconut Crisp

Made of No. 1 French Peanuts, Coconut and Sugar.



This pure, wholesome confection is made under the most ideal conditions, and by experts who know just how to make candy BEST.

Just as a brand of beer made Milwaukee famous, PECONUT CRISP bids fair to make RICHMOND known the country over!

Come!

We want you visitors to come and see our plant. Come and look us over and see for yourself the ideal conditions under which PECONUT CRISP is made.

Westmoreland Candy Co.

Take the Broad and Main Car Going East.
608 N. SEVENTEENTH STREET,
RICHMOND, VA.

ONE OF THE OLD-TIMERS

A Great Wholesale and Retail House of Which Richmond Is Proud.

John H. Rose & Company, 1427 East Main Street, wholesale dealers in crockery, glassware, tinware, stoves, toys, fancy goods, etc., is one of the oldest establishments of Richmond. Charles Rose, the present owner of the business, succeeded his father---"old man" John H. Rose---about nine years ago, having entered the business as a mere boy, and has, so to speak, grown up with it. The firm does a large business throughout Virginia and the Carolinas, traveling two men out from Richmond and being represented in several sections by local brokers or commission salesmen.

In addition to the four-story and basement house occupied on Main Street, this concern maintains a large warehouse in Lombard Alley. In their stocks may be found all kinds of crockery, glassware, tinware, woodware, enameled and galvanized ware, as well as household specialties.

One of the largest interests controlled by this firm is their stove business, they being in position to supply all kinds of stoves from kitchen to parlor, and to sell at precisely the same prices as the factories they represent.

John H. Rose & Company also maintain one of the best fitted plumbing, heating and tin shops in the South. They employ the most expert mechanics, and point with pride to a large number of homes, schools and churches throughout the State in which they have installed heating or plumbing systems. They are the exclusive agents for the noted Forbes and their furnace and the well-known Beck-Williamson heating systems.

The men behind the gains of this progressive firm are Charles Rose, proprietor; L. H. Hazlewood, mechanical manager; Robert E. Winfree, cashier and credit man; George D. Holdsworth, buyer; Robert H. Vaiden and John E. Morrison, salesmen, besides an additional force of about thirty salesmen, clerks and mechanics, all of whom are working to forward the interest of John H. Rose & Company in every direction.

WORLD'S LEADING PIANOS

Walter D. Moses & Company Have Unusually Large Line---Magnificent Instruments.

To one not acquainted with this establishment, upon entering its doors is amazed at the large line of pianos, player-pianos, Victors, Victor-Victrolas, small musical instruments, etc., found on display there. From the world-famous Steinway piano and the official piano of the Metropolitan Opera House---the Hardman piano---one may find the leading piano in each class fully represented there, and at a price which is the lowest, considering the quality and class of the instrument, to be had anywhere in the South.

The Victor department is equipped second to none in this country. Sound-proof parlors, handsomely furnished and appointed, await you upon entering its doors. Here are demonstrated the wonderful Victor talking machines. Polite and courteous salesmen take pleasure in explaining the different models of the Victor, and are at all times ready to play any records for any one that may drop in, if only for a short rest. The Victor department

of this establishment is one of the largest and most complete in the country, carrying at all times all the old and new records and a complete assortment of Victors and Victor-Victrolas; also all Victor accessories.

The firm of Walter D. Moses & Company is the oldest music house in the States of Virginia and North Carolina; and when one makes a purchase there

they have the reputation of this old firm back of the article purchased, which means "you must be satisfied" or they'll make it right.

Visit their store while in Richmond, if only to view their display, which is worth the time and trouble it takes if you have to miss something else while in our beautiful city. You'll find a cordial welcome awaits you.

Visiting Merchants Attention!

Live Retailer Dealers

are pushing the sale of Richmond-made Noah's Liniment---

- Because it pays a large profit;
- Because it has exceptionally strong endorsement and merit;
- Because it is a good seller and a sure repeater;
- Because it is the best trade-named and trade-marked Pain Remedy on the market.

Free Goods For You

One dozen 25c size Noah's Liniment FREE on order for six dozen, or assorted remedies to equal six dozen 25c sellers;

This week and always on repeat orders; All jobbers who handle medicines furnish this deal. Leave your order with manufacturers, with choice of jobbers, and receive a valuable souvenir.

NOAH REMEDY CO., 111 South 12th Street, RICHMOND, VA.

Read What These Merchants Write:

"Enclosed find check to pay account. We find Noah's Liniment to be a good seller, and gives perfect satisfaction to every one we have sold it to. We will send you an order again soon."---W. T. Smith & Son, Elon College, N. C.

"Every one that has bought Noah's Liniment likes it, and I will do my best to sell it every time. The Liniment has the praise wherever sold, and I can hardly sell any other now. Everybody wants 'Old Noah,' that's what they call it."---A. G. Crooks & Co., Pomaria, S. C.

"I think NOAH'S LINIMENT the best thing in the way of liniments I ever saw or sold. I put the strongest guarantee behind it I can, and never had a single kick on a bottle I sold. I use it on my stock and in my family, and am charmed with results."---J. F. White, Ruffin, N. C.

"Enclosed find check in settlement of account. Noah's Liniment is all O. K. and moving right along. We are pushing it and having a big sale on it."---G. H. Pitts, Upper Zion, Va.

"I am selling your Liniment on a guarantee, and find it is doing what you say."---Y. T. Matthews, Spray, N. C.

