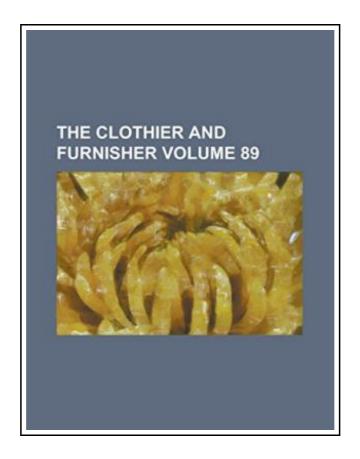
# The Clothier and Furnisher Volume 89



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## Reviews

It in a of the best book. Indeed, it really is play, nevertheless an amazing and interesting literature. It is extremely difficult to leave it before concluding, once you begin to read the book. (Sofia Yundt)

#### THE CLOTHIER AND FURNISHER VOLUME 89



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RareBooksClub. Paperback. Book Condition: New. This item is printed on demand. Paperback. 202 pages. Dimensions: 9.7in. x 7.4in. x 0.4in.This historic book may have numerous typos and missing text. Purchasers can usually download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1916 edition. Excerpt: . . . the boy for a customer, and when he becomes grown up the chances are that you will still have him. The trick is to cater to him and to his father and mother at the same time. It is useless to attempt to hold his trade unless the merchant is fully aware of the fact that both the parents and the boy himself have it in their power to say whether his store or his competitors will have the trade. A dealer in a town of the Middle West makes it a policy to follow up with a personal letter every new family that moves into the community. He easily obtains the names of these new residents by keeping in touch with the real estate dealers and finding out to whom they rent their houses. When there are children in the family, the merchant addresses his letter of welcome to one of them. As a general proposition, this mercl1ants store is the first one brought to the attention of the newly arrived family. The offer of a small inexpensive toy is Wally enough to bring the child at least to the store, and Oftener than not one of the parents usually accompanies the youngster. Sooner or later this store, which has in this manner become familiar, is patronized by the new residents. Another clothier oflers afootball free with every suit Of. clothes sold during the Fall season. This is something like the offer of...

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