## "Know all Men By These Presents."

Mr. John D. Purvis, proprietor of the Norfolk Tailoring Co., has been appointed sole agent and representative for The Columbia Tailoring Co., wholesale tailors to the trade, with stores and agents everywhere, for the city of Fairmont and vicinity, and every transaction entered by Mr. Purvis relating to the sale of fine tailored garments made by the Columbia Tailoring Co., has the guarantee of the Columbia Tailoring Co., home office 416-18-20 W. Redwood St., Baltimore, Md., to the extent "We please you, and keep you pleased, no matter what the cost.
Furthermore, Mr. Purvis has been connected with The Columbia Tailoring Co. for a period of seven years and we know him to be as expert in the art of measuring and pleasing his customers, as it is possible for a man to be. We keep Mr. Purvis advised by means of fashions and descriptions of the latest styles and trimmings in men's garments, and we know by experience that Mr. Purvis is more capable of fitting and pleasing his customers 100 per cent. than any traveling salesman or expert measurer that we or any other wholesale custom tailoring concern
 could send to your locality for the purpose of securing orders.

Furthermore, our goods are sold to Mr. Purvis at the same price at which we sell them at our own stores, as we treat an agent of Mr. Purvis' calibre the same as if his retail business was our own.
It is absolutely necessary that we add traveling salesman's salary and traveling expenses to the cost of your order, when the traveling expert is sent to assist the local agent or merchant in developing his tailoring business. his cost is not paid upon your garment when you order of Mr. Purvis.
We again quote our slogan, "We please you and keep you pleased, no matter what the cost," which has been tested and has never been found wanting, and we again say that not only Mr. Purvis, but also The Columbia Tailoring Co. is in back of every guarantee made.
Our Mr. Purvis operates practically on a commission basis and you can place your order with him with the knowledge of securing the finest tailoring in the world, at prices not exceeding, and in most cases below that of any other concern whose make is on a par with ours.

WE EARNESTLY SOLICIT YOUR BUSINESS FOR MR. PURVIS.
THE COLUMBIA TAILORING CO.
416-18-20 W. Redwood St.,
Baltimore, Md.
JOHN D. PURVIS,
Proprietor Norfolk Tailoring Co., Fairmont, N. C.
Local Agent.


