



RECEIVING, dry "crucibles saves the foundryman trouble, time and money. McCullough-Dalzell Crucibles are "under cover" from start to finish. Write for prices to-day.

McCULLOUGH-DALZELL CRUCIBLE COMPANY,

PITTSBURG, PA.





O you realize how difficult it often is for your salesman to get an interview with the heads of manufacturing firms—with the men who buy? This paper is an ever-welcome salesman. Why not get the benefit of its influence?

## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our Varnishes are the safest goods to handle and the surest and most reliable goods to use.

## BERRY BROTHERS, Limited

**VARNISH MANUFACTURERS** 

WALKERVILLE. ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.