

# UNSOLICITED

MESSRS. CHASE & SANBORN,  
MONTREAL, QUE.  
GENTLEMEN,

Your shipment of Coffee of 23rd January was duly received, and has turned out very satisfactory. From the very favorable reports we have received from all those who have given your Coffees a trial, we are fully convinced your goods will command the trade. Those who were adverse to introducing your Coffees are to-day the strongest advocates in their favor. This change was brought about by their customers, who had given your **STANDARD JAVA** a trial, insisting on being served no other.

From present indications we feel satisfied that in a very short time a Grocer's stock will be incomplete without your Coffees.

Yours truly,



We shall take pleasure in showing the original of the above letter, together with scores of others of like nature, to any one calling at our office. The address is omitted in order to save the signer constant annoyance from the swarm of Imitative Competitors who claim to have a coffee as good as our **STANDARD JAVA**.

The above letter was from one of the largest Wholesale Grocery houses in the Dominion, and, as a consequence, carries great weight with it to the retail trade.

All that we claim is admitted in these letters from leading grocers all over the country, namely :

*That Our STANDARD JAVA is unquestionably the best Coffee on the market.*

*That its superior quality attracts customers and increases the sales of the grocer distributing it.*

*That our other grades of Coffees are all remarkably fine value..*

Order your Coffees of your wholesale grocer, and be sure to ask for CHASE & SANBORN'S.

Yours respectfully,

## CHASE & SANBORN,

Importers and Roasters,

BOSTON.

MONTREAL.