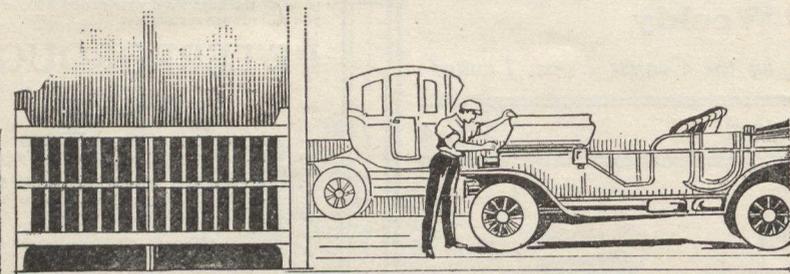


## The Cash Value of System

OTIS-FENSOM Freight Elevators are extensively used in automobile garages throughout the country, and particularly in cities where prohibitive rents necessitate a limited ground floor area. In this particular line of business a central location is essential, and every available

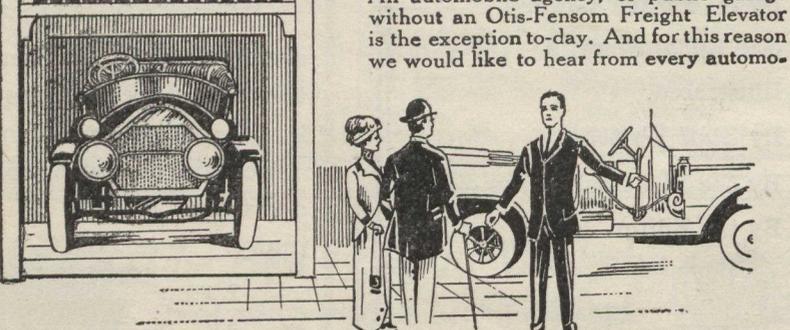


square foot of selling space is extremely valuable. The upper floors are used for offices, store rooms and repair shops, leaving the ground floor free for purposes of display.

### OTIS FENSOM FREIGHT ELEVATORS

This necessitates the use of a modern Freight Elevator, capable of taking a heavy car and safely conveying it from level to level. When repairs are necessary, the car may be run onto the elevator on the ground floor, and run off at the repair shop on its own power. Demonstration cars may be lowered to the ground in this way, when required, and promptly returned to the proper floor when the demonstration is over. There is, perhaps, no other business in which the cash value of system is so clearly apparent.

An automobile agency, or public garage without an Otis-Fensom Freight Elevator is the exception to-day. And for this reason we would like to hear from every automo-



bile dealer in Canada who feels that he is paying for too much ground space, or who would care to know of a certain means of doubling his present floor area, and increasing his profits, at a trifling expense.

Write TODAY for free booklet "Freight Elevators and Their Uses." It will give you priceless information relative to a Freight Elevator suited to your particular needs.

Don't put it off until another time—simply fill in this coupon and mail NOW while the thought is fresh in your mind.

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Borrowash, Derby, England



## In Lighter Vein

**Hoping For the Best.**—When Irvin Cobb was rewrite man for the New York "Evening World" he left the office one night, highly incensed, after a spat with Charles Chapin, the city editor. He returned the next morning, still ruffled, to find that Chapin was absent.

"Where's the old man?" he inquired. An assistant informed him that Chapin was ill.

"Dear me!" said Cobb, much concerned. "I hope it's nothing trivial."—Everybody's.

**An Off Moment.**—Sir Richard McBride, premier of British Columbia, is generally well aware when he is being seen or heard in public, and he behaves accordingly. In fact some of his political opponents go so far as to accuse him of posing. On a recent trip by steamer from Victoria to Vancouver the premier had as a fellow-passenger the late Rev. Dr. Elliott Rowe, a Methodist preacher, well known in eastern Canada. Sir Richard was sleepy and retired to his stateroom for a nap. He was awakened some time later to find Dr. Rowe's big genial face at the door, and the doctor's eyes intently gazing at him. The premier, of course, inquired as to the reason for the unexpected visit. "Well, you see, Dick," replied Dr. Rowe, "I just thought I'd look in and get a peep at you when you were unconscious."

**Overdone.**—The Cannibal King—"See here, what was that dish you served up to me at lunch?"

The Cook—"Stewed motor cyclist, your majesty."

Cannibal King—"It tasted very burnt." Cook—"Well, he was scorching when we caught him, your majesty."—Popular Mechanics.

**Wasn't Foreman at Rome.**—The new foreman was a hustler. Nothing escaped his eagle eye, and whenever he saw a workman suffering from a tired feeling he quickly woke him up.

So when he discovered a bricklayer snatching a quiet pipe behind a wheelbarrow his wrath arose mightily.

"What do you think you're paid for? Get on with your job, if you don't want to get fired pretty sharp."

"All right, boss," rejoined the workman. "Keep your 'air on. Rome wasn't built in a day, you know."

"That may be," rejoined the hustler, "but I wasn't foreman of that job."—Kansas City Times.

### Change in Fashions.

Said she, "What lovely fashions, dear! They do so change from year to year!" "There's not much change that I can see in pocketbooks," responded he. "They're worn a little shorter, though, and lighter than a year ago."—Lippincott's Magazine.

**Bad Team Work.**—The well-dressed, portly man stood for several moments watching the brawny drayman who was laboriously tugging at a large, heavy-laden box, which seemed almost as wide as the doorway through which he was trying to move it. Presently the kindly disposed onlooker approached the perspiring drayman and said with a patronizing air: "Like to have a lift?" "Bet yer life," the other replied, and for the next two minutes the two men, on opposite sides of the box, worked, lifted, puffed, and wheezed, but it did not move an inch. Finally the portly man straightened up and said, between puffs: "I don't believe we can get it in there." "Get it in?" the drayman almost shouted. "Why, you blamed muttonhead, I'm trying to get it out!"

### Whueuel

They had cut off a Chinaman's queue, and were painting his head a bright blueue;

So the Chinaman said, As they daubed at his head: "When I sueue yueue, yueue'll rueue what yueue dueue."—Current Opinion.

**Anything For An Argument.**—The two Manchester men came running at top speed toward the station, where the train that would run them to town in a few minutes was steaming ready to start. As they reached the station door the whistle sounded and the train was off. Gasping for breath, the one said to the other with cheery good humour, "Eh, Jim, tha dinna run fast enough." "Yea, Ah did," Jim instantly replied, "but Ah didna start soon enough."

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"The man who built it sure knew just what I wanted—size, price and everything else. No more rowing for me. I'm going to have some REAL fun out of MY rowboat. And I'm going in and get THAT motor right NOW, too. Then when the next good day comes along I'll be READY."

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The one absolutely and completely efficient motor in its class. Simple—dependable—economical—powerful—strong. Light—carries grip-fashion. Instantly adjustable to any rowboat. A twist of the wheel starts it. You get any speed—slow, for trolling, or nine miles an hour if you're in a hurry.

Rudder Steering—constant control of the boat, even when motor's still. High Tension Magneto Ignition—never a miss. A real motor—not a makeshift. Made by the same men who build the long-famous Wisconsin Valveless Marine Engine.

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Accommodation for 750 guests. \$1.50 up.  
American and European Plans.
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(Limited)  
TORONTO, ONTARIO.  
European Plan. Absolutely Fireproof.  
Rooms with or without bath from \$1.50 and up per day.
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TORONTO - - CANADA.  
H. V. O'Connor, Proprietor.  
Rates—\$2.00 to \$3.00.
- QUEEN'S HOTEL, MONTREAL.**  
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- THE NEW RUSSELL**  
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250 Rooms.  
American Plan .....\$3.00 to \$5.00  
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\$150,000 spent upon Improvements.
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Single rooms, without bath, \$1.50 and \$2.00 per day; rooms with bath, \$2.00 per day and upwards.  
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