

# TWO TO ONE

There was a time, not long ago, when one of anything was considered sufficient. Dealers never gave thought to selling more than one of an article at one time to a customer.

Nowadays two or more of anything or everything, from a spare tire to a dozen cakes of soap, has been found to be good business both from the dealer's and the customer's viewpoint.

This good sense and efficiency has spread to the kitchen and most housewives realize the advantage of keeping an extra bottle of *O-Cedar Polish* on the shelf. It saves a housewife the annoyance of finding herself out of *O-Cedar Polish* in the midst of her work, and having to lose time sending for more.

Suggest two bottles to a customer — or two cans. They will appreciate your advice. You'll appreciate the extra profit.

**CHANNELL CHEMICAL CO.  
LIMITED  
TORONTO**

