

No Argument is Needed

to enable you to sell these articles. Each one represents highest quality. To argue is to dictate and dispute. Argument leaves an unpleasant impression, no matter if you are right or wrong.

The quality of a thing is the best convincer. Every sale of highest quality you make paves the way smoothly for another sale. It establishes confidence—you'll agree to that.

Highest Quality Sells Itself.



"Hand in Hand" Brand Bicarb. Soda.

(Sold by Wholesale Grocers
Everywhere.)

$\frac{98}{100}$ Pure Bicarbonate of Soda. It never varies from one standard of evenness of grade and strength—the highest. Made by the United Alkali Company of Great Britain. The purest soda known to science.

Lazenby's Jelly Tablets.

(Sold by Wholesale Grocers
Everywhere.)

This is the season that they'll be wanted most. Think of the time they save. All ready flavored—13 varieties. No more delicious quality made than Lazenby's. A chance to please your women customers. A chance you shouldn't overlook.

Fry's Cocoa.

(Sold by Wholesale Grocers
Everywhere.)

Pure and strong. Absolutely pure—hence its great strength. Easily soluble—hence ready at a moment's notice. The "Medal Cocoa." Over 100 medals awarded to the firm of Fry & Son, of England.

Stower's Lime Juice.

(Sold by Wholesale Grocers
Everywhere.)

Establishes confidence—gains the favor of your customers. It is 20 per cent. stronger than any other Lime Juice made. Lasts longer in the household. Double refined. Stower's Lime Juice Cordial pays you a good profit also. Wholesale grocers sell it.

Agents:

A. P. Tippet & Co.,
Montreal and Toronto.

F. H. Tippet & Co.,
St. John, N.B.