Assuredly the best

SALT

from purest brine.

Made by most

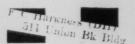
up-to-date methods.

SOLD BY

Verret, Stewart & Co.

LIMITED

MONTREAL



Your Customers Know-

AND WILL BUY

WETHEY'S MINCE MEAT

IN ANY FORM

because they are acquainted with our quality and cleanly methods.

ARE YOU HANDLING IT?

We have condensed mince meat in cartons—also ready for use in enamelled cans and pails also in wooden pails and tubs. We have mince meat to just suit your trade—no matter what it may be.

WRITE US.

J. H. Wethey, Limited ST. CATHARINES, ONTARIO

The First Step in the Distribution of Goods is to Get Them ON the Dealer's Shelves; the next

step is to get them OFF. To try to get them OFF before you get them ON is contrary to sound business principles.

Once the goods of a manufacturer have secured a place on the dealer's shelves, the more assistance that manufacturer can render the dealer in getting them into the homes of consumers, the greater will be the ultimate results. The Canadian retail dealer is a salesman capable of both creating demand for worthy goods and increasing the demand for staples. That's

why his interest in a particular article is a valuable asset to the manufacturer of the article.

It has been proven by many manufacturer that one of the best methods for obtaining the dealer's interest is talking to him regularly through his trade paper—the paper out of which he makes HARD CASH and the one on which he can rely.

The Canadian Grocer is such a paper. Would you like absolute proof of this?