

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited.



MERCHANTS.

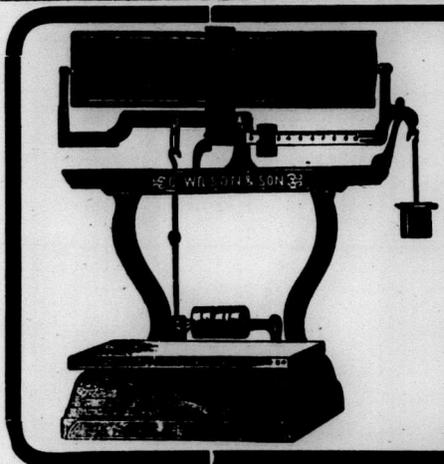
The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER IN LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY for the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your BALL-BEARING COMPUTING SCALE for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweightings in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.



System or
Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

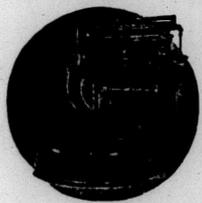
He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays: 10c. worth of 90c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 54c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to



Do it to-day.

Ask Dept. "M" for catalogue.

Save three Pennies

THE COMPUTING SCALE CO. OF CANADA, LIMITED,
164 King Street West, Toronto, Canada.

TRADE OUR
A
MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR
TRADE
A
MARK

Our Chief Business

is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	Best Quality
LOW GALLERIES	2nd Quality
STRAIGHT CHIMNEYS	Quality
BARREL	"
MICA	"
MICA CANOPIES	"
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., - MONTREAL.