

We Have Been Asked the Question

"Why do you claim 'Kohinoor' Pencils
to be the Standard Pencils of the world?"

We will tell you :

BECAUSE of their **SPLENDID QUALITY**.

BECAUSE every sale makes a pleased customer.

BECAUSE they **NEVER** become "dead" stock.

BECAUSE they are worth their cost **ALWAYS**.

BECAUSE they suit every purpose of a pencil,
being made in 17 degrees.

BECAUSE a dealer can **ALWAYS** suit a customer
with "Kohinoor" Pencils, and rarely
can with others.

BECAUSE dealers don't have to carry a stock of
thousands of slow selling pencils.
KOHINOOR Pencils SELL QUICKLY, and
without special effort on the dealer's
part.

BECAUSE it pays to handle and be identified
with such high class goods.

We can give more reasons, if necessary,
and we believe other dealers can too.

McFARLANE, SON & HODGSON

Wholesale Stationers

MONTREAL

CANADA