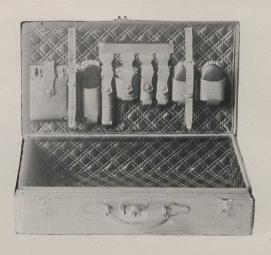


HESE articles, containing our own Sterling Silver, Cut Glass, and Ebony Fittings, for the convenience of the traveller, afford attractive and acceptable Gifts for either Ladies or Gentlemen. Great care has been exercised in the selection of the leather, materials and fittings, and in each instance will they be found of superior quality and finish.

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HENRY BIRKS AND

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What One Dealer Telegraphs

A Toronto Magazine Specialist and subscription agent expresses in a very effective way what he thinks of the 'Canadian Pictorial.' When we first asked Mr. Lawson to handle the 'Canadian Pictorial' we could not get him to take any interest in it. But all the same we sent him a hundred copies to sell to his customers knowing well that

> When he saw the 'Canadian Pictorial' and When his customers saw it

his opinion would change—and change it did. The hundred copies "sold at sight" and that explains why he should make his next order five hundred. The telegram speaks for itself:

The Great North Western Telegraph Company of Canada, TERMS AND CONDITIONS.

TERMS AND Solvest to the terms and conditions printed on their mans in the company for transmission, subject to the terms and conditions printed on their mans in the sender of the following message, and is delivered by request of the sender under these conditions.

HEAD OFFICE: TORONTO.

Vice-President and General Manager DWIGHT, President 190

Congratulations have poured in. Some of them appear on page 18.

Direct Connection with WESTERN UNION TEL CO.