



Where One Goes the Other Follows

Customers who buy KNOX SPARKLING GELATINE (No. 1 package) will also buy KNOX ACIDULATED GELATINE (No. 3 package) if you'll tell them the No. 3 package contains an envelope of lemon flavor which saves the bother of using lemons.

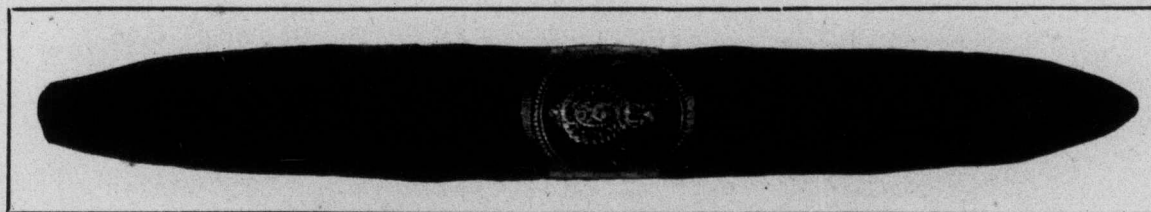
It's easy for you and your clerks to get both kinds into an order. Either package of KNOX GELATINE is a big value for the consumer because it makes four pints of delicious jelly, and a good sale for the grocer because it pays a splendid profit.

Push KNOX GELATINE and tell your clerks to do so.

"Make KNOX Your Gelatine Leader."

CHARLES B. KNOX CO., INC., Johnstown, N.Y.

Branch Factory: Montreal, Canada



ORLANDO

(INVINCIBLE)

Mr. Grocer:

We would respectfully call your attention to our ORLANDO Cigar in the above cut. If you have not already added this cigar to your other lines, we would respectfully request that you give it a trial.

We are also still producing the WEBSTER CLEAR HAVANA CIGAR (in ten sizes), and can assure you that they are being kept up to their well-known quality of excellence. If you cannot get these goods from your regular jobber, write us direct.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA