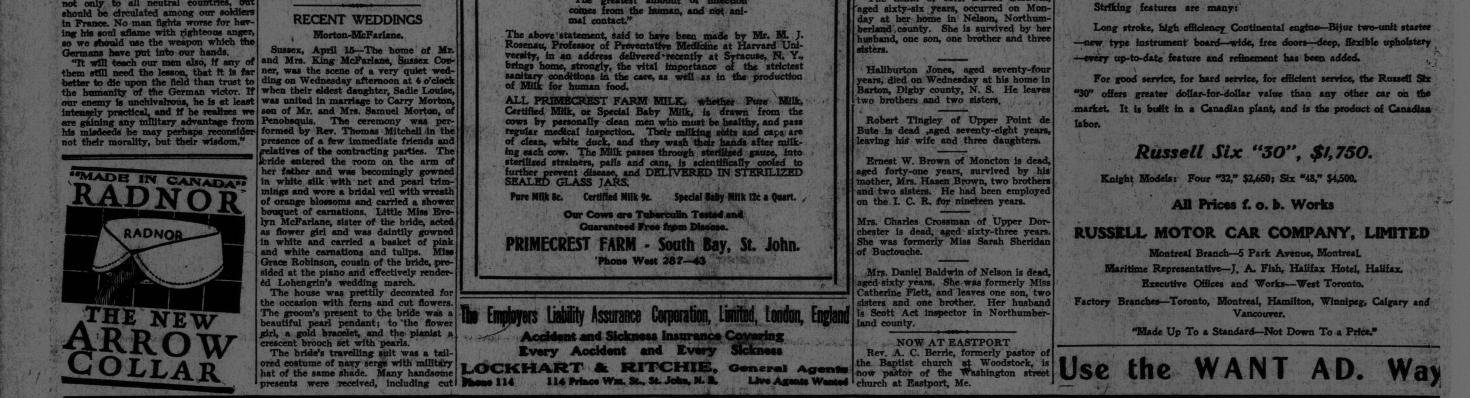
MC 2035 POOR DOCUMENT



CONAN DOYLE

From Sanitary Cows-Under Sanitary Conditions

The Russell Six "30" stands out through superior style and distinction. The handsome, streamline body, the new dome fenders, the long, sweeping lines all contribute.



For the First Time in the History of Our Dominion "MADE-IN-CANADA" Becomes a Hall Mark Will Canada Accept the Vast Trade (Propared by R. A. BAKER, of the Baker Advertising Lost By Germany and Austria? Street East

NEVITABLY the next few months will see vast and far-reaching changes in the commerce of Canada. There will be decided changes in the stocks of Canadian merchants. New accounts will be opened by manufacturers who have heretofore striven in vain against foreign competition.

All this because at a single stroke, literally over-night, the vast trade with Canada of Germany and Austria, to say nothing of other combatants in the European war, is wiped out.

CANADA HAS ALL IN HER FAVOR

SOMEBODY is going to get this business. England is alert for it. The United States wants it. Canada has the first choice. Here we know our people; we know the needs; we have the sales organizations; we have the factories; we have the workers; we have the market.

Also we have in our favor that newborn spirit of patriotism among Canadian purchasers that leads a man or woman to demand "Made-in-Canada" goods. The words "Imported" and "Direct From Europe'' have lost their savour. Today "Made-in-Canada" sounds with a new ring-the ring of Necessity as well as of patriotism, and as a consequence, for the first time in the history of our Dominion, "Made-in-Canada" becomes a Hall Mark.

We do not presume to advise any manufacturer technically as

to how the new lines are to be made. We believe this part of the proposition presents little difficulty to the manufacturer-certainly no approximately difficulties. What we do emphasize is that now is the time to stop theorizing, and ACT.

Unless the Canadian manfacturer and merchant accept this opportunity NOW, it will be snapped up by more enterprising concerns. who are already training their gans on our market.

READ THE OPINION OF AN AMERICAN TRADE INVESTIGATOR

WO months ago I realized that we wanted the Canadian market. Today the Canadian market wants us. True, we

must still fight for it, but our greatest problem-German and French competition-was solved almost overnight, and through no effort of our own. * * * Canada imports nearly seven hundred million dollars' worth of goods. * * * Right here is a great field for the American manufacturer. • • • The American manufacturer, once established here, will give all comers, even after the war is over, a stiff fight to take the market away from him."

"There is no reason in the world why an American manufacturer cannot go into Canada now and practically sweep the market in his line." So says an American trade investigator. He investigated the Canadian market, but not the Canadian manufacturer, who furnishes one very substantial reason why the United States cannot grab our trade.

The limitless forces of Initiative and Advertising enter vitally into the situation. Canadian manufacturers must use their initiative NOW and go after the market with greater vigor than they ever before exercised-they must study Canada's import statistics, and make the starnest possible bid to supply the demand.

THE TIME HAS COME FOR ACTION

DEACH out for the markets with the mighty force of Advertising. Tell your story far and wide. Canada wants to know which are the right lines to buy, under the new condition. Faced with the necessity of choosing new brands to replace the imported products, and fired with the patriotic impulse to encourage "Madein-Canada" merchandise, they await your message, eager to respond.

Advertising in the daily newspapers will reach them in their buying mood. Make it plain to them that by purchasing what you have to offer they are not only supporting Canada and the Empire,but they are getting as good quality and better value than the imported articles they heretofore bought. The people won't know these facts unless you tell them-and that is what advertising does.

Advertising in Canada today will -"pull" better than ever before. The time is opportune to strike. Strike with a will.

