

# In Competition Tried and True They Won.

**The Klondyke Trade** in food products invites close competition—whatever is chosen must be easily portable and of the least possible weight. The greatest amount of nourishment in the most condensed form usually decides a Klondyker what and how to buy. In competition for supplying the Army with a quick, portable, high quality "Soup Square" for use in the Border Campaigns, Her Majesty's Government advised "Lazenby's Soup Squares." There were many other squares offered—the test was a strong one, and **Lazenby's** won, on intrinsic merit alone. They are winning the **Soup Squares** Klondyke Trade to-day—they will win trade for you—if you keep them and let folks know you have them.

**A  
Mutual  
Profit.**

Stephens' Pickles have the strong selling virtue of high quality at a low price to you—hence a mutual profit for your customers and yourself. Pleasing Pickle Profits—satisfied customers. There's more real pickle business in those piquant, sound, good Pickles (packed in pure malt vinegar) than you ever had or hoped to get.

**Stephens'  
Pickles**

**The  
Household  
Cocoa**

So-called—"The Household Cocoa" because there is much in little in Fry's Cocoa. Condensed—hence its great strength and economy. Pure—absolutely so. Rich, delicate—made in one of the largest Cocoa establishments in the world. In pleasing the single buyer you also please the whole household with

**Fry's  
Cocoa**

All of the above are sold by leading wholesalers.

Agents:

A. P. Tippet & Co.,  
Montreal and Toronto.

F. H. Tippet & Co.,  
St. John, N.B.