



The First Step

This man is writing for our 1903 catalogue: something has happened in his store to make him think, and when a man gets thinking something generally moves. This time it's that pound and ounce scale that's going to move: he's tired of having his clerks give overweight. Now he's finding out what this Nearweight Detector is. Suppose you do the same thing. Our catalogue tells it all, shows how to



Ask Dept. M. for catalogue.

Save three Pennies too.

Do it to-day; only takes a postal card.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

T. A. Lytle's Mince Meat

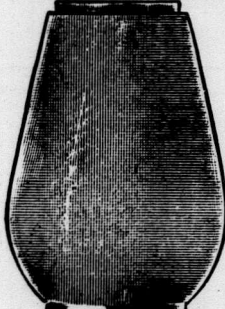
Our Mince Meat is always good, because we make it good, out of good materials, using only fresh meat and choice fruit, and the result is most pleasant to the palate. The grocer who offers this Mince Meat to his customers can count on a future demand.

Put up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

Manufacturers of high-grade Mince Meat,
124-128 Richmond St. West, TORONTO.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACERUPA Limited

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER IN LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY for the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?


MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,
HAMILTON, ONT

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

For Sale Everywhere.

ASK FOR

MOTT'S.



THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 't would be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.