

# What the **O-Cedar** Trade Mark Means



O-Cedar Polish Mops are well made—the mop itself being of the finest wearing texture—carefully treated. The fact that this product bears our trade-mark is the greatest assurance you can give your customer that this mop is the best that can be bought for the money.

O-Cedar Polish is skilfully tested. Before we place our trade-mark on a bottle of O-Cedar Polish we first make certain that this bottle of O-Cedar Polish is up to our standard—that it is just as good as any bottle of O-Cedar Polish we have ever manufactured. There is only one O-Cedar quality.



## THEY SELL THEMSELVES---IF PROPERLY DISPLAYED

In order to create sales (other than those created by our advertising) you will find it very profitable to make frequent window displays of O-Cedar Products. Selling just as well in Summer as in Winter, these lines make an excellent profit for you. (Beautiful window cards and window hangers furnished upon request.)

Write your jobber to-day about the O-Cedar special assortment and O-Cedar Profit Deals.

**CHANNEL CHEMICAL CO., LTD.**  
TORONTO, ONTARIO

# BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	\$100.00	\$5.00	Less 10% \$4.50
10c	2	100 PERFECTION	72.00	7.20	" 6.48
3 for 25c	2	100 GRAND MASTER	64.00	6.40	" 5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80	" 4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5% 3.90
5c	1	50 Cables	40.00	2.00	" 1.90
					<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

**SEND IN YOUR ORDER PROMPTLY**