

MANUFACTURERS' AGENTS AND BROKERS.



**Just like fishing**

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust  
 What be yew goin' tur dew?  
 Take out yewr ad, and kick yewrself,  
 An' go ter feelin' blew?  
 Uv course yew hain't; yew're goin' tew fish,  
 An' bait an' bait agin';  
 Bimeby some nibbles 'n bites 'll come,  
 Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

**The Canadian Grocer**

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

TORONTO.

**W. G. A. LAMBE & CO.**  
 TORONTO.  
 Grocery Brokers and Agents.

Established 1865

**W. H. Millman & Sons**  
 Grocery Brokers

27 Front St. E., Toronto, Canada

**Prime Pea Beans**  
 a specialty

WIRE US.

CALGARY.

Are you

**Represented in the West?**

If not, write us and get in

**ON THE GROUND FLOOR.**

Place your offerings with us and we will sell your goods.

**Consign your cars to us.**  
**Goods reshipped.**  
**Excellent storage.**

**NICHOLSON, BAIN & JOHNSTON,**  
 Wholesale Commission Merchants and Brokers.

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative

**CHAS. MILNE**  
 Commission Merchant

WRITE ME.

P. O. Box 223, VANCOUVER, B. C.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
 COMMISSION BROKERS.

Excellent Storage Accommodation.  
 Consign Your Cars to Us.

**EASTERN MANUFACTURERS**  
 -AND-  
**SHIPPERS.**

All **EYES** are turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in **CANADA and the U.S.**

**INCREASE YOUR TRADE. WRITE US.**

**NICHOLSON & BAIN, WINNIPEG,**  
 Wholesale Commission Merchants and Brokers.

BRANDON.

**THE WILSON COMMISSION CO., Limited**

BRANDON, MAN.

**Commission Brokers, Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.

**POTATOES**

NEW BRUNSWICK WHITE STOCK  
 GUARANTEED

SOUND AND SAFE FOR STORAGE  
 STRAIGHT VARIETIES IN CAR LOTS

**J. McCUAIG, TORONTO**

BOARD OF TRADE BLDG. L. D. PHONE MAIN 1965

**To Manufacturers' Agents**

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,  
**CANADIAN GROCER,**  
 Montreal and Toronto.

**Sell Flower Pots.**

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. **ORDER NOW.**

STRONG DURABLE LIGHT



POROUS AND CHEAP

WRITE FOR LIST  
**The FOSTER POTTERY CO. Limited**  
 HAMILTON, ONT.