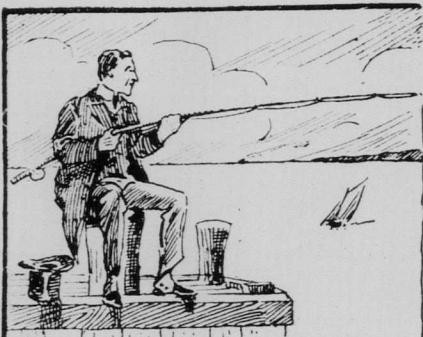


MANUFACTURERS' AGENTS AND BROKERS.



**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 fast  
 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 ager;  
 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  
 TORONTO.

CALGARY.

**Start the New Year Right**

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

**NICHOLSON, BAIN & JOHNSTON,**  
 Wholesale Commission Merchants and Brokers  
 CALGARY, ALTA.  
 Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY  
 Write or Wire  
**CHAS. MILNE** BROKER  
 VANCOUVER, B. C.

**We Can't Fill Orders**

Therefore, do not send us any.

**STOCK ALL SOLD.**

**The Ontario Sugar Co., Limited**  
 BERLIN, ONT.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
 COMMISSION BROKERS.  
 Excellent Storage Accommodation.  
 Consign Your Cans to Us.

**REGINALD LAWSON**  
 MANUFACTURERS' AGENT

UNION BANK BUILDING  
 Co. respondents  
 So. cited  
**WINNIPEG, MAN.**

**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.

**WE ARE HERE**

To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cans to us.

**WILSON COMMISSION CO., Limited**  
 Wholesale Commission Brokers,  
 BRANDON, MAN.

**ROW'S PURE SPRUCE LUMP GUM**  
 ROW'S GUM  
 in Lumps, 5c. Pkgs.  
 in 1c. Stick, in 5c. Bars

ROW & CO., Morristown, N. Y., and Brockville, Ont.

**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.