

## The Canadian Dealer Reads His Trade Paper for the News it Contains\_\_\_\_

And advertising is news. It is news about his own business--about the goods he sells---and therefore he reads the advertisements.

If his trade paper were not a **reputable**, an **authoritative**, trade paper, he would not be influenced greatly by what he reads. But he **is** influenced in his||buying by reading the advertisements in THE CANADIAN GROCER.