

SUCCESS.

The Agency secured during the year of 1896 nearly one thousand Subscribers, and in 1897 this number was largely increased, and in 1898 still a larger increase. As a matter of fact, the business of 1898 was nearly double that of 1897. The business of the said Agency in 1898 so increased that the management decided that branch agencies were necessary, and the first one to be established was in the City of Hamilton, and then followed in close succession one in London, and it is the object and purpose of the Agency to establish branch agencies in all the Cities of the Dominion as soon as the requirements of the Agency demand it. It is anticipated that in the early part of 1899 branches will be established at Kingston, Montreal and Quebec, and shortly afterwards at St. Johns, N.B., and Halifax, N.S.

SPECIAL FEATURES.

The objects of the Agency are set out as above, but the special features and objects are:—

To furnish information for the guidance and protection of the wholesale merchants and manufacturers, and to furnish information as to the financial standing, credit, character, and responsibility of any merchant, firm, or other persons, and to assist our Subscribers in determining quickly and readily as to whether any merchant, firm, or other persons, with whom they purpose doing business is or are worthy of credit, and the length of time credit should be given (if any).

COLLECTIONS.

We have special facilities for making collections not only in the Dominion of Canada and the United States, but throughout the world. Our Solicitors and Collectors are all under special contract, and are secured from and admitted to be the best collectors in the different districts in which they reside, it being our object to secure only the best.

Our rates and terms will be found upon page 12, and are fair and reasonable, and we believe will meet with your approval. Also see mention of our "Draft system" at pages 10 and 12.

NECESSITY.

This Agency feels satisfied that the wholesale merchants and manufacturers are in need of such an Agency, and we are prepared to give them the assistance they require, and such assistance we feel we can give them by reason of the connections that we have made with our Associate Correspondents.