

The . . .

# "Pittsburgh"

The following unsolicited testimonial has just been received.

THORNDALE, Nov. 8th, 1897.

MESSRS, GOWANS, KENT & CO., Toronto.

SIRS.-We received your Pittsburgh Lamp all right on Saturday, and we are well pleased with it. After two nights trial we can safely say it excels all others. It is now giving a better light than the four ordinary lamps which

Yours respectfully,

SALMON & WALKER.

The above is only one of many that have stated they are pleased with The Mammoth Pittsburgh. Write for prices.



## GOWANS, KENT & CO.

TORONTO and WINNIPEG

## Manufacturer's Agents Wanted.

In view of the constant inquiries from manufacturers and merchants for names of good representatives in leading centres in Canada we are preparing a typewritten list of all the firms open for agencies.

This will be held at our offices for use of such inquirers.

It is important that the list be as complete as possible, and we will be glad to include everyone interested.

There will of course be no charge. The following information is necessary

Name.

Address. List of agencies now held. References.

Address replies to\_\_\_

#### THE CANADIAN GROCER

Montreal or Toronto

to send me his name and address on a Postal Card that I may tell him how to get it by merely speaking a good word for KNOX'S GELATINE.

THE ONLY PURE GELATINE MADE.

## C. B. KNOX, Mfr.

A. E. Richards & Co. - Hamilton William H. Dunn - -- Montreal Beattie & Elliot -C. & E. MacMichael . Alfred D. Hossack, Vancouver, B.C. H. F. Baker - - - Halifax, N.S.

JOHNSTOWN. N. Y.

## BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business. The following series of pamphlets by experienced busi-ness men, deal with matters of importance to the re-tailer and are well worth his careful perusal.

#### Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

#### Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

#### Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

#### Necessary Books for a Retailer

By a practical accountant. This treatise deals with sys-tems of to-kkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

### Any one of the above mailed for . . .

O cents

#### **New Customs Tariff**

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of com-parison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—15 cents.

#### Credits, Collections and their Management a most complete and comprehensive work of great portance to any business man. - \$1.50.

The MacLean Publishing Co. Limited TORONTO and MONTREAL

CHARLES F. CLARK.

J. CHITTENDEN, TREASURER

10-

ESTABLISHED 1849.

#### THE BRADSTREET

MERCANTILE AGENCY

Offices in the principal cities of the United States Obnated, the European Continent, Australia and in London, Ingland.

The Bradstreet Company is the oldest and, financially, the strongest organisation of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

Togenero Converse McKinnen Building

TORONTO OFFICES-McKinnon Building Cor. Jordan and Melinda Sts. THOS. O. IRVING, Superintendent.

# 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

## JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL