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The United States Tariff.

A Minneapolis paper, *Farm, Implements and Hardware*, has the following to say upon the new United States tariff.—

"The reciprocity policy of Secretary Blaine is being universally commended by all the trade papers of the country, which naturally sustain very intimate relations with the manufacturers. The *Farm Implement News* thinks it is rather remarkable that the policy should have created so much comment and very pertinently says: 'No commercial proposition could be simpler or plainer, and there is nothing new about it. The *Farm Implement News* and a few other papers, neutral in politics, have discussed it for the past three or four years in all its various bearings. But our political leaders seldom see anything behind the party platforms or party lines, until the "strained conditions" within, or open rebellion, force them to look outside for relief. It has been perfectly evident through all the discussions over or relating to the so called McKinley bill that the rank and file—the working classes, both operatives and farmers—were opposed to increased tariffs and in favor of reductions; they asked for the latter, but not for the former. It was manifest that instead of favoring high duties for protection they leaned toward the free list. Blaine saw the tendency and that the politicians were getting the party into a hole, so with characteristic shrewdness he opened the gate, reciprocity, through which they may escape without publicly discarding their shibboleth, protection; and in this he is not acting inconsistently with his course previous to the Pan-American congress. Will the party leaders act promptly, or will they wait until they see the hand-writing on the wall—when it will be too late? For many years labor that could not find occupation in the development of farms, has been pouring in, and manufacturing capacity has been increasing until now it is greater than is necessary for domestic demands. The

country is congested and relief can only be found in the expansion of trade, in the exportation of our surplus wares and products, and reciprocity with nations which want them will be the chief factor of this accomplishment of such expansion." This is a non-partisan view of the case. The sentiment of the country has certainly been tending towards freer trade, and while *Farm Implements and Hardware* is in no sense a political journal, it very much doubts whether the dominant party could win again on the same high protective platform as it maintained at the last general election."

Canned Goods at Toronto.

The recent advances in salmon at the coast are beginning to show their effects on this market, for dealers are asking 5 to 10c advance on ordinary brands, \$1.30 to \$1.40 being now the range, though round lots can be bought at \$1.25. Horse Shoe are held at \$1.40 in lots and \$1.45 for smaller quantities. Lobsters and mackerel unchanged. Tomatoes are gathering strength slowly but surely; \$1.15 was bid for 3,000 cases to day, but holder refused to sell. At the same time small lots are selling to retailers at \$1.15 to \$1.20. Corn held at \$1.10 to \$1.15, and peas \$1.20. Offerings of fruits are light. Peaches remain at \$2.50 for 2's and \$3.50 for 3's, and piums at \$1.85 for gages and Lombards.

Fish—

Salmon, 1's, flat.....	\$1 00 to \$1 65	
Salmon, 1's, tall.....	1 30	1 45
Lobster, clover leaf.....	2 75	0 00
Labster, other 1's.....	1 95	2 20
Mackerel.....	1 40	1 50
Sardines, French ½s.....	0 09	0 11
Sardines, French ¾s.....	0 14	0 22
Sardines, American ½s.....	0 08	0 08
Sardines, American ¾s.....	0 09	0 11

Fruits and vegetables—

Corn, 2's.....	1 10	1 15
Corn, cream 3's.....	1 75	1 80

Peas, 2's.....	1 15	1 25
Strawberries, 2s.....	2 20	2 25
Tomatoes, 3's.....	1 15	1 20

—Empire.

Good-Humored Salesmen.

Good humor is an excellent quality for sales men to cultivate. A frown, an impertinent expression, or exhibition of incivility has sent many a customer away from the store and has created a prejudice against the establishment that the proprietor has subsequently found it hard to overcome. If we were asked what should constitute the most important quality in a salesman, we would say patience; for in no occupation is that virtue more necessary than in selling goods to customers, who are hard to please and who often do not know what they want when they go into a store. The salesman should not lose his interest in a customer from the time he makes his appearance until he goes away. He should not lose his temper if the customer argues with him as to the merits of the goods and wares shown. He should wait upon him as politely as possible and never be disagreeably persistent in pushing the sale of goods. A careful observance of these points are vital to the success of a salesman, and merchants cannot be too careful in calling attention of their clerks and employees to the points we have above enumerated.—*Grocers' Criterion*.

The Montreal *Herald* of Oct. 27 says: "The grocery markets are quieter. Medium grades of Japan teas are wanted for country orders round 15 to 17c per pound, and merchants also report a fair inquiry for the finer qualities. Coffees are all firmer with slight advances on Java. Granulated sugar continues to sell at 6½ to 6¾c per lb; yellows 5 to 6c per lb. Stocks of raw are very low, and prices are firm and advancing. Dried fruits are scarce at producing points and very firmly held at an advance, especially for Valencia and Sultan raisins.