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Volume XIV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 4, 1896.

Number 685

OF COURSE WE'RE BUSY



But not so busy that we cannot give prompt attention to every letter of inquiry, every letter asking for quotations, and every order that is received, whether for one barrel of flour or ten carloads of mixed goods.

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NO LABEL CASE NECESSARY.
THEY NEVER CURL.
THEY NEVER GET MIXED UP.

TRADESMAN COMPANY, Grand Rapids.

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William Connor

will be at Sweet's Hotel, Grand Rapids, Mich., on Wednesday, Thursday, Friday and Saturday, Nov. 11 to Nov. 14, for last time, with his Fall and Winter line of **MICHAEL KOLB & SON'S**, of Rochester, N. Y., Ready Made Clothing, and will offer lines of Ulsters and Overcoats at 25 per cent. below manufacturers' price. Those wanting anything right away drop a line to Mr. Connor, Box 346, Marshall, Mich., and he will soon be with you.

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OFFICIAL ENDORSEMENTS.

The trial of the suit brought by the receiver of the City National Bank of Greenville against two of the directors of that institution, now pending in the United States Court in this city, is an object lesson to business men on the perfunctory manner in which the official inspection of accounts is often carried on in fiduciary institutions; and the example will apply with equal pertinence to the endorsement of the accounts of public officials or of those in other positions of trust.

In the case of the bank in question the two directors are made defendants for the reason that they are the only ones of the five who were conducting the affairs of the concern who are financially responsible. In accordance with the custom too frequently obtaining in such cases, these had left the affairs entirely in the hands of the one official who was managing the bank, the President. The condition of the credits became such that the national bank examiner demanded a reformation, which was promised, and later the comptroller of the currency was advised in a letter signed by the President and directors that the changes had been made in accordance with the instructions. As a matter of fact, the changes had been made only in form, and the affairs of the bank had been steadily growing worse until they culminated in the failure.

It transpired on the hearing of the case before the commissioner that the meetings of the bank directors were held semi-annually until they were admonished by the bank authorities. They then signed the letter, which indicated that they were cognizant of the condition of things, promising to hold regular meetings thereafter. Then followed an increase of the indebtedness, through changing its form and otherwise, of \$54,227.45. The suit is to collect this amount, on the theory that the directors are personally responsible, for the reason that they had expressed their knowledge of affairs in the letter to the comptroller.

Now, as an astonishing feature of the situation, it appears that even this letter was "a mere matter of form." The two directors, who are accounted among the most honorable and reliable of the business men of Greenville, whose standing gave the basis for the bank's credit, as a matter of fact knew absolutely nothing of its condition, having trusted everything to the officers. They make the defense that they supposed their duties ended in the election of these officers, in whom they had the utmost confidence. They also bring evidence to show that it is the custom of bank directors to sign statements and reports without personal inspection.

Of course, it would be an absurd proposition that every bank director should personally know the verity of all the documents he may be called upon to sign; but it is within reason to say that no such officer is fit for the position who is not sufficiently cognizant of the general situation that it will be impossible

for him to endorse anything that is incorrect, in important matters at least.

But a significant statement of these directors is that they "did not look more closely into the affairs of the bank lest the officers should consider it an interference." Now, in this excuse is shown the most serious feature of this question of official responsibility. This statement is the indication of an element which is entirely too prevalent in all positions where it is the duty of some to exercise a supervision over the affairs and conduct of others, not only in banks, but in the affairs of all corporations, and especially in those of public official positions. Much of the rascality constantly coming to light is the result of this false delicacy, or this tendency to flattery by showing unquestioning confidence in those with whom we are dealing in such capacities. This tendency is not deliberate but is usually the natural yielding to the instinct to do that which will please those with whom we come into contact.

The habit is almost universal. Few have served on public boards without seeing examples of it. Municipal documents are constantly presented with O. K.s which, it is well known, have no significance, and corporations are constantly suffering losses for the same reason.

The habit of formal endorsements is one to be deprecated. Aside from the cases where the signature of the endorser is properly an expression of confidence in the ones who have done the clerical work (and which confidence should be based on sufficient knowledge), they should not be given without their signifying a personal knowledge of the matter endorsed which warrants it. The object of official endorsements is to prevent mistakes and rascality, but, as controlled by this vicious custom, it has become the means of such rascality and the tool of scheming swindlers.

Boston applies the proper remedy when a crooked lawyer robs the dead. Edward J. Jenkins, for whose disbarment on account of alleged fraud and unbecoming conduct the Boston Bar Association filed a petition, and upon which petition a hearing was held, has been disbarred by the courts. Mr. Jenkins was one of the most prominent among the lawyers of Massachusetts. His business was largely in connection with the settling of estates, and the charges brought against him by the Bar Association were formed upon alleged irregularities in some such transactions. Among these charges were the alleged failure to turn over to a legatee \$600 until compelled to do so under threat of legal proceedings; the conversion to his own use of passbooks of deposits in banks upon which, as collateral, it is alleged, he raised loans, and the alleged collection of damages on behalf of persons without authority, the proceeds of which were, it is charged, converted to his own use.

The Sultan has declared that the bicycle is immoral and dangerous to the state. That should settle the question for all time.

THE BUSINESS SITUATION.

In spite of the fact that most business was nearly paralyzed by the intense interest in the election, there was a decided improvement in most of the important lines, and the outlook is more favorable than last week. That the speculative reaction in wheat has been followed by recovery, that mills of all kinds have been starting up and that speculative buying has anticipated the rapid advance expected to follow election—all are factors in the improved indications.

The sharp reaction in the price of wheat last week was followed by a steady advance, until the week closed at about the figures at which it began. This week the advance has gone on steadily and the market seems strong, with further advance probable. Other grains have shared in the healthy tone of wheat.

In the iron markets there is to be reported considerable activity and prices have strengthened through speculative buying in anticipation of the results likely to follow the election. There has been an advance in the price of Bessemer and grey forge and the combination quotations on finished products are not shaded to secure business. The orders conditioned on the results of the election are enough to employ works for a considerable time.

Textiles are as favorable as could be expected in the political grossment. The price of cotton keeps up in spite of increasing crop reports. The activity in wool continues and many more mills are starting up. Cotton manufacture is also increasing and prices of prints are strengthening.

In the leather situation hides seem to have stopped the advance. Leather, however, is higher.

The feature of the financial situation was the tightness of the money market, occasioned by the hoarding of gold and other forms of currency and the general distrust as to the outcome of the election. Rates have been very high, but transactions have been held off awaiting the results. This week, however, shows considerable improvement in spite of the uncertainty, the situation having been helped by the announcement that the banks would prevent serious disturbance. It is expected that the Chicago Board of Trade will re-open to-morrow and the Diamond Match and New York Biscuit stocks are assuming a basis of 126 and 56 respectively, and there seems a fair prospect that when regular trading begins they will show an advance.

The bank clearings have declined further—7 per cent. from last week—to \$969,000,000. Failures are 46 less than last week, or 246.

The failure of the "Comstock" bank, at Big Rapids, is a severe blow to the business interests of that city and the surrounding towns, but the business men affected will, undoubtedly, all survive the ordeal and join hands, later on, in the organization of a banking institution which will reflect credit on their city and be a source of profit to the stockholders.

AFTER THE BATTLE.

Willingness of the People to Abide by the Decision of the Ballot Box.

Great political contests conducted on a prodigious scale, like the one which has just drawn to a close, try the fitness of a people for self-government. It is really a wonderful fact that a question which is almost universally regarded as supremely important is decided by the bare record of a vote. No one believes that majorities are necessarily right; but the majority rule is the only possible one in a democratic republic; and so, with the profound instinct of order, it is felt by all that the majority ought to have, and must have, its way. Since the adoption of the Federal constitution, the Government of the United States has been the most conservative in the world. Leaving out of consideration the war of secession, the country has enjoyed peace and prosperity within its borders for three-quarters of a century. For, since the war of 1812, it has had no foreign foe to deal with who could seriously disturb its repose, and it has been singularly free from internal strife and tumult. It has had its labor problems to deal with and occasional riots to suppress; but these troubles belong distinctively to the age, and are not at all peculiar to the United States. It has been even more the conservative temper of the people than the strength and liberality of their political institutions which has hitherto protected them so largely from the evils of lawlessness and violence. This good fortune is, no doubt, mainly attributable to the peculiar genius of the Anglo-Saxon race. A people trained for centuries in equal respect for law and liberty, the introduction of other elements of population has been a source of anxiety to thoughtful citizens, and it has become a question whether the civilization of the United States has not been subjected to too severe a test.

Another ground of patriotic apprehension has been a growing tendency in this country to array classes against the masses. But that tendency obtains everywhere, and even free and happy America could not hope to escape its baneful influence. The struggle of restive humanity is no longer now with monarchies and aristocracies, but with the individuals and the institutions who control the organization of labor and determine its rewards. To secure the freedom of the laborer without detriment to the necessary strictness of industrial organization is a very difficult undertaking, and its difficulty is not diminished by that sense of independence which is cherished by men of all classes in this country. One of the greatest of the dangers that lie ahead of us is the liableness of the masses to lend an eager attention to political charlatans, and to accept the remedies proposed by demagogues and visionaries for all the ills to which the body politic is subject. People who make mistakes of that sort are eventually taught better by experience; but their education is costly alike to themselves and to those who have not shared their errors. Still, life in a free country, at least in a country where freedom is guarded as jealously as it is here, is worth all its costs. Ten or twelve millions of citizens, rich and poor, wise and simple, going to the polls to settle a vexed question of political economy present a spectacle which, to some minds, is not without its ludicrous aspect; but sometimes there is no other way to settle a

question of that sort, and, upon the whole, it is really remarkable how few serious mistakes are attributable to manhood suffrage. The great fact, the encouraging fact, in the political history of the United States has been the willingness of the people to abide by the decisions of the ballot box. So long as they cultivate that disposition the cause of order will be safe in the United States. But many men are already too much disposed to question the fairness of elections. The whole stream of public life here will be poisoned at the source whenever the people come to doubt that a fair expression of the popular will can be secured at the polls. The ballot box has often been called the palladium of American liberty, and it would be impossible to overestimate its importance as a conservator, not only of law and justice, but also of popular contentment and repose. The masses in this country will never admit that there resides anywhere, with themselves or with any class, any lawful power to override the will of the majority. How slow, then, will wise and prudent patriots be to raise the charge of corruption at the polls! From the nature of the questions which have been most discussed in this canvass, class prejudices have been appealed to with some success, and eager partisans who are neither wise nor prudent have openly resorted to charges of fraud. Nothing could be more unfortunate, for, if the people of the United States lose faith in their power to protect their own ballots, what hope can they have for the permanence of the Government itself and the just and orderly administration of its affairs? FRANK STOWELL.

Why He Couldn't Keep Boys.

Stroller in Grocery World.

"I think I've had the measliest luck with boys that any dealer ever had on earth," said a certain grocer to me one day last week. His store is in New Jersey, and we had been talking over the value blind luck had in the grocery business.

I asked why.

"I can't get one worth the powder and shot it would take to blow his head off!" he said. "They're all worthless young cubs. I'd give a good deal for a real decent boy who would work."

"What's the matter with them?" I asked.

"Matter with 'em? Why, they're simply little loafers, that's all!"

Within six feet of us, as we talked, was the regular store boy. If I am any judge of boys, and I think I am, for I've been one and got one, this little fellow was unusually bright. He had snappy black eyes, and was as neat as a pin. I saw he was listening to his employer's flattering conversation.

Just then the grocer turned around and saw the boy standing there.

"Here, you!" he growled, "what in the thunder are you loafing there for? What do I pay you for—to loaf? Git around here and go to work."

There wasn't a single customer in the store, and nothing to do, so far as I could tell, but the boy hurried off down the cellar.

"Mind telling me what you pay a boy?" I asked.

"Two dollars a week."

"Keep open in the evenings?"

"Yes; boy gets here at half-past six in the morning and gets out at half-past nine. What's the matter with them hours?"

I thought I'd have a little fun with him.

"Why, man, you'll bankrupt yourself," I said, with perfect seriousness. "The idea of paying \$2 a week for a boy to work such short hours as those. It's entirely too much. You ought to make him work longer or reduce his salary."

The grocer thought I was in earnest.

"Think so?" he said, eagerly. "I have been thinking I was paying him too much. I'll have to look into it."

I thought I began to see into the bad boy business.

"No, sir," he continued, "they're durned little rascals. Most of them are thieves. Why, I had a boy here the other day who I caught eatin' crackers four times in one day. Durned little thief. You ought to see me kick him out the door."

I saw a little more clearly.

Just then the other boy came up the cellar steps. He was carrying a small basket of lemons, and on the top step he stumbled and one—only one—of the lemons rolled off and across the floor. I thought the grocer would have an apoplectic fit.

"Great Jehosaphat!" he yelled. "Can't ye bring up a dozen lemons without droppin' 'em all over the store? I'll bet you bruised that lemon all to pieces. You'll pay for that, young man, you hear me?"

A customer was just leaving the store and she turned at the noise. The boy hung his head in discomfiture and looked the picture of mortification. But there was a look in his eye that, as a man who thinks something of the good feeling of his employes, I wouldn't care to see in the eye of anybody who worked for me.

"Now git out of here," ordered the grocer. "You ain't worth your weight in mud, anyhow."

"You see how it is," he continued, turning to me in an injured way as the boy disappeared. "What good are they?"

Just then an awful crash came from the depths of the cellar. The grocer jumped.

"There he goes again!" he exclaimed, "but durn his skin, if he's busted anything, I'll be skinned if I don't lick his hide well!"

He rushed for the cellar and I followed him. About four feet from the bottom of the stairway was a crate of eggs, completely smashed. It had evidently been held up at some distance from the brick floor and smashed down on it with great force. It had been full of eggs, and they were all broken, so far as I could see. It was quite a mussy little smash, and the grocer frothed at the mouth.

"Where's that—boy!" he howled. "If I get hold of him I will lampoon the very neck off him! Come here, you little thief! Where are you?"

There was no answer, and the open cellar door at the back, which opened into the street, was pretty good evidence that the boy had smashed the eggs in revenge and decamped.

The grocer threatened all sorts of things: He was going to the boy's father; he was going to have him expelled from the church—the grocer belonged to the church, by the way; he was going to do things that would have gotten him in jail inside of a minute.

His ire was deepened by a sight he saw when we got upstairs. There at the front window, but safely on the outside, was the missing boy. He was

gazing in the window, with his thumb to his nose, wiggling it like mad. The grocer got so mad when he saw him that he choked when he tried to talk. If that boy had fallen into his hands then, I should certainly have had to step in with my hard muscles and athletic training. But the boy didn't fall into his hands. As soon as he saw that his last shot had taken effect, he lit out.

"May I be kicked and stabbed if I ever have another boy in this store!" fumed the grocer. "They're a set of infernal little thieves and liars! I did expect more from this boy, though. He came with elegant recommendations, and I thought he was just the boy I was lookin' for."

"So he might have been," I said, "if you had known how to treat him." It always gets me hot to see a boy badly treated like this, and I was pretty warm under the collar then.

"What!" snarled the grocer. "This is what," I said. "You don't know the first principles of treating a boy. You howl and yell at him as if he was a dog. When that boy dropped one lemon a minute ago, you went on about it as if he had stolen a dollar. Aren't you liable to do the same thing? Haven't you done worse dozens of times? I have no doubt he smashed those eggs to spite you, and while he had no right to do it, you can't altogether blame him, for he simply paid back meanness with meanness. I'm glad he did it."

Then I stopped, feeling somewhat better.

If a look could knock a man down and smash him in the face, that's what that grocer's look would have done to me.

"You tend to your own business," he said. "You ain't old enough to tell me how to run my business. Git out o' here, anyhow."

I got out, but I felt better over the raking I had given that fellow than if I had kept my mouth shut and sold him goods.

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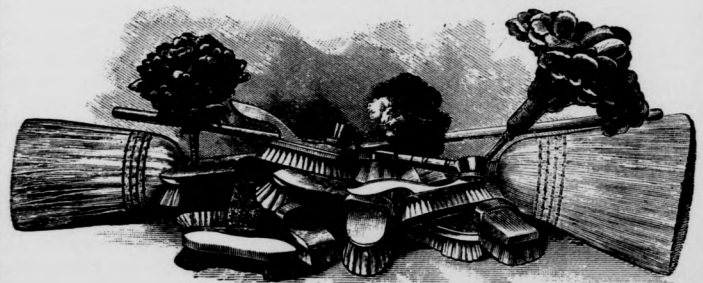
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WINDOW DRESSING.

Drape the Pillars—Be Prepared for Christmas—Practical Suggestions.
From the Chicago Dry Goods Reporter.

It is always advisable to make use of whatever pillars there may be in the store for draping goods, but there are many storekeepers that either do not have time to look after details or do not appreciate the value of such displays. Pillars ought not to be left bare at any season of the year and during the time just preceding the holidays they are especially serviceable for purely decorative purposes, as well as for display. Every store should observe this season of the year with suitable decorations of evergreen or holly, with a liberal intermingling of wares of the season. But before it is time to put up the green stuff every pillar or post in the store should display something from the fall and winter lines.

The best of city stores make use of every inch of available space for showing their merchandise, and it is safe to say that the country store that is metropolitan, to the extent of these small things at least, will hold a high position in the community. Numerous devices are used to facilitate pillar decorating. There are racks with projecting arms which admit of an endless number of variations to the draping. A simple arrangement for hanging dress goods, curtains, etc., on all sides of a pillar is a square frame, which can be made any desired size. By means of pulleys this can be raised and lowered, making the work of draping easier. Enough has been said to show the possibilities of pillar draping. An ingenious operator can do some of his most valuable work with this space.

It's only a few weeks now before displays appropriate for Christmas will be in order, and ideas that will give novelty to the same will be in demand. The "Drapers' Record," an English journal, comments as follows on the subject: "Christmas—to get back to the good old season again—affords unusual opportunities of finding out what a window dresser is capable of in impressing his personality on his work. It would be a capital exercise to have a competition, say, among a number of trade associates, as to which of them could produce the most novel and appropriate window for the time. And it would be a mistake to think that ingenuity and smartness would be tied to any special department, or that any other would have a walkover in such a contest of skill. It would be thought, perhaps, that the linen man would have a poor chance of getting ahead of his rivals, and yet there was in the 'Dry Goods Chronicle' a couple of years ago a suggestion that would give him a fair and reasonable hope of success. It was to put in a dining table on the cross in a corner window, and then to set it out with cutlery, napery, and glassware, all complete, as if it were ready for a dinner party, with linens arranged in picturesque piles at the sides and along the front and in tiers at the back. If the top of the window seemed too empty, a large scroll might be suspended there with the inscription, 'Christmas comes but once a year, and when it comes it brings—'. That would be a very appropriate and striking Christmas window, and, moreover, it affords a lesson as to what fresh effects are open to any smart window dresser all the year around."

A fireplace makes a good centerpiece for a display of shoes or anything on that order. One of the old-fashioned kind with andirons and tongs would not require anything in its construction that could not be easily obtained. For the finest and richest of merchandise the modern mantel might be more in keeping. Anything suggestive of warmth is a good addition to a window display in the winter months.

For something out of the ordinary on which to display gloves, construct a large glove, four feet or more in height. Boards can be sawed and fastened together to resemble a glove in shape and it can be padded so as to carry out the resemblance. Large knitting needles

stuck in this are the best means of fastening the gloves to the big design. The draping in the rear and sides, and, perhaps, a few gloves hung from side rods, should not be forgotten.

When a window is being trimmed and the shade is down, put a card in front with some explanation of what you are doing. "Arranging our new fall goods," "New underwear will be shown here at 2 p. m.," "Wait until the curtain goes up," or something similar. A person seeing this will stop to see what you have done the next time he passes.

When original ideas are lacking and it seems that there is nothing to be done to the windows or the interior of the store, it will be found that a great improvement can be made by simply changing things around. It is not possible always to show new things. A person who is a regular customer of the store sees the same goods in the same places on each repeated visit. He takes them in mechanically as old friends, and old friends in articles of merchandise very often are not pleasing to the eye. The eye even rebels at the monotony after a while and refuses to see things. But familiar goods take on a new aspect when shown in changed surroundings. The shopper is refreshed with the change and his attention will be called to good features in the articles which were overlooked in the careless glances which they received in their old places. Your whole store will seem new and the very few who rebel against innovations will be more than counterbalanced by the number who will be pleased by seeing old goods in new relations to old fixtures. It pays to change things around.

There are some means of securing the attention of the public that no trade-respecting window dresser would think of taking up. Without going to such unseemly lengths there will always be room for escape from the monotony that makes one window so sadly, so ineffectively, resemble almost every other. There are clear and easily defined rules that must govern all window dressing, but it is possible, while faithfully observing these rules, to give individuality to the show.

There has not been a time in the recollection of most window trimmers when such a brilliant array of colors confronted them. This is a season of high colors and they make uncommon success possible and dismal failure easier. It requires an adept in color-shading to keep the rich velours and velvets from fighting among themselves or with the display in the neighboring window.

Mount Holyoke College was insured for \$157,000, but the companies refuse to pay anywhere near that amount, on the ground that the building had deteriorated in value in the years that have elapsed since the policies were written. The trustees, on the other hand, claim that they had kept the college in constant repair, and only a year and a half ago made extensive improvements. They ask, too, with bitterness, if anybody thinks the companies interested would have uttered a word of objection to receiving the premiums on an even larger amount than \$157,000 for a hundred years to come.

If everybody had the courage of his convictions there wouldn't be much said about dull trade. Every one is sure his side in the political contest is going to win, and every one is certain that victory will bring good business. But they are not buying goods on that basis—or have not been.

Fire Island was put up for sale the other day, with all the buildings thereon. The only offer was \$20,000, made on behalf of a syndicate. The place has cost the State of New York \$210,000 outright and \$18,000 for improvements. The quarantine commissioners place the value at \$75,000.

Account every man honest until you prove him otherwise; but check over your goods when you receive them nevertheless.

H. LEONARD & SONS' LETTER

Gentlemen:—

If you appreciate ideas from wide-awake dealers, it will pay you to read and think about what dealers who don't have time to complain of hard times are doing. One of our customers (and, by the way, he is from a town of less than 1,000 population) was in last week to place his third order for holiday china. He said that he never appreciated until the past year the fact that he could sell such nice goods in his town; he knew that the people used them, and went out of town to buy them, but the idea of keeping that trade at home never occurred to him until we induced him to put in a line, and now he sends us orders, every week or so, which six months ago would have looked large enough to supply his town for six years. This is only one of the many illustrations that go to show that you can't keep your trade at home, unless you keep stock up, and "cater" just a little to your customers' wants. They prefer to buy from you if you will keep the stock. Just try it once, and see. Another customer, who was in just before election, when asked by our salesman his opinion about the result of the election, replied that he had had no time to talk about it, also that he had put a sign in his store early in the campaign, reading "This is no place to talk politics." He says that, as a consequence, his store has been free from loungers, and people who wanted to do any trading could get waited upon without being "talked to death" about politics. This customer has an idea that a store should not be made a lounging-place or club-room for the "chronic kickers" in a town, and the more of that class of people he keeps out, the more of the better class he finds trading with him. He spends a few days every month in Grand Rapids, buying goods, and says that his trips always pay him. We appreciate this fact ourselves, for we could not have bargains to offer to our trade if we did not go into the market to buy them. We always have a large variety of goods in stock, which it is impossible to catalogue, and of which our agents cannot carry samples, and dealers who take time to visit our sample-room occasionally find it pays. Now that election is over we hope you will find time to visit us and buy what you have not already selected, but will need for your holiday trade. Do not let your competitors get ahead of you, but keep the best assortment yourself, and so keep the trade.

Yours Truly,

H. LEONARD & SONS.

Around the State

Movements of Merchants.

Nunica—Fonger & Son have opened a meat market.

Athens—Geo. Lyster, baker, has sold out to Wood Bros.

Fremont—Fred Holt has purchased the Cole grocery stock.

Omer—E. L. Squires succeeds Brooks & Squires in general trade.

Albion—Young & Pulling succeed M. L. Bond in the harness business.

Cheboygan—Small & Ives succeed Ives & Marks in the drug business.

South Lake Linden—Stroch & Lenze succeed Stroch & Son in the meat business.

Saginaw—Loranger & Culver succeed Loranger & Fournier in the drug business.

Rochester—M. Brock & Co. have purchased the notion stock of Adelia Sterling.

Klingers—J. F. Roop & Co. have purchased the general stock of Jos. W. Wyman.

South Haven—Wm. Jacobs has purchased the meat business of Jacob Nifenegger.

Bessemer—D. McFarland succeeds Harlow K. Pino in the jewelry and drug business.

Big Rapids—Thos. G. Sharp & Co. have sold their grocery stock to L. S. Braendle.

Petoskey—Dr. W. A. Farnsworth is succeeded by Mary E. Farnsworth in the drug business.

Cheboygan—Robt. Kluwe has purchased the furniture and undertaking stock of Fred Kluwe.

Ionia—C. G. Williams & Co., dealers in cigars and tobaccos, have dissolved, W. W. Williams succeeding.

Middleton—A. B. Armstrong succeeds Chas. Naldrett in the agricultural implement and harness business.

Sault Ste. Marie—F. S. Wood continues the crockery business formerly carried on by Mrs. A. M. Reynolds.

Charlevoix—The Booth Packing Co. has attached all the property of the Connables at this place and Petoskey on an alleged claim of \$11,000.

Alpena—Max Jasspan has uttered chattel mortgages on his clothing stock for \$20,000, in favor of Max Wolff, of New York, and the Alpena National Bank.

Hart—Harry Marshall has put in a line of oysters, making a specialty of wholesale trade. He also expects to cater to the retail needs of the town and vicinity.

Fremont—Wm. Harmon, the shoe dealer who returned from a short sojourn in Michigan City about a year ago, is to move into a new double brick store which is to be ready for occupancy about Nov. 15.

Traverse City—O. G. Millar, formerly employed in the hardware department of the Hannah & Lay Mercantile Co., has purchased the interest of W. H. Steffens in the firm of Kenney & Steffens, dealers in musical instruments and merchandise.

Detroit—A. W. Reckmeyer & Co., furriers at 32, 34 and 36 Miami avenue, have given to Morse Rohnert, as trustee, a chattel mortgage to secure debts amounting to \$11,244. These are the creditors: City Savings Bank, for \$5,819; Charles Richter, \$4,640; P. H. Cooper, \$125; C. H. Ritter, \$160; Morse Rohnert, \$500.

Fremont—Pearson Bros. find their new double store, which they have oc-

cupied since their removal from the Reeder block last year, too small for the requirements of their rapidly growing business and they are just finishing another front adjoining which they will occupy in a few days. This will give them 70 feet front with a depth of 100 feet. Their lines are millinery, dress goods and men's clothing.

Detroit—After the mysterious drowning of Wm. N. Winans, near Belle Isle, numerous creditors of the firm of Eva Winans & Co. brought suits to recover their claims and garnished the several insurance companies from which he had taken policies. The creditors have now filed interrogatories for the insurance companies to answer, the material one being why the companies do not admit an indebtedness to Eva Winans.

Manufacturing Matters.

Flint—W. A. Patterson is succeeded by the W. A. Patterson Co. in the manufacture of carriages and road carts.

Saginaw—The Erd Piano & Harp Co. continues the musical instrument business formerly conducted by the late F. H. Erd.

The Adjustment of Fire Losses.*

Fire losses may be divided under three general heads: "Personal Property," "Stocks in Trade" and "Buildings." When a fire occurs, the first duty of the assured is to notify the agent or agents of the companies whose policies he holds, by whom he will be furnished with blank proofs of loss and, if necessary, with instructions as to the proper method of preparing them. The proof must be signed and affidavit made to its correctness to the best of his knowledge and belief. In the meantime the agent has sent his adjuster to view the premises, examine into the condition of the partially damaged or undamaged articles, and when the assured has presented his claim, it is the duty of the adjuster to verify the amount or to resist any portion thereof that he considers unjust. It frequently happens that when a man has had a fire loss, even though it may be a total one, he thinks he is entitled to the full amount for which he is insured. This is a great mistake. The policy, no matter for what amount it is issued, simply covers the assured for the actual amount of his loss up to that amount. If he can prove the amount of loss to be the full amount of insurance, he recovers that amount; and if his loss is less, he can only expect to be paid the amount proved.

In the case of a fire in a dwelling, unless lately refurnished, the assured cannot expect to be paid the original cost of his furniture, carpets, etc., for due allowance must be made for the length of time they have been in use, and the condition (by reason of wear and tear) they were in at the time of the fire. Take carpets, for instance, that have been on the floors for three or four years; whilst they may have originally cost \$1.50 or \$2 a yard, he must expect their value scaled down, and so of other items of his household effects. So also in the case of his wardrobe; he may have lost a suit of clothes for which he paid \$50, and which has stood the wear of two or three years. It would be unjust to expect the insurance company to pay full price for second-hand clothes. He may think this very unjust and claim that his furniture, carpets, etc., and clothing were serving him just as well as if they were new. But the fact remains that his policy covers him against a loss up to the amount of its face, and in proving the amount of his loss, he cannot justly put down the value of the above mentioned items which have been in use for two or more years as being worth as much as what he paid for them.

The adjustment of a loss on a stock of goods is much more complicated. If the assured has saved his books, it is

*Paper read before Office Men's Club of St. Louis by Ferd. L. Garesche.

in a measure much simplified. In this case, to get at the amount of goods in store at the time of the fire, you must go back to the last inventory of stock. If properly taken, the price of everything was extended at its market value at that time. Some articles may have cost more and some may have cost less than the extended price, owing to the fluctuations in the market. The inventory thus forms a starting point from which to fix the value of the stock on hand at the time of the fire. To the amount of the inventory must now be added the amount of all purchases, whether for cash or on time, from the date of the inventory to the date of the fire, omitting, of course, any invoices that may be in transit. The credit side of the merchandise account will show the amount of sales since last inventory, and should be deducted from the sum total, to show the balance on hand. But as the sales represent the cost price of the goods and the added profit, the total amount of the sales must not be deducted until you have arrived at the profit added at the time of sale. To get at this you must go back to the last profit and loss account and see what was the gross profit on merchandise account. If it represents a profit of ten, fifteen or more per cent., then the proper proportion of this per cent. must be deducted from the amount of sales, and the balance will about show value of the goods sold. This amount deducted from the added amount of inventory and purchases gives you the value of goods on hand at time of fire. I have emphasized the deduction of the gross profit in contradistinction to net profit, which is found by deducting salaries, rent, expenses, bad debts, etc.—items which do not figure in the selling price of goods, and consequently do aid in reducing the amount on hand.

The adjustment of a fire loss on a building is covered by the same principles as in other losses. In case of a partial loss, the question arises as to what will be the cost of restoring the building to the condition it was in at the time of the fire, which is all that the assured can demand of the insurance company. Each party can employ an expert to determine the amount and, if not too widely apart, they may agree upon a compromise amount; and if they cannot agree, the matter can be settled by arbitration. When the amount is settled, if within or in full of the amount of insurance, the company will pay the amount and the assured can apply the whole of it, or as much as he desires, to a restoration of the building. If the two are widely apart and cannot come to any agreement, the company may, under the terms of its policy, proceed to have the building restored, and if the assured is not satisfied with the amount or quality of repairs, he has his recourse at law. In case of a total loss the question to be determined is the amount that would be required to rebuild, and which forms the basis on which the company has to settle. In a case where the company or companies may be liable for the whole amount, it might be that, owing to the cheapness of building material, they could put up a building equal in every respect to the one destroyed for a less amount than that for which they are liable. This they have the right to do. When there is other insurance, each company can be held only for its proportion of the loss, no matter whether one or more fail to pay their proportion. In conclusion I would state that I have, in my treatment of the subject, dealt more or less in generalities, for the reason that the gentleman to follow me will enter into more particulars, and from whom I am sure you will derive a more enlightened idea of adjustments than I am capable of furnishing.

In conclusion I would like to add a few words on the subject of insurance agents and adjusters. An agent is often harshly criticised in case of a loss, and most frequently unjustly. It is natural that he should desire to make a good showing for his company, in increased number of premiums and small amount of losses. He must, therefore, closely scan and examine all proofs of loss, either

himself or by his adjuster, and I can with perfect assurance say that very, very few assured who have honestly made out their proofs of loss have any reason to complain of the treatment received from their insurance agent, and in proof of this assertion, would call attention to the fact that, of the millions paid yearly on account of fire losses, a very small percentage is due to decisions by a court of law. It must be borne in mind that in many cases losses paid by insurance companies are so much money filched from their treasury, owing to the fact that, although fraud is glaringly apparent, yet sufficient proof is wanted to go before a court, and the money must be paid.

When engaged in the insurance business, we had a loss under a policy of \$2,500 on a stock of goods in the lower part of this State. The party came to St. Louis and submitted a sworn statement of a loss of over \$5,000, and called for the payment of the entire amount of his policy. He stated that he had saved nothing but his ledger, which at our request, he left with us. It having been reported by his neighbors that it was suspected he had set fire to his store, we were naturally very anxious to expose any fraud. I took the ledger and found on examination that his merchandise account had been opened on three different pages, two of the entries being almost entirely obliterated. By means of a powerful magnifying glass I detected glaring differences and proceeded to carefully arrive at his purchases and sales. Sufficient to say that the results obtained convinced us that, even if he did not set fire to his store, he was fraudulently claiming more than he was entitled to. The Secretary of the company (a New Yorker) happened to be in the city at the time, and I laid the case before him, and he decided to take the settlement into his own hands. The next day the assured came in and in a blustering manner wanted to know when we were going to settle—that he was tired of waiting. The Secretary answered that he was prepared to make him a proposition, and was pertly answered that the only proposition to be entertained was the full payment of his policy; that a St. Louis company—the Phoenix—which had a policy for the same amount, had paid in full two or three days before. The Secretary stepped up to him and, looking him full in the eyes, told him that his proposition was that if he would surrender his policy, he would be given a check for \$250. The fellow's indignation was vented in a torrent of cuss words. When he paused for breath he was informed that he had until next day to decide, and that, if he declined, we had sufficient proof to send him to the penitentiary, where he deserved to go. It is needless to say that the next day he came in and received his check.

And now a word as to the adjuster. He is employed by the insurance companies to thoroughly inspect fire losses, examine into the facts connected with these, as also the proofs submitted by the assured, and report to the agent his opinion and judgment as to the amount due him. A conscientious adjuster, although employed by the company, fully realizes his position; that he stands as an impartial umpire between the insurer and the insured, and must do no injustice to either. His duty is to see that one party receives all he is entitled to, and consequently that the other pays no more than what he is liable for. He should never occupy the position described by a cynical friend of mine, who, when asked what was an actuary, replied that he was an officer of a life insurance company whose duty it was to determine how much a man must pay when insuring his life and how little his heirs were to receive at his death.

Big Bargain in Silecias.

We have bought 250 pieces of 36 inch Silesias, which we offer at 7½¢ per yard, in slates and blacks only. These goods formerly jobbed at 8½¢ and are extra good value at the price.

P. STEKETEE & SONS.
(Order at once.)

Grand Rapids Gossip

The Grain Market.

This has been a very eventful week in the wheat market. Cash wheat advanced fully $5\frac{1}{2}c$ and active futures $6\frac{1}{2}c$. This was caused by light receipts in the Northwest, large exports, and the rather small increase in the visible, which was only 1,395,000 bushels, against 1,789,000 bushels during the corresponding week last year. The reports from India and Australia are very unfavorable regarding the crop. It seems as though America held the key to the present situation and could dictate prices to the world. This has not been the case for some years past. California wheat advanced $4c$ within two days. To sum the whole matter up, there seems to be a strong undercurrent which will advance prices considerable from where they now stand. Had it not been for the election excitement, we think the price of wheat would have been considerably higher now. As the political controversy is over now, we may expect to see all branches of trade improve and continue steady until prosperity is established again. The growing crop of wheat is looking excellent. There was about 1,500,000 acres more of winter wheat sown this year than was harvested in 1896.

Corn is in the dumps and is fully $2c$ lower than one week ago, while oats are about $1c$ lower. Rye is fully $1c$ higher.

The receipts during the week were wheat, 36 cars; corn, 6 cars; oats, 8 cars. The mills are paying $75c$ for wheat.

C. G. A. VOIGT.

Flour and Feed.

The past week has been one of waiting, merchants preferring to purchase only for actual needs until after the result of the election could be determined. A few of the more confident and aggressive buyers have purchased a few cars for future shipment. The sweeping victory which has been won by sound money will, no doubt, have its effect on speculative property. The market will be wild and subject to violent fluctuations, probably, with an upward tendency so far as breadstuffs are concerned, on account of the actual demand abroad. It must be remembered, however, that the price has already advanced considerably and has reached a level high enough for successful manipulation by professional speculators. We should be inclined, therefore, to counsel very cautious buying and only for actual needs, keeping, of course, normal stocks.

Quotations on feed and millstuffs are unchanged for the week, but there is a much better demand for both bran and middlings.

WM. N. ROWE.

Awaiting the Outcome.

Potato shippers are not very active just at present, having postponed buying in any considerable quantities until the outcome of the meeting of general freight agents, which is to be held in Chicago next week, is announced. As previously stated, the general freight agents of the Michigan roads are posting themselves thoroughly on the subject, so as to be in a position to answer any questions which may be asked them in regard to the matter.

* * *

A country shipper calls the attention of the Tradesman to the fact that he is, unfortunately, at a disadvantage when reductions in rates are made or conces-

sions in classifications are promulgated, because he is not made acquainted with the intentions of the transportation companies beforehand, so as to be able to adjust himself to the changed conditions. In his opinion, the railroads ought to anticipate action in handling large crops of fruits and vegetables by adjusting their rates to the circumstances, giving shippers due notice of any contemplated changes, whenever possible.

* * *

Another shipper calls attention to the fact that the railroads apparently lose sight of the fact that low transportation rates on produce not only give them increased shipments to outside points, but also enable the grower to realize greater returns, so that he is able to buy more liberally, thus giving the transportation companies incoming as well as outgoing freight.

The Produce Market.

Apples—The choice fruit is about all marketed, that portion of the crop yet to come forward being so poor that it will probably not cut much of a figure in the market.

Beans—There has been no change in quotations, but higher prices are looked for in the near future.

Butter—The market is without change, except factory creamery, which has been marked up from $17c$ to $18c$. Dairy grades are coming in very freely, commanding $10@13c$, according to quality.

Cabbage— $40@50c$ per doz., according to size and quality. In carlots dealers are quoting $\$10$ per ton.

Carrots— $15c$ per bu.

Celery— $12@15c$ per bunch.

Cranberries—The receipts of cranberries, although not excessive, are sufficient for the requirements of the trade. Choice berries move freely at steady prices, while the demand for the poorer grades is small. Choice stock brings $\$1.50@1.75$ per bu. and $\$4.50@5$ per bbl.

Eggs—The market has remained steady during the week. Fresh eggs continue scarce, although at the present writing there seems to be a lull in the upward tendency. The market for cold storage eggs is about steady, with the demand not so good on account of the prevailing mild weather, which is very apt to control sales of held stock, as buyers are afraid to lay in any quantity, as it deteriorates in quality very soon. Strictly fresh brings $17c$, while cold storage and pickled stock is in fair demand at $15c$.

Grapes—New York Concord and home grown Niagaras command $12c$ for 9 lb. basket.

Honey—The situation is about the same as last week, with the exception that the demand, which was before very moderate, fell off still more, and there was almost nothing done. Supplies are large and prices remain the same— $12c$ for white clover and $10c$ for dark buckwheat.

Onions—Spanish are in fair demand, commanding $\$1.50$ per bu. crate. Home grown are in fairly good demand at $30@35c$ per bu.

Potatoes—The market is in a waiting condition, pending the outcome of the meeting of the Central Freight Association on Nov. 10. In case the expected concession is granted, buyers will enter the field immediately and undertake to move the crop to the best advantage. If it is not granted, the experience of last year will probably be repeated—millions of bushels be permitted to rot in the bins and cellars and remain undug in the ground.

Squash—Hubbard brings $\$1$ per 100 lbs. or $\$15$ per ton.

Sweet Potatoes—The price is likely to go higher, owing to the depletion of stocks. Genuine Jerseys still command $\$2$, while Baltimore and Virginia stock is sold on the basis of $\$1.25$ per bbl.

Ask about Gillies' New York Spice Contest. Phone 1589. J. P. Visner.

The Grocery Market.

Sugar—An advance of $\frac{1}{8}c$ was promulgated Wednesday (Oct. 28), since which time the market has been very strong, refiners not being able to ship promptly.

Tea—The chief cause for the small boom which is at present taking place in the tea market is the increasing demand from first hands, which is brought about by the knowledge of crop shortage and the realization that teas of all sorts are good property. There is no quotable advance over last week, but there probably will be soon. Five cents per pound is not considered an exorbitant expectation. All crops of tea are undoubtedly short, and this can have but one effect, and that is a firmer market and higher prices. The business done from first hands last week in New York alone was six times the ordinary volume, the consumptive demand remaining quiet, about as it has been.

Syrups—Quite active, especially for medium-grade sugars and mixed goods. Glucose has not been especially strong of late, and this has kept corn syrups from advancing further. Unless glucose advances further, the price of mixed syrups will probably remain steady. Low-grade sugar syrups are in better supply than any other grade, but the demand is slow.

Dried Fruits—The demand for prunes is very good and will continue good, as very few grocers bought in futures, and this will keep them on the market for some time to come. Raisins are advancing because of scarcity, although no advance has as yet occurred over last week. There may be higher prices if the reported speculative demand on the Coast has really set in. The demand for raisins is very good. Currants are doing but little. There has been no advance over last week's prices. A few are being sold, but the demand is under what it should be.

Provisions—The supply of hogs was not fully maintained last week, in the aggregate. The total Western packing was 320,000, compared with 375,000 the preceding week, and 345,000 for the corresponding time last year. From March 1 the indicated total is 9,635,000, against 8,035,000 a year ago—an increase of 1,600,000. With October 31 the summer season closed at about 9,800,000 hogs for the eight months, passing all previous records. Prices of hogs at the close average slightly lower than a week ago, most of the markets being in about the same position as then. The demand has been maintained under the healthy condition of the export trade, which has been absorbing liberally of product, it being evident that the free movement in that direction has not burdened the markets abroad, especially for meats. The recent clearances of lard have been particularly large, and the market for this article is perhaps somewhat less firm than for meats, as a natural result. The domestic trade has held up well, including a liberal proportion of fresh product in the distribution. Speculation in provisions has been of unimportant proportions. There appears to be a fair degree of firmness, with prices of leading articles at Chicago at about the same position as a week ago. The week's clearances for foreign markets were notably large of lard, and liberal of meats.

Will Bear Investigation.

C. H. Eaton, who formerly worked in a hotel at Harbor Springs, claims to have embarked in the jobbing of wood-

enware and grocers' sundries at 108 West Randolph street, Chicago. He has recently taken a trip through Michigan for the purpose of purchasing stock. Any of the Tradesman's readers who contemplate having any dealings with the gentleman would do well to communicate with this office before closing negotiations.

Novel Idea Put into Effect by Missouri Merchants.

From the Minneapolis Commercial Bulletin.

A number of merchants in Macon, Mo., have devised a plan for dealing with the farmer trade which appears to work well, and it is here given for the benefit of other towns: The grocer with whom any given farmer deals agrees to take all his produce at the top price, in trade. No cash is paid, and an endeavor is made to get the customer to get a credit to his account, if possible. If anything not handled by the grocer is wanted by the customer—for instance, dry goods, clothing, boots or shoes, or anything of that kind—the grocer gives his customer a credit slip stating the amount due him, which is accepted for the goods needed. The bill is then presented to the grocer, who pays the same, less a small percentage as commission and pay for his trouble. As the grocer usually pays almost the retail price for produce his profit comes in a measure from the commissions he receives from other merchants. The plan has been found to work very successfully. It brings trade to the town, for when a farmer once has a balance to his credit he is not apt to go to some other point for the things he may need. This plan is apparently worthy of consideration. It may not be wise to follow it to the letter, but ideas can come out of it. The merchant who keeps thinking will come nearer to increasing his profits a good deal than the routine dealer. The Macon retailers are evidently well in advance.

Little Willie's Age.

Teacher—How old are you, Willie?
Willie—I'm five at home, six at school, and four in the cars.

President Cleveland, three weeks hence, will formally open, at Philadelphia, the most remarkable institution of its kind in existence—a museum which is designed to contain an assemblage of the natural and manufactured products of all the countries of the world. Its object is to stimulate commerce and boom Yankee trade, particularly with South America and Africa. All parts of the United States are interested in the enterprise, to which contributions have been made in one shape or another by cities North, South, East and West. The idea is that anybody who has anything to sell shall be enabled to find out offhand just where and how it is wanted, and the best way to seek the purchasers anywhere on the globe.

K. Sugar, general dealer at Brimley, was in town one day last week for the first time. In addition to his mercantile business at Brimley, Mr. Sugar owns and operates an upper leather tannery at West Sault Ste. Marie.

The tuberculin test was applied to 130 cows the other day at dairies supplying the northern part of New York City. It was found that twenty-seven of the animals had tuberculosis.

It is said that there will practically be no crop at all of German belladonna root this year, while in Hungary, which produces the best root, the crop has also been extremely small.

The Dale Bros. Excelsior Co. succeeds the Dale & Brethour Excelsior Co., at the corner of Taylor and Colfax streets.

Zinzer Bros., meat dealers at 26 West Bridge street, have dissolved, Martin Zinzer succeeding.

Getting the People

Side Lights on Advertising.

It is generally a perplexing problem to the smaller advertiser to determine just how often and how much advertising he should do to get the best returns. Every dollar he spends must be counted carefully and much planning done to insure the greatest results.

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It is bad policy for a retail dealer, for instance, to make up his mind to spend just so much money on advertising every month and no more. Of course, it is better policy to spend \$2.50 on advertising to get \$25 worth of business rather than spend \$25 to get \$2.50 worth of business, but every time a dollar is spent on advertising the advertiser can't figure to the fraction of a cent how much business he will get in return, any more than a farmer can measure his crop from every seed sown. The advertiser may get larger and he may get smaller returns than he expected. Your business will regulate how much advertising you need from day to day, just as the weather regulates the amount of fuel you need burn, or as your appetite regulates the amount of food you need eat. You wouldn't be overwise if you made up your mind to burn just so much coal every day in the year in your house furnace, let the weather be hot or cold; or if you made up your mind to eat just so many pounds of food every day in the year, let your appetite be strong or weak. And the need of advertising is precisely the same. Your business needs more one time than another, although it must be fed a reasonable amount all the time. Many things will regulate the amount of advertising your business needs—the condition of the weather, the seasonableness of the goods and the demand for them. You may need more to-day than you did yesterday or will to-morrow. A wise farmer sows only enough seed in a field to get a good crop. He doesn't sow more seed than is necessary, but he will sow enough. It's not a good plan to spread your advertising so thin that you can't see it and it is a form of economy that is expensive. On the other hand, it's not a good plan to spread your advertising so thick that it is wasted. A farmer can sow so much seed in one field as to bring forth a choked crop, not commensurate with the seed planted.

* * *

The ability to influence people does not necessarily imply either knowledge or refinement. I once heard a socialist orator addressing a street mob. The man's words were coarse and uncouth, his appearance anything but prepossessing. But there was something in his speech that swayed the multitude—something in his words that made people listen, and made them thrill with the memory of wrongs which had not seemed wrongs until then. I forgot all about his faulty diction, and became, for the once, almost a socialist myself! The orator's views were narrow, many of his arguments palpably unsound; yet he knew intuitively how to sway the multitude before him. Many cultured people lack entirely the faculty which this poor laborer possessed in such abundance. The advertisement writer who lacks it is indeed poorly equipped for his work.

* * *

Making your meaning clear to the person you are addressing is your manifest duty when you are speaking or

writing to another, or to others. It is not enough to know what you mean to say, nor is it enough to say it so that it can be understood by another; you ought to say it so that it cannot be misunderstood. If you do that, others will know what you are saying, and what you want to have them know. It requires thought and effort and wisdom to do this. But it is worth all it costs.

* * *

A fixed rule for writing advertisements is impossible. A very valuable feature of an advertisement rests in its being the expression of the merchant's own idea, and it should be as different from other advertisements as he differs from the men who use them. An advertiser gives the public not only the information regarding the goods conveyed by words, but a person who reads a number of the advertisements as they appear has a pretty definite idea of the character and magnitude of the business done, and of the kind of man who does it, and in the end this effect is of more importance than the trade directly resultant from each advertisement at the time of issue.

* * *

Only one legitimate basis for competition exists, and that is merit. The man who considers cheapness of more consequence than quality, and a variable price list more valuable than a reputation for trustworthy methods, is wielding a two-edged sword which sooner or later will cut his own throat, as well as that of his neighbors. Under-selling is not competition, although it too often parades as such, for eventually it injures rather than stimulates trade, because its practice is either a sacrifice of rightful profits, a loss which no dealer can long sustain, or a fraud on the public, which is disastrous to reputation. Rational and healthy competition concerns itself with building up a reputation for straightforward methods, for good qualities in goods offered, and honest value for fair prices.

* * *

The number of people who are constantly on the lookout to get something for nothing never grows smaller. A trifling article advertised to be given away free with every purchase never fails to influence scores of people in favor of the store making the offer. The article presented, if of any value at all, will, nineteen times out of twenty, be valued more highly than its real worth, because it was obtained free of cost, and will always bring favorable recollections of the store where it was obtained, unless the article is "free" in name only and the customer is made to pay dearly for it in the quality or price of other articles purchased. But a merchant so shortsighted as to resort to such practices must expect them to do the boomerang act.

* * *

Following are a few sample advertisements, clipped from Michigan newspapers, which exhibit excellent taste and possess strong drawing qualities:

To Dress Neatly Is an Art.

But it doesn't take an artist to appreciate at first glance the superior quality, superb style, excellent finish, and low price of the clothing handled by us. Always up-to-date with the latest in everything. Call and see us.

SPRING HATS
JUST RECEIVED.

FAMOUS CLOTHING STORE.

Flapjacks

Are now in order. We have nice buckwheat flour, delicious maple syrup, fancy creamery butter and the finest breakfast bacon that ever curled on a gridiron. Combine these four ingredients and you have something that will drive away sorrow and bring happiness to the most disconsolate. We furnish the separate articles, you do your own compounding.

E. RUSSELL,
435 RIVER STREET.

WOMAN'S PRIDE IS HER TABLE

A well furnished table largely assists domestic happiness. Our stock of groceries comprises everything needed to make your bill of fare all that it should be. People can't live too well and groceries can't be too good. Look for first-class goods where only first-class goods can be found. Our grocery is such a place and our prices are just what thrifty house-keepers enjoy. Exorbitant prices make your victuals taste of money and spoil the flavor.

WILHELM, BARTAK & CO.

Good Judgment

and proper appreciation of dollars and cents are what induce so many women of refinement, economically inclined, to seek here for all furniture needs. House-keepers are realizing more and more every day that to buy here means pleasure and much profit. It's a widespread truth that we have solved the problem of selling the best furniture at the lowest prices ever quoted in this vicinity.

A. R. VAN ALLSBURG.

TO KEEP YOUR ANKLES WARM

You should get a pair of our overgaiters. They will keep away many a bad cold and save many a doctor's bill, besides the comfort you get out of them. They don't cost much either. All styles, low and high cut and all prices.

JOHN HANSEN,

The Shoeman.

What you can't find

At most stores you're quite likely to find here, provided it's

GOOD GROCERIES

you're after.

There's only one kind of Groceries we don't keep—that's the poor kind.

HOSMER BROS.,
COOPERSVILLE.

The Hardware Market.

General Trade—There is little change in the general business situation. The hopeful feeling which has been manifested for several weeks continues and, assuming our future finances will be on a more solid basis than ever, there is a general expectation of excellent business conditions and before long a marked increase in the volume of trade. Changes in prices are few and unimportant, manufacturers not desiring to solicit future orders at present prices.

The disposition of the large trade to buy quite freely is apparent, as the belief in any lower prices prevailing is not manifest. Current business is for the most part limited to such goods as are immediately required by the trade, but in many instances this amounts to quite a volume, as stocks in the hands of all dealers are at a very low ebb.

Wire Nails—So far as prices are concerned, the wire nail market is in substantially the same condition as last week and there has been, considering the circumstances, a fair volume of business. The transactions are limited to the immediate requirements of the trade, jobbers buying very carefully in order to add nothing to their stock of nails, and the retailers purchasing only what they are able to immediately dispose of. The general expectation of an early decline is the cause of the adoption of this policy, especially as the opinion prevails among the trade that changes will be made certainly by January 1 and possibly by December 1. The Nail Association, at its last meeting, confirmed existing prices without change. The question of a revision of the nail card was considered and this matter was made a special order for the meeting to be held on December 1. The trade will learn with satisfaction that the manufacturers generally realize the necessity of adopting a new card which will be free from the objections which hold against the present schedule.

Barbed Wire—There is no quotable change in the price of barbed wire and the market remains firm. Some of the manufacturers are refusing to accept orders at the exceptionally low prices which were given a week or two ago. There is, also, a general unwillingness to accept orders for future delivery at present prices and some large buyers are reported by the manufacturers to be covering their future requirements by orders for early delivery. Present prices remain as quoted in our last report.

Window Glass—The attitude of the window glass manufacturers and workmen remains unchanged, neither yet being willing to make concessions so as to reach an agreement on the wage scale. The result is that all the factories are still idle, with no prospect of resumption before Dec. 1. Stocks in the hands of all jobbers and mills are very much broken. Prices are firm, with an advancing tendency, and all jobbers have withdrawn the extreme quotations that have been made, and at the present writing the following discounts are firm: Glass by the box, 70 and 5 per cent.; by the light, 65 and 10 per cent.

Poultry Netting—While the season for poultry netting is a long way off, prices as quoted for last season's business have been withdrawn and an advance of 10 per cent. has been made by all manufacturers.

Cordage—The advance in sisal rope is held firm and all articles containing sisal have had a proportionate advance. The result is that fodder twine, of which a large quantity has been used by farmers in all sections of the country, has advanced, in sympathy with sisal rope, about 10 per cent., the present quotation on same being 4½¢ per lb.

Raisin Seeders—Owing to the advent in the market of several styles of raisin seeders by other makers, the Enterprise Manufacturing Co. has found it necessary to reduce the price of its seeders to the following basis: Family size, \$7.50 per dozen; hotel size, \$10 per doz.

Sheet Iron—The demand for sheet iron is quite brisk, but little change is noted for black sheets. Galvanized iron, however, has had a material advance and the extreme quotations which have been made by manufacturers and the mills have been withdrawn and an advance equal to 10 per cent. has been made. Jobbers have advanced their price about 5 per cent.



WORDEN GROCER CO.,

IMPORTERS AND JOBBERS,
GRAND RAPIDS.

CHEESE DEPARTMENT.

Jersey Cheese. Full Cream Michigan.

Sap Sago Cheese.

Pine Apple Cheese---two sizes.

Edam Cheese---tin foil.

Brick Cheese.

Leyden Cheese.

Imperial Club House Cheese.

Limberger Cheese.

This department is well stocked with the choicest imported and Domestic goods that can be procured. Our Jersey cheese is the finest full cream that can be made. We are supplied with a sufficient quantity to last until next May and our friends can be assured of having uniform goods the entire winter. They are mild and rich. Of the imported goods we secure the best always. The Imperial is put up in porcelain jars and is very fine, and, although the price may be a little high, yet to those who appreciate a delicacy in cheese it is a great favorite. We are exclusive agents for it in Western Michigan.

We make a specialty of fine goods in every department of our business and you can always rely upon securing them from us. Please favor us with your orders for anything you want.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as
Second Class mail matter.

When writing to any of our Advertisers, please
say that you saw the advertisement in the
Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 4, 1896.

THE PHILOSOPHY OF HUMBUG.

What is the explanation of the success of humbug generally in the world? What was the real secret of Cagliostro? "The History of Remarkable Illusions" has already been written; but the philosophy of delusions, or illusions, is another matter. It has been made a question by metaphysicians whether or not the human mind is possessed of innate ideas, but it is difficult to avoid the conviction that men everywhere, whether in a savage or civilized condition, do practically rely upon a necessary relation of cause and effect. Causes are often obscure, and remote effects are rarely ever precisely calculable; but whether it be the result of observation and education, or whether the conclusion be intuitively arrived at, nobody believes in undetermined results.

The quack has in all ages assumed the doctrine of efficient causes. His appeal to ignorance has been invariably based upon a pretense of superior knowledge. Charms, conjuration, mighty magic, were in times gone by explained by an assumption of familiarity with occult powers or forces, in or over nature. The development of modern science has fixed the conviction of the reign of law. Nobody within the realm of civilization believes any longer in the efficiency of capricious powers or uncertain forces. But, whereas men formerly counted upon the esoteric knowledge of a few, their credulity nowadays is mainly centered in a profound distrust of accredited science in every department of learning.

Stevenson, Fulton, Franklin, Morse, Edison—did they learn what they discovered in the laboratories supplied by learned foundations? On the contrary, does not experience teach that the world must look to untutored genius for light and guidance? There is a disposition to discount what the schools have furnished, since so many men without diplomas have taught new truths and revolutionized the methods of practical science. So much has been unexpectedly accomplished, what may not be expected? It requires a severe course of study to understand that the attempt to square the circle involves a mathematical absurdity; that gold, being an absolutely simple substance, cannot be made of anything else; that decay is a necessary stage in the development of organic nature; that perpetual motion

must always be prevented by the resistance of friction. It is the regular faculty that teaches these things, and the regular faculty has been time and again discredited by the achievements of irregulars following the light of nature.

The quadrature of the circle, the philosopher's stone, perpetual motion and the elixir of life are still the dreams of optimistic ignorance. Advance in those directions is not enough; the actual ideal is still demanded. There is the story of an engineer who was ordered by his general to build a causeway over a morass on the line of march, within twenty-four hours. He replied that it was impossible. The general, after the manner of Napoleon, said: "Nothing is impossible. Make out a requisition for all you need, and do the work;" whereupon the engineer asked for 500 men 20 feet high. With men of that stature the task could have been accomplished, but nature had forgotten to grow them. So it is with the perfect society. All that is needed is perfect harmony; but the masses are not yet convinced of the impossibility of the conditions. So it is that the world is filled with the prospectuses of social philosophers and philanthropists, insisting that a perfect structure can be furnished out of the imperfect materials of human nature.

In this commercial age, the loudest demand is for a new money. At the first, money was essentially and necessarily a thing of intrinsic value. Old Adam Smith said that, in a community where all exchange was immediate, men would naturally begin to devise a medium of exchange. Out of the things that he produced, a prudent man would lay aside something in general request to exchange for the things he could not produce. That was the beginning of money. After a while the money of exchange became the money of account, and in the course of time the chief usefulness of money consisted in the fact that it supplied a unit of value, and thereby a standard for a comparison of values. But this whole conception involved intrinsic value, and it was centuries before any man imagined that an efficient and sufficient monetary system could be based upon an abstract unit, representing nothing in particular, and nothing in itself. Here is a development of ignorance, exactly formulated and scientifically absurd—taking its place with the philosopher's stone and the elixir of life.

The American people have recently been called upon to consider the merits and demerits of one of the most Utopian schemes ever devised. They have discussed the subject from all possible standpoints and listened patiently to all manner of arguments, pro and con, and have rendered their verdict. It is well that the verdict is so emphatic that appeal is useless and that further agitation will not be tolerated.

The town of Fremont is notable for the rapidity with which it is recovering from the effects of the financial depression. Most of the important industries are in full operation and building is progressing more rapidly than in any town in that direction. One healthy indication is that the city fathers have a steam stone breaker at work preparing the material, by crushing "hard heads," for the improvement of the streets. Merchants generally report trade good and on the whole this seems to be one of the towns to be congratulated in its favorable situation as to business activity.

THE CAMPAIGN ENDED.

The political campaign which closed with the election Tuesday was the most remarkable, in many regards, of any that was ever carried on in the United States. Among its distinguishing characteristics has been the unusual degree of its adverse influence on business. In this regard it has more than verified the contention of the Tradesman that national campaigns are national calamities so far as business is concerned; it has emphasized that fact as never before in the history of the country. National political campaigns are, doubtless, necessary; but, when their cost in the sacrifice of financial and industrial prosperity is considered, it suggests the inquiry as to whether they are not luxuries that should be indulged in with as little frequency as possible. It ought to be made plainly apparent that their recurrence every fourth year is an imperative necessity, a proposition which the Tradesman fails to appreciate, or they should occur with longer intervals. In view of the effects of the one just closed, the query is suggested as to whether the English method of changing administration only when there is an imperative public demand for such change is not the better way. After an experience like the present it may be presumed that there would be some hesitation in precipitating another for a long time to come.

There are two prominent reasons why all national campaigns involve much of business derangement: One of these is a characteristic of all campaigns in the degree of the intensity of interest—the distraction of the public mind from proper business pursuits. The other is an element in the degree to which the issues of the contest involve questions of financial or trade policy. In the one just closed both of these characteristics were in evidence to an eminent degree.

The only campaign that can be compared with the present in the intensity of interest is the one immediately preceding the war. That the interest at that time was intense is remembered by many, but the fact receives an accentuation from the serious consequences usually attributed to it. In this campaign there lacked the bitterness of sectional feeling that accompanied that of 1860 in localities, but this is more than counterbalanced by the universality of the present interest. This has seemed to permeate every nook and corner of the country; no walk or avocation has been exempt from the intensest interest.

Then the questions of financial policy involved were such as to have about as great an influence on business as any which can be imagined. In the discussion of these issues there developed such a diversity of opinion as to the probable effect of the different financial schemes proposed that it created the utmost uncertainty, and with its proverbial timidity capital has kept out of sight as much as possible.

Had the campaign occurred during a time of ordinary business prosperity, it would have been sufficient to create very serious disturbance. Beginning, as it did, just at the lowest decline of the long financial depression, it could not but continue the adverse situation, which it did for a time with increasing effect. But in the midst of the period of excitement and distraction natural economic conditions favorable to a return of prosperity began to make themselves manifest. For a while it seemed as though these would prevail against the political hindrances. The inflow of

gold from Europe was filling the Treasury, confidence was improving and it almost seemed as though the wheels of commerce would start. But the political distraction and distrust increased in proportion as the campaign progressed; and, while they could not wholly neutralize the reviving tendencies in some directions, they did in others, and in the aggregate it is a question whether the actual depression in business did not culminate just before the election. Preparations for the resumption of industrial undertakings were progressing and some factories were venturing to commence work, but everything that could wait over the last weeks was postponed.

Through the month of September the inflow of gold, with its increase of the Treasury reserve, was a strong factor in the increase of confidence. But in October a mania for gold hoarding began to develop which not only absorbed all the continued inflow, but attacked the Treasury anew. This mania has been a feature of greater moment in the last month's financial situation than has been generally realized. Not only have the gold importations been absorbed, but the precious metal has been drawn from banks or wherever it could be obtained and hidden away in safety deposit vaults and stockings. And where gold could not be readily obtained its paper equivalents or other forms of currency have been hidden away in the general distrust of banks and other financial repositories.

Coincident with this abnormal demand for the various forms of currency, and partially caused by it, or by the increasing trade balance, the bank of England has rapidly advanced its rates from 2½ per cent. to 4½ per cent. These conditions are sufficient to account for the great money stringency and high rates in this country. These are so great that, if they were not partially counteracted by the determination to wait in most of the lines demanding the use of money, they could hardly fail to result in panic.

But, the distractions and the distrust of the campaign ended, the natural conditions of prosperity are now free to resume their normal functions. During the long period of waiting the accumulation of demand is tremendous. The shelves of the retail merchants are empty. Traveling men have been met with "wait until after election," or the orders have been given contingent on that event. Taking these considerations in connection with the unusual domestic abundance and the favorable condition of foreign trade, it seems scarcely possible but that there will result an immediate and substantial revival in all lines of business activity.

London clerks complain bitterly of the terrible competition they have to meet in the shape of innumerable young Germans who come to that city, not to earn a living, but to learn the language. These invaders are content with wages ridiculously small, as they look upon the service merely as a sort of postgraduate course in business methods, and expect to find compensation in the high salaries they will command at home, after it is completed.

What is known as manufactured coal, now being imported from China to San Francisco, is said to be entirely new to this continent. It is made by the natives out of coal dust and the lumps resemble an egg in shape.

EUROPEAN COMBINATIONS.

Notwithstanding the assurances published from time to time to the effect that the Triple Alliance is as strong as ever, there are many evidences that the old "Dreibund" is no longer the power that it was in shaping the destinies of Europe. Since the defeat of Italy by Abyssinia, the loss of military prestige by that power has rendered the Triple Alliance distinctly less formidable. It is even possible that Italy may drop out of the Alliance at the earliest possible moment, as it was made most painfully apparent to the Italians that the other members of the triple compact were either unwilling or unable to help them in their hour of trial, the only proffer of aid and comfort coming from Great Britain, a non-member of all the European combinations.

The hostility displayed by Germany towards England and several little incidents of recent occurrence point to the possibility of an amicable understanding being eventually reached between Great Britain, Russia and France. The visit of the Czar to England and the recent settlement of several questions long in dispute between France and England point unmistakably to more cordial relations, and the rumor that these three powers are practically in accord upon the Turkish question renders a friendly alliance between them a not impossible result.

Should England come to an agreement with Russia and France, there is little doubt but that Italy, by force of circumstances, would be drawn into the arrangement. This would not now be difficult, since the bonds of the Triple Alliance have been so materially weakened. Even the marriage of the Prince of Naples with the Princess Helen of Montenegro, the daughter of a house notoriously under Russian protection, is a straw which indicates the drift of the current.

The most serious obstacle to the satisfactory arrangement of all matters in dispute between Great Britain and France is unquestionably the Egyptian question. France can never be induced to accept the existing order of things in Egypt, and it may as well be admitted that Great Britain will never consent to the withdrawal of her troops from that country. Recent events have indicated, however, that some middle course might be hit upon which would placate France, without wounding the pride of England. France, for instance, might be compensated for the recognition of British annexation of Egypt by being urged to take possession of Morocco and Tripoli, or even of Syria. There has been a distinct drift in the direction of some such arrangement, indicated by the recent utterances of the French press and certain French politicians.

A basis of settlement between Russia and England would be more difficult, owing to the conflicting interests of the two powers in Asia; but no doubt even Russia could be won over by the possession of Armenia and such extensions in the direction of the Mediterranean as would bring nearer the realization of the Russian dream of a modern Byzantine Empire.

Momentous changes are undoubtedly impending upon the checkerboard of European diplomacy, and the evidences that new wires are being worked and new combinations effected are becoming daily more clear.

In this connection it is interesting to note that the cable dispatches have re-

peated in a very persistent manner, during the past few days, the announcement that the European powers have finally agreed upon a basis of settlement of the Turkish question. What the details of this settlement are is not yet known, but the most important fact is that an agreement has been reached which makes possible the joint intervention of the powers and the protection from further outrage of the Christians residing in the Turkish Empire.

While the details of the agreement have not yet been divulged, it is known in a general way that Great Britain, France and Russia have agreed upon the method to be followed in coercing the Sultan, and, as no opposition has developed from the other powers, it may be assumed that they are in accord with the three countries named. That all are parties to the agreement is clear, as the opposition of any single one of the great powers would make it impossible to coerce Turkey without imperiling the peace of Europe, which is apparently the alternative that all are seeking to avoid.

It is rumored that it is not proposed to dismember the Turkish Empire, but that the various provinces are to be administered by representatives of the powers. It is also proposed to abolish the provision of the treaty of Paris which prevents warships from passing the Dardanelles.

Of course, the proposed settlement does not presuppose that the Sultan will quietly submit to the dictation of the powers. Resistance will be forced upon the Constantinople government by the Turks, whether it is willing or not. Should this resistance prove formidable, the dismemberment of the Turkish Empire might be forced upon the powers, and just here is where the dangers of the situation lie, as it is more than likely that the powers, however harmonious they might be in coercing Turkey, would be sure to fall out over the division of the spoil.

In this connection it is significant that the Turkish government has recently levied a considerable special tax for the purpose of arming the auxiliary forces. This looks very much like preparation for a struggle, and the European powers will no doubt make their preparations accordingly.

This is a great apple year. Chicago has 1,000,000 barrels stored away already for winter use. This is nearly quadruple that of the ordinary year and is due to the enormous crop and the consequent low prices. Chicago storehouses usually contain from 200,000 to 300,000 barrels, but have run as high as 350,000. At present every inch of available room is full to overflowing, and there are thousands of barrels waiting a chance to go into winter quarters. Low prices and the good quality of the fruit have combined to bring about an immense movement from the producer to the consumer. Carload after carload of apples in bulk arrive daily, in addition to the thousands of regularly packed barrels. Shipping the fruit in bulk saves the cost of the barrel and cheapens the fruit to the consumer. Good sound apples are being sold all over the city by peddlers at from 5 to 10 cents a peck. Many Western cities also receive their supply in this shape. The same grade of apples in barrels are also being sold by merchants as low as 75 to 80 cents a barrel, while choice sell at \$1 to \$1.25, and strictly fancy sorts of the varieties in market are not over \$1.50 to \$1.75 a barrel. Eastern apples are going to Chicago in competition with the Michigan crop. The New York and New England yield is so large that it can find no adequate outlet.

CIVILIZED MEN.

What is meant when it is said of a man that he is very highly civilized? In the strictest sense, a civilized man is simply one who has been trained to live in conformity with the demands of organized society. The maintenance of the simplest form of society requires a partial surrender of individual liberty, and the savage who is faithful to his tribe and obedient to its rulers has already begun his education in civilization.

In its ordinary application, however, civilization has a wider meaning. A member of a wandering Soudanese tribe, no matter how loyal to his chief and how observant of all his tribal obligations, would commonly be classed as uncivilized because of his ignorance, his prejudices and his hostility to the progress of the age in which he lives. He has fitted himself, or circumstances have fitted him, to live in the sort of society provided by his own tribe, but he is not yet prepared to live on terms of good neighborhood with the more enlightened races of mankind. It is not merely that he has not been disciplined by the laws and governmental restraints to which good citizens in more advanced countries submit themselves with no sense of oppression; but it is still more because he can neither endure the industrial routine nor share the refined pleasures of a highly cultivated society. It is true that in the most civilized countries there is an element of population which, at the best, must be regarded as but superficially civilized. The people who dwell in the slums of the great cities of Europe and America, within a few minutes' walk of churches, schools, public libraries and art galleries, are very little, if at all, removed from a condition of crude savagery. Many of them, perhaps the majority of them, are really less civilized than the fierce and illiterate Soudanese warrior, of whom it can at least be said that he respects the laws of his tribe and cherishes a sincere sentiment of patriotism. The children of the slums are brought up in revolt against the law and in ignorance of the arts and sciences that embellish the whole fabric of modern civilization. But these people vote, they have their share in the government of the land, and so they are enabled to take their revenge upon the society which has so foolishly neglected them.

But still the question, "What is meant by a highly civilized man?" has hardly been answered. To the common mind there is probably no question of difference in regard to civilization between one good citizen and another, and there is more or less surprise when some one person is pointed out as an exceptionally civilized man. In so far as the word remains etymologically true, it must always convey some idea of personal subordination to social demands; but it can be used to describe something very different from simple obedience to laws that are formally made and promulgated by legislative authority. A highly civilized man has, beyond his respect for law, an abiding sense of the obligations of neighborhood, and the higher his civilization the wider is the realm that he recognizes as his neighborhood. Moreover, in the best society—that is to say, in the most cultivated and refined—there is a body of etiquette, conventions and "convenances," usages and observances, stamped by the recognition and observance of gentle folk with an authority undisputed by the

well-bred—an unwritten code regulating the intercourse of polite people everywhere. It has been said that the best society has essentially the same manners in all countries; and it is easy to understand why this should be so, since good taste is not a question of nationality.

On the other hand, it seems to be admitted that there are different types of civilization. Men speak of the civilization of Greece and the civilization of Rome, of mediæval civilization and modern civilization, and when one asks whether there can be any difference, except in degree, between the civilization of one age and another, or of one country and another, the answer is that there is also a difference in expression, and, in some respects, perhaps, also a difference in tendency. But when this claim is analyzed it seems to grow out of some confusion, some failure to make a due distinction between culture and civilization. The distinction, however, is real, though culture and civilization are so closely and reciprocally related as cause and effect that it is easy to overlook the difference.

CUBA AND AMERICAN TRADE.

Some days ago a report was circulated to the effect that President Cleveland was on the point of issuing a very sensational proclamation on the Cuban question, and that he would probably summon an extra session of Congress to authorize certain coercive measures which were in contemplation. Of course, such reports were stock-jobbing yarns of the first water and the wonder is that so many people were found willing to place any credence in them.

It is reasonably certain that Mr. Cleveland will make no change in his policy towards Cuba until some further important developments occur. In the meantime, however, there is no denying that our trade with Cuba, which is very valuable, has been seriously curtailed by the revolution in progress there. Our exports to Cuba during the last fiscal year were less than a third of what they were in 1893. Our shipments of flour alone shrank from 616,000 barrels in 1893 to 176,000 barrels last year. Prior to last year Cuba furnished us with the bulk of our raw sugar, while last year our imports were less than 200,000 tons.

This loss of trade is a very powerful argument in favor of American interference in Cuban affairs, and explains the constant pressure that is being brought to bear in favor of recognizing the insurgents. Aside from such selfish considerations, however, there can be no doubt that the success of the Cuban patriots has entitled them to be recognized as deserving belligerent rights by the leading powers.

A controversy has arisen as to who invented lucifer matches. France claims the invention for Charles Sauria, who, in 1830, at a lecture of M. Nicolet, professor of chemistry at Dole, in the Jura, on the explosive properties of chlorate of potash, conceived the idea that a combination of phosphorus with the detonating chemical might furnish a more satisfactory method of producing fire than the old flint and steel. His experiments were attended by success, but M. Nicolet, on a visit to Austria, gave the thing away. M. Sauria is to have a statue erected to his memory. England also claims the discovery by priority, and puts forward Mr. Walker, of Stockton, who was already manufacturing matches from chlorate of potash and sulphide of antimony, in 1829.

WOMAN IN BUSINESS.

Result of Trying to Be Wife, Mother and Drummer.

From the New York Sun.

This story is in the nature of a contribution to the world's knowledge on the subject of the new woman, so called. It is an account of a woman who is trying to be a wife, a mother, and a commercial traveler all at the same time, and of some of the results of her experiment. It is a true story, although it may seem to run in some particulars along the lines on which the humorists have been presenting the new woman to the public. The only changes that have been made are in immaterial details, which have been altered so as to conceal the identity of the characters from their neighbors and acquaintances.

This particular new woman was, as a girl, bright, spirited, popular and full of gumption. She was educated at the public schools, and when she was graduated differed in no respect in her desires and ambitions from the girls who were her companions. She became a new woman later, not on account of any theory in which she felt interest, but through force of circumstances. Her father was a book-keeper. He died suddenly, leaving his family with straitened means. This daughter quickly decided that she would set herself at work to earn money with which to help out her mother. She found employment in a big store and liked it. Here she obtained some business training, which, perhaps, influenced her decision later, and, what was of more importance, the natural independence and self-reliance of her character were developed as they never would have been had she remained at home. Not all shop girls are anaemic, oppressed, pastry-eating creatures. There are among them young women with brains, determination, high spirit, and good health, and such young women get along. This girl was one of them. She had aptitude for her employment, was clear-headed and energetic, and did so well at it that she assured for herself

such promotion as the place offered. Before promotion came she married.

All things considered, it was a sensible marriage, and they got along very well. The husband was in another line of business, and was making so much money that it was both unnecessary and undesirable for his wife to continue longer in the store. She was rather sorry to give up her occupation, but she quickly picked up new interests at home, and displayed in the new field the same energy and cleverness that she had devoted to business. The result was that she had soon set up a pleasant and attractive home. The man she had married was a good-looking, popular fellow, and gave every promise of making a good husband. While there was an element of weakness in his character, the energy lent by association with his wife kept him up to the mark. Several children were born, and were brought up well. Altogether it was a nice household.

Although the wife never neglected her domestic duties, she spent a good deal of time with her friends, and was constantly seeking outside channels into which to direct her surplus energy. One of these channels happened to be a charitable fair, the management of which, owing to a series of mischances, fell almost exclusively into her hands. Here she displayed so much energy and business ability that the success of the affair was attributed to her efforts. One of the persons interested in the fair was a business man with a large trade outside the city. His attention was attracted by her work and evident talent, and he spoke to her several times on the subject.

"I wish I could get women with your shrewdness to go traveling for me," he said repeatedly. "I could make it well worth their while by the money they would earn."

The suggestion set the woman to thinking. The family were then living in a suburban town. They had bought their house, but had not paid for it in full. About this time there came upon

the husband several unexpected demands for money, while simultaneously his business was affected by unfavorable influences. There was an installment of a mortgage about due, and the husband could not get the money together without pinching. His wife knew all about his affairs, and spoke of the suggestion made by the business man. The business was a good deal of the same nature as that which she had done at the store, and, as a matter of fact, she was rather attracted by the idea of the excitement which the work would afford. But what she said to her husband was that, if she gave up part of her time to business, she would be able to earn enough money to put their affairs on a sound footing. She had no idea of devoting more than a few hours for a few days of a week to business. After a good deal of hesitation the husband gave his consent to the plan, and the wife went to see the merchant who had spoken to her. He jumped at the chance of employing her, and soon arranged a plan by which she earned about \$25 a week eventually, without having to go too far from the city or having to devote all her time to business. The money so earned eased up matters considerably in the household and overcame what ever scruples the husband had about permitting his wife to be a drummer. The wife had ample time apart from her business duties to attend to her family and her household. Up to this point no specific harm had been done.

The line she was traveling in was peculiarly suited to a woman, and she proved to be just the woman for it. She not only obtained larger orders from old customers, and got new customers, but she furthermore handled several delicate matters with skill and success. Her judgment as to what her customers wanted and what was likely to prove taking with the public turned out to be excellent, so that, all around, her opinion was frequently consulted. One natural result was that her employer was constantly at her trying to persuade her to extend her territory, and stay away from

home a week or so at a time. This she flatly refused to consider at first, but a second result of her success was that the proposition became more and more tempting to her pride and also to her regard for her family. On the one hand she would be able to earn a great deal more under the new plan than under the old, and on the other hand there seemed to be no real objections to it. Her children were of an age when they no longer required her constant care, she had a servant whom she knew she could trust, her husband would look after things and she would be home almost every week. The greatest difficulty seemed to be the matter of traveling alone and associating with strangers. The former part of it was overcome by making out a list of hotels on her regular circuit and arranging in advance, thus taking away some of the terrors of going to strange places.

The matter of dealing with strangers also grew less formidable as she thought over it. She was brought by her business into contact with women largely, and as for the men, they met her on the common ground of business, and were easily restrained from leaving it. She met with neither rudeness on the one hand nor suspicious courtesy on the other. This state of affairs was a high tribute to her business ability, for it happened that she was handsome in looks and attractive in manner. Thus it was that by degrees she became a full-fledged drummer. She commonly left her home on Monday morning, and got back on Saturday night. Occasionally she spent a few days with her family, but most of the time she was on the road. Her earnings rose, too.

The family removed from the suburbs into the city, because that was more convenient for the wife. They found a four-story house in a good neighborhood, let out two stories as furnished rooms, and occupied the rest themselves. That was the wife's idea. Thus they had three sources of income; the wife's earnings, the husband's, and the house's. The income from the furnished

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THE CELEBRATED



JAPAN TEA

IS THE STANDARD

that tea dealers everywhere have vainly tried to reach ever since our startling announcement of May 29, 1896. Our sales have been enormous and everyone who handles it is a winner, as it steadily increases his trade. There will be no advance in price. Quality absolutely guaranteed.

W. J. GOULD & CO.,

TEA IMPORTERS, DETROIT, MICH.

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rooms about paid their rent, so that it will be seen that their affairs were in a prosperous condition. About this time the tide seemed to turn.

As has been said, the husband had elements of weakness in his character, and life in the city developed them. While his wife was there to amuse him, he had been content to spend his evenings at home. When she was away, especially after their removal to the city, he gradually got into the habit of staying out nights. One night when he had not come home to dinner, his eldest daughter, while watching for him, heard a fumbling at the front door. She ran to the door, opened it, and saw her father trying to fit his latchkey.

"Why didn't you open the door?" he said crossly. "Why did you keep me waiting?"

"Why, papa," she replied, "I ran as soon as I heard you."

"No, you didn't. Shut your blamed mouth," he retorted, and went and threw himself on a lounge. Soon he was fast asleep.

The girl after watching him in doubt and perplexity, went and told her brother. He listened to her story with frowning brows, and then blamed her.

"You oughtn't to have contradicted him," he said. "Don't tell anybody about it."

"But what made him talk like that? I didn't do a thing," she said.

"None of your business," replied her brother. "Don't talk about it."

If she did not understand then what the trouble was, its nature was soon borne in upon her and then a feeling of shame kept her silent. It was some time before the mother learned about her husband's conduct, and when she did it was through this daughter. The girl was apt to be tenacious of what she considered her rights. One evening he came home long after the dinner hour.

"Why isn't there any dinner for me?" he demanded when he saw the empty table.

"Dinner was ready hours ago," she replied, impertinently in fact if not so intentionally. "If you wanted dinner you should have been here at dinner time."

It should be said in explanation of this speech that the girl was supposed, by a pleasant fiction, to take her mother's place, and that these same words had been used by the mother when the children had been late sometimes at meals. The girl evidently thought that it was the right thing to say. The father was not in a mood to reason or make excuses for others, and saw only the impertinence of the words. So he slapped her face.

The blow was not a hard one, but it was the first the girl had ever received. She sobbed and screamed and refused to be comforted by the servant. The latter told her mistress about the occurrence, and the causes leading up to it, when she returned from her drumming trip. Then the wife found herself confronted by a difficult dilemma. For a long time she debated whether she should give up business and devote herself to her home. She asked the advice of her friends on the subject. On the one hand, she felt confidence that she could restore order in her home if she were there, and could keep her husband in bounds; on the other hand, she knew that outbreaks on his part were not frequent, and she had had little cause of complaint against him for most of the time she had been away. But the most important reason that influenced her to continue her trips was the fact that money was needed in the family. Her husband had been paying less attention to business than formerly. Owing to the increasing earnings of his wife, he had been feeling less and less responsibility about providing for his family, and had, moreover, been less fitted to attend to business. He spent a good deal of his time about the house in the morning, saying that it needed some one to look after it. Now, the house had been furnished on credit, and some of the notes given in payment were about to fall due. The wife argued that, if she continued her trips for a few months longer, no harm could come to her hus-

band or her children, and she would be able to pay off all the indebtedness on the furniture. It may be, also, that she had become so used to the excitement and variety of her traveling life that she could not bring herself to give it up all at once. At any rate she decided to keep it up for the time being.

While she was at home between trips she could not conceal from herself the evidences of a process of deterioration that was going on. Her husband behaved pretty well, on the whole, but it was plain that he had lost the respect toward his home which he had felt previously, and was inclined to assert his independence. The children, too, were deteriorating in their manners and ideas, having no restraining influence constantly controlling them. The wife was seriously considering whether she should not make up her mind to abandon her trips away from home at once, when something else happened.

The rent of the house in which they lived was far more than they could afford to pay, but by letting out two floors of the house in furnished rooms they got their home practically rent free. Of the income from this source by far the larger part came from the second floor, which was rented to a man with his family. Some doubt had been felt by the wife about him, and she had asked her husband to investigate his references, because she had not had time to attend to the matter herself. When she returned from one of her trips she found the tenant installed in the house, her husband having let him in to avoid giving himself trouble.

This man showed a sociable disposition, and one night met the husband on his way home.

"Let's have a drink," he said.

The result was that the tenant helped the husband home. The next morning he stopped in to see his landlord.

"Say," he said, "you're such a good fellow that I want to ask a favor of you. I want to hang you up for the week's rent. I am a little short now because I'm out of a job, but in a couple of weeks I'm promised a \$5,000 place. Is it all right? Then have an eye-opener."

Having once established his credit, the tenant paid his rent when he pleased. The husband was supposed to look after the house while his wife was away, and it was a disagreeable surprise to her when she discovered one day that they were a couple of months behind in their rent, because this tenant had been permitted to roll up a debt whose proportions were serious to them. At the same time further inroads had been made upon her husband's business capacity by his sessions with the tenant. Thus the wife found herself confronted with the necessity of earning money to pay off the arrears of rent, as well as the notes for the furniture.

That is the situation of the family at present. The husband is earning less and less, and the house is costing more and more, because they do not dare to put the unprofitable tenant out, fearing to lose what he owes if they should do so. The woman tells her friends that, though things seem to be going from bad to worse in her family, it does not seem possible for her to stay at home long enough to straighten matters out. The necessity of earning money prevents that.

As has been said, this is a true statement of facts. The proper conclusion to be drawn from it, whether or not the family would be better off if the woman had continued to devote herself to her home duties, and had not entered the sphere heretofore possessed by man, is a question about which the parties chiefly in interest do not agree. The man blames everything and everybody except himself for existing troubles. The woman has not yet lost faith entirely in herself and her star, and does not admit that she was wrong in embarking in a business career at the outset. The children wish that their mother were home, and the servant blames her mistress for traveling around when she is needed at home, and her master for permitting it. One thing is certain, the wife has put her hand to the plough and cannot turn back now.

GREAT VALUE SANCAIBO COFFEE



I. M. Clark Grocery Co.

SHALL WE HAVE

The Gold Standard?

We offer a substitute for Gold.

Good as Gold.

What are we speaking of? Why

MANITOWOG PEAS

Are they legal tender? Whether "legal" or not is uncertain, but they are certainly "tender."

THE ALBERT LANDRETH CO., MANITOWOC, WIS.

WORDEN GROCER CO.,
Sole Agents for Grand Rapids and Vicinity.

Credit for the above idea should be given to the Norton Can Co. Minstrels, Chicago.

Hardware

How to Display Stoves.

From St. Louis Stoves and Hardware Reporter.

It is astonishing to notice how little attention is given to the matter of suitable backgrounds in the average window displays of stoves or hardware. Merchants in these lines generally seem to think that the goods themselves, with some little attempt at effective arrangement, are sufficiently attractive. As a consequence the average display in these lines has a dismal effect on the passer-by, the dead effect of the preponderance of black surface presented being only relieved by the nickel ornamentation on the stoves, the bright steel surfaces in hardware and cutlery and what tinware and aluminum ware is shown. If any attempt at background is made, black is usually considered the only thing suitable. There is a crying need of backgrounds that have life in them. Even in the case of bright steel goods, which the average hardware dealer thinks it impossible to show properly on anything but black, there are warm deep colors which will bring out the goods just as prominently, will serve to attract the eye better than black and will not show dust and dirt, as will black. It is a fact, attested to by window dressers in many lines, that a deep orange is one of the most effective backgrounds for displays of goods, other than fabrics, which present mostly dead black surfaces. It is one of the most penetrating colors. Glance down the street at a fruit stand and the oranges on it catch the eye before anything else. The efficacy of orange can be seen in its extensive use in shoe windows. It is probably the best color that can be used for a window in which stoves which have but little nickel work on them can be displayed. If there is much nickel other colors are best, and will be indicated later.

A good stove and cooking utensil window can be made by setting the stove or stoves in the center and front of the window and constructing semi-circular shelves in back. These shelves, and such portion of the back wall as is not taken up by them, should be draped in orange cheese cloth, plaited on the wall above or below the shelves and on the background of the latter. On the shelves themselves the cloth is placed smoothly but puffed at the edges. On the shelves place the kitchen utensils, skillets, stew pans, tin and granite ware, etc., taking care that the goods having bright surfaces are not in a group by themselves, but distributed among the darker goods. Small kitchen implements can be suspended from the edges of the shelves between the puffs of the cheese cloth, care being taken that they are not so numerous or large as to obscure the goods back of them. A good covering for the floor of this window would be linoleum or oil cloth with dark brown ground and yellow figures. In case the stoves are nickeled, and bright surfaces greatly preponderate in the goods shown on the shelves, it would be better to use maroon (a dark shade of red), dark blue, or even a very dark green. In this case the oil cloth could still be brown, with figures the color of the background. Better effects in these colors, which are very rich, can be obtained in cotton flannel than in cheese cloth. Cotton flannel costs from 7 to 15 cents a yard.

A very good display can be made by draping the back of the window in cloth plaited from top to bottom, with festoons of the same color along the top. In the middle of the window erect an arch. For a window ten by ten feet the arch should be about eight feet wide at the base and eight feet high. Place two uprights, three inches wide and four feet high, at a distance of four feet from each other. On these place half of a circle eight feet in diameter, made of three-inch strips and you have your arch. The frame of your arch should be puffed in cloth the same color as the background. Under the arch place a stove. If it is a cooking stove, suspend cooking utensils from the top, and fas-

ten them on the sides. If a heating stove, pokers, shakers, coal hods, vases, shovels, tongs, etc., can be shown on the arch. As to the color of the cloth to be used and the colors in the oil cloth used on the floor, the same considerations as indicated in the first display referred to should be followed. If there is a pane of glass in the side of the window next to the entrance of the store, it would be best to show goods on the back wall of the window, but not so thickly as to obscure the background too much.

Bright steel or aluminum goods and silverware can be shown to good advantage on dark blue cloth. Pocket knives, with blades open, show well on dark orange or a medium shade of green.

Machine-Cut Files.

Files have long since ceased to be cut by hand in America and, while many English manufacturers held out for a long time, they are now rapidly coming into line. Some of them are still turning out hand-cut files, clinging to the ancient superstition that they are better than machine-cut goods, but the last support has been taken away from them by a contract just given out by the government, specifications for which are now in the hands of a Sheffield firm which contain the distinct stipulation that the files are to be machine-cut. This is the first time that specifications from the government have contained such a provision, and it is believed by the manufacturers of hand-cut files themselves to be the last nail in the coffin of their cherished process, and they say they must now adopt machines or be forced out of business. They have been at a disadvantage ever since the workers obtained an advance of 10 per cent. on their wages.

The excellent quality of the American machine-cut files, which are playing a big figure in the English hardware trade, has undoubtedly much to do with the present state of affairs. One ironmonger was recently reported, in an English trade paper, as saying that fully 90 per cent. of the files sold by him are of American make. It is a well-known fact that it was an American manufacturer who first used a machine that turned out files so cut as to compete seriously with hand-cut files. Prior to that time all machines introduced in Europe, as well as this country, had been very imperfect. The file cutter will soon be as much of a back number in England as here. There are still a few here who are following their old calling, but they do it mainly by calling at the hardware stores and factories in the large cities, obtaining old files and re-cutting them, having hard work to make a third of their former wages.

Would Not Resort to False Representations.

"No," said the old shopkeeper sternly, "I will not do it. Never have I sold anything by false representations, and I will not begin now."

For a moment he was silent, and the clerk who stood before him could see that the better nature of his employer was fighting strongly for the right.

"No," the old man cried again, "I will not do it. It is an inferior grade of shoe, and I will never pass it off as anything better. Mark it, 'A Shoe Fit for a Queen,' and put it in the window. (A queen does not have to do much walking.)"

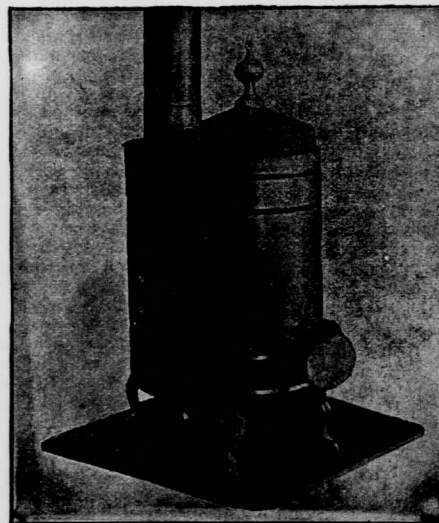
A woman may be of great assistance to her husband in business by wearing a cheerful smile. A man's perplexities and gloom are increased a hundredfold when his wife has a continual scowl on her brow; whereas, a cheerful wife is a rainbow set in the sky when her husband's mind is tossed with storms and tempests.

Statistics for last year just published show that there was a marked reduction of serious crime in Scotland. About 100,000 persons were arrested for drunkenness and disturbance, nearly one-fifth of which were in Glasgow alone.

AIR TIGHT HEATERS



FROM \$3.50 TO \$9.00 EACH.



Send for Catalogue.

FOSTER, STEVENS & CO.,

GRAND RAPIDS.

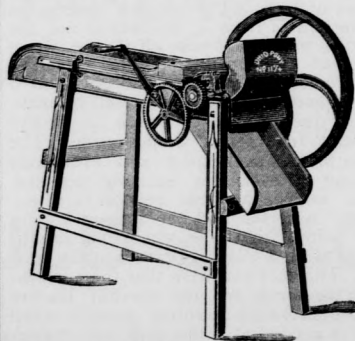
A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

Fig. 783. No. 11 1/4.

Made by SILVER MAN'F'G CO.,
Salem, Ohio.



This cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting Hay, Straw and Corn-fodder, and is suitable for parties keeping from one to four or five animals.

There is only one size, and is made so it can be knocked down and packed for shipment, thus securing lower freight rate. Has one 1 1/4 inch knife, and by very simple changes makes four lengths of cut.

We also have a full line of larger machines, both for hand or power. Write for catalogue and prices.

ADAMS & HART, General Agents, Grand Rapids.

With an Eye to Business.

From Hardware.

The next three months will be months of energy and activity, if our manufacturers are awake to the prospective advantages of the season of prosperity destined to follow the last four years of adverse conditions. The dealers will eagerly peruse the trade journals in their respective lines, scanning the many details of the advertising therein, with an eye meaning business in every glance. The regular annual advertising patron of the paper knows the importance of a continuous announcement, but the irregular or occasional advertiser should be reminded that, in the compass of those few months, the foundation stones of his success for 1897 will have to be laid, in order to build for a future business, the stability of which will not be hampered by the limited conditions that have made the past few years so discouraging and unprofitable.

From the present indications, it may be safely prophesied that 1897 will open with the healthiest demand for regular and well-assorted stocks of general hardware the trade has known for years, and this state of affairs will be brought about by the absolutely depleted shelves of every hardware store in the country.

Owing to the lack of confidence of our merchants in the political outlook, the low prices now prevailing in this extensive line have not been availed of as readily as business precedents would justify. It is just as certainly known by every handler of hardware that the present unprofitable prices cannot possibly be sustained, and that an advance all along the line will be in order at the very first opportunity.

The tide of improvement thus set in will stimulate to unwonted activity all branches of trade, and the manufacturer, jobber or retailer who will derive the greatest advantage will be the one who doesn't wait until the movement is already under way, and then endeavor to hedge on his conservative views by starting a series of "rush" orders, which, in the face of a brisk demand, of which daily orders will then give evidence, no manufacturer can consistently entertain, except at prices that promise more of profit than any similar transactions for a year previous.

From the manufacturer to the retailer, stocks have been kept at a low ebb, until orders for current supplies have emanated from the jobber that in amount would have once made a retailer feel ashamed to give his wholesale house as an exhibition of his local wants.

There are no overstocks to-day of staples in hardware in any section of the country. These wants cannot be supplied, nor will they be, at the waving of a magician's wand. It will mean months of delay after the receipt of orders, which will be forwarded on every hand, with no possibilities of an immediate fulfillment, in which case countermands will necessarily follow, and the same orders sent to makers or dealers in similar goods will so magnify the usual conditions of business that it will seem as though we never had such an era of prosperity to take advantage of, with so complete an inability to profit by it.

In order that our advertising patrons may share in this period of approaching good fortune, we urge upon them the manifest advantages of an immediate advance along these progressive methods, making the possible buyer familiar with their persuasive announcements, the beneficial results of which will be demonstrated more quickly than ever before in the annals of hardware.

The Law of Averages.

From Shoe and Leather Facts.

Have you ever stopped to think what a wonderful thing is the law of averages? You, of course, know about the tables of mortality arranged by the insurance experts, which are based on the law referred to. They cannot tell you, as an individual, just how many years, months and days you have to live, but, taking you as a member of the great human race, they can do so almost to the

fraction of a day. One of the experts of the Weather Bureau states that the mean temperature of any year has not varied more than two degrees in a century. In other words, if we have very cold weather in the winter, we will have sufficient heat during the remaining months of the year to counterbalance it. It may be distributed over such a length of time that it is not noticeable, but the law of averages is, nevertheless, working out its inevitable result.

The law applies with almost equal precision in business. The average man comes to business about the same time every morning, pursues the same routine during the day, and finishes his work at the same hour. The causes which last year actuated him to put forth greater effort during the busy season are most likely present this year and lead to a like result upon his mental and physical make-up. Because he has been pursuing certain methods for a series of years, although they may not have led to the most desirable results, is a powerful incentive to him to continue them.

Those who are willing to subject themselves to the necessary discipline to rise above the average are the ones who become known as great manufacturers and merchants, or as excelling in whatever other vocation to which they may devote their attention. It requires, undoubtedly, more than average effort, and when they enter into this upper sphere they find themselves in a considerable measure isolated. If they ask advice, they are almost certain to receive an "average" answer. They must also be willing to endure sharp criticism from those who, laboring on a lower plane, cannot understand the reasons which actuate them in the course they pursue.

It is worth noting, however, that he who comes up to a fair average in his achievements has undoubtedly considerable cause for feeling at least a reasonable degree of satisfaction.

Keep Up to Date.

The prevailing cry for newness and originality is so great that a merchant is required to keep every faculty on the alert, and give no occasion for the cry of "chestnuts" from competitors or customers. It will be found that nine times in ten beauty and newness in footwear will appeal more strongly to a patron than utility, and he who sits down and complacently prides himself on the fact that his shelves are well filled with a stock of good substantial footwear, even though it may be almost old enough to say "chestnuts" itself, will live long enough, without doubt, to find out his mistake. It has become absolutely necessary to "keep in the swim" in order to keep out of the swamp.

Give Them a Show.

From the Dry Goods Economist.

There are lines of goods in every department that are rarely shown in the windows, rarely spoken of in the advertisements and still more rarely made use of in special sales. They are all-the-year staples; they sell at all seasons. People are always ready to buy them, but in some instances they may not know that you have them. Anyway, they don't always think of your store as the place to go for them when they require them, and simply because they have not heard you speak of them or show them. Hunt these strange lines up and give them a front place.

Manchester, N. H., is likely to pay a high price for the reckless folly shown in cutting down all the trees along the Merrimac. The consequence is that the river runs almost dry during the summer and winter, while every spring and fall are marked by a destructive flood. Unless this condition of affairs be soon changed the great Amoskeag mills will have to substitute steam for water power, and it is doubtful whether they will be able to compete with the factories in tidewater cities, like Fall River and New Bedford, where the cost of coal is not increased by railroad transportation.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings' genuine.....	25&10
Jennings' imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	60
8.....	75
7 and 6.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 3/4.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Verkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/2
Manilla.....	8 1/2
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
com. smooth. com.	
Nos. 10 to 14.....	\$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 3/4
SOLDER	
1/2@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

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JANE CRAGIN.

Cy Huxley Takes Counsel with Himself.

Written for the TRADESMAN.

A little earlier than usual, on the afternoon when the exultant store-keeper of Milltown chuckled over the westward addressed letters, the new buggy and the shining harness and the well-groomed horse drew up at Old Lady Walker's gate, the focus of all eyes in every house in that particular neighborhood. There was the same deliberate tying of the horse to the hitching-post, the same smoothing down of the fresh gloves ('f they wa'n't new ones every day 'twas dumb nigh it'), the settling of the necktie, the shaking down of the trouser legs, and that confident walk through the gate to the door!

The usual program was not carried out to-day. It was the same up to the point where "Mis' Walker" opened the door. Then, instead of the brief waiting, there was a little conversation, during which Cy learned that Lilian was not feeling well to-day, that a severe headache was keeping her in her room, which promised to do so for several days; and, after expressions of sympathy and regret, the buggy and its owner rolled away down the Mill River road.

"I'm sorry, of course, that she has a headache," Cy said to himself, after he had lighted his cigar; "but, after all, I'm just a leetle tired of this, and I guess, by this time, the letters have got there and I shall know pretty soon whether the thing has amounted to anything or not. There's no question about Lilian Willowby's good looks and all that sort o' thing—and they say that Willowby left her money enough. But what's that to me? I'd give more to have Jane this minute here beside me than I would for all o' your Lilians this side o' Kingdom Come!

"How I wish Sid had had his wits about him that morning she went off, and had just kodaked her as she sat at that car window! U—m! Before now, car windows, the way they make 'em on the outside, look like a lot of coffin lids set up on end; and it always gives me the hypos to have anybody I care anything about go off in 'em, when I see 'em through the window. Seems just as if they'd got into their coffin, and got all ready for the smash-up farther on. But when she took a seat at that window—I'm glad she had sense enough to take a parlor car—and that dress and that hat and that veil and that face—oh, well, and that everything—looked out at us from that big window, it made just the prettiest, sweetest picture I've seen anywhere! I'd just like to have a portrait of her—a real, genuine, painted portrait—just as she looked then; and I'd hang it up in the parlor or the library upstairs. Now that's a good idea, and one o' these days when she's in Boston—she and mother, or Mrs. Neely—I'll get 'em to manage it for me, only I'm afraid they can't paint her so the picture'll look just as she did then.

"I wish I knew what Sid thinks. He saw through the whole thing from the beginning, and I'm afraid he thinks I've gone and made a consarned fool of myself. But them letters! What blamed looking things they were, anyway! That Pelsey girl's looked as if she was trying to lasso something in her part o' the township; and Mandy Bettis' letter looked as if she wrote the address with her finger. I'd know 's I care anything 'bout that if they've only

said something that'll stir Jane up so 's I can see she really does care. I'm sure I've made things lively in Milltown, and it'd be a pretty how d' do if it didn't amount to shucks. One thing I haven't thought of—that's Mrs. Willowby. I hope to thunder she won't think I'm 'gone' on 'er. But here I've been running there night and day, and have given her grounds enough; and if she should get confounded notions into her head, there'd be the dickens to pay! Who knows but she's made herself sick over this already? It's just like 'er; it's just like 'em all—but Jane. If a feller only looks at 'em once or twice, it's all up with 'em! I wonder why it is that women are made that way? Now, here's this woman—pretty's a picter, rich enough to sink a ship and gettin' no end of attention wherever she goes; and just because I happened to say—in that off-hand way o' mine—that Wilcox's strawberries couldn't stain her lips, she's tickled 'most to death. She needn't undertake to tell me that she hasn't been told that same thing a thousand times, but she likes it every time; and when I say anything about her little white hands or her cunning little feet or her pretty fluffly hair, she's chipper 's a bird. Jane would say, 'Come, now, don't be silly!' and I don't know anything that'll wilt a feller quicker'n that—when she says it. But Lilian jes' looks down kinder sideways, and is so pleased and so blamed pretty at the same time that a feller, for the life of him, can't help but forget everything else and just puts it on thick. I didn't know that I could say these soft things to girls—but when they sort o' goad ye on, what ye going to do? I guess, though, I'd better begin to stand back a little, for if Jane hears of it—course she will!—and should care, I never shall hear the last of it; and, if things should turn out as I want 'em to one of these days, she'll just tease me about it 's long 's I live!

"Her headache lasts two or three days—well, I'll jes' call around there 'bout to-morrow night, I guess, and enquire how she is; and after that I'll wait longer between times, and in that way ease up on 'er. You can't break right off short with women, you know, especially when they get to thinking a good deal of you. Nice little woman and all that—but, still, a man can't be too cautious. And I wouldn't want to think that my stirring Jane up a little had made another woman unhappy. Us fellers that women take to so 'ave a good deal t' answer for; but if a man's made so—and most of us are—what can he do about it?"

And at that very minute Mrs. Willowby was saying to her aunt, "How nice it is that we're going to have an afternoon to ourselves. Now I can begin a letter to—"

But her pretty hand went up to her mouth and her face flushed rosy red.

And Jane Cragin, at that very minute, was sealing a letter to the Milltown store-keeper with a satisfied "There!"

RICHARD MALCOLM STRONG.

The compulsory education law of Pennsylvania requires the attendance of all children between the ages of eight and thirteen years at a school in which the common English branches are taught at least sixteen weeks in each year.

A man should never be ashamed to own he has been in the wrong, which is but saying, in other words, that he is wiser to-day than he was yesterday.—Pope.

Highways and Machinery.

Written for the TRADESMAN.

The age of iron is yet in its infancy. Many duties are delegated to the deft fingers of machinery and the forces of Nature are harnessed to many tasks; and yet the service of this substitute for human toil is but just beginning. The invention and building of machinery are more modern than is generally realized. Many are now living who remember the construction of the first locomotives, and other types of the steam engine are but a few years older; and all the most important applications of electricity are within the experience of the present generation. Indeed, the science of machine construction is yet in a state of rapid evolution. The types of machinery built a very few years ago are now obsolete, superseded by new patterns, built by new methods, only just fairly put into practice.

The science of machine building is of very recent growth. Twenty years ago, the general practice was to construct each machine separately, fitting the parts together by hand, thus making costly contrivances, which could only be repaired by the same costly hand fitting. The principal exceptions to this rule were the sewing machines, firearms and a few others. Now, most machinery for all classes of work is built to gauges with such accuracy that the assembling seldom requires the touch of a file, and the finished machines are of a degree of exactness scarcely dreamed of at that time.

It is hardly necessary to recount the applications of machinery but it may be noted that many of them are very recent. The most improbable tasks, if there is sufficient demand to warrant the attention of inventive genius, are undertaken by the steel fingers. The making of our garments, even including our shoes, in every part is the work of machinery; the construction of our houses and furniture; much of the preparation of our food is by machinery; even the types by which these thoughts are expressed are assembled by the nimble fingers of the composing machine, a most improbable task a dozen years ago.

Among the improbable tasks there are many of an engineering character which are significant of still further possibilities. A few years ago, the operations of excavating all canals were carried on by hand, with the aid of the wagon and team. Now, all great undertakings of this character are by means of excavating and transporting machinery. A few years ago, the handspike and log chain constituted the mechanical appliances for the lumberman's work in handling logs. Now, the steam logging apparatus gathers the forest to the tramway, which transports it to the mills, where machinery still follows to handle it until it comes into contact with the keen blades of the saw.

But there is one task, a task of great magnitude, still waiting the aid of mechanical genius. Machinery was applied to much of the work of railway construction, in the preparation of all materials—in fact, everything except the moving of earth and the placing of rails and ties; and, under the impetus of its aid, this mode of transportation far outgrew all others in the country—even outgrew the country itself. Thus the great need is that the highways shall have a growth corresponding with these auxiliaries for their work.

Notwithstanding the wonderful magnitude and completeness of the American railway system, the country has

scarcely yet begun to be occupied. The localities where highways have made it possible to realize the full productive value of the land are few and of small area. The country is but slightly skimmed over, and the possibilities of production are scarcely suggested, and they will never be known until they are developed by highway construction.

It is one of the anomalies of our industrial development that the application of machinery to road construction should be practically unknown. There is little yet done in this line of engineering invention worth noting; the field is still unexplored. With the exception of apparatus for crushing stone and for rolling down the surface of the roads when the material has been placed, there is absolutely nothing worth calling road machinery. To be sure, there is a contrivance called a "road machine," which is sometimes used to scrape the accumulations of the ditches into the center of the roadway—where it does more damage than good—but this is not worth calling a machine.

The present practice of road building where permanent improvement is made is to use teams and wagons, with shovels propelled by human arms—in the present development of mechanical science a most barbarous mode of operation. It can scarcely be accounted strange that the work of road improvement drags, that it can hardly be said to be begun. A few lines here and there in the most favored localities are all that can yet be called roads. In the South the number has been slightly increased by the use of convicts; but, even if this mode of construction should become general, the employment of all the convicts of the country would be of little account with present methods.

The imperative demand of the country to-day is improved highways. These are coming. The demand will be accentuated by the development of the horseless motors, which is already well started.

Now, what is there in the problem of road construction that is too hard for mechanical genius? Surely the operations are not more complicated than the collecting of the forest trees and transforming them into lumber, or even into the finest furniture. The task is one worthy the effort of mechanical genius. Vast fortunes await those who shall contrive the apparatus to build our highways. The demand for such machinery is rapidly increasing. The value of highways is becoming known, and it will not be long before this knowledge will have effect in gaining the attention of mechanical science to practical purpose in road improvement. W. N. F.

Neglecting Insurance.

The words "no insurance," after an account of a fire in a retail store, are not quite as infrequent as they should be by any means. It is undoubtedly a temptation to some merchants in dull times to neglect their insurance, but it is no exaggeration to say that a merchant who does this when he can least afford to take the risk is on the par with one who neglects life insurance when for any reason his surroundings are more hazardous than usual. Fire insurance premiums form one of the fixed expenses of a merchant's business. He can no more safely avoid them than he can afford to avoid rent or other equally necessary expenditures. Fire insurance is a business by itself and the man who attempts to enter it on a small scale by carrying his own risk is very likely to find he has made a disastrous mistake.

Paying Back the Jury.

Written for the TRADESMAN.

I was a general dealer in a Western town, where I had moved from the East a couple of years before.

"Can I trade a few rotten eggs for groceries to-day?"

The question startled me, for I had been alone in my store all the morning, not a customer having looked in before. It was a warm day in the month of July, and farmers were busy with their wheat harvest, and but few customers from the country were in town. My seat was at a side window in a rear corner of the store, where I was at work at my desk upon my books and some neglected correspondence when thus suddenly aroused. I had not heard the approach, but, looking up as the question was asked, I beheld a rather stout old farmer standing in the open doorway, with a large market basket in each hand, filled to the rounding point with eggs.

With a smile on my face at the unusual question and apparent desire to be humorous, I replied, "Yes, my friend, I think we can trade, if you do not ask too much for that quality of fruit. How many have you?"

"I can let you have twenty-five dozen," he answered, "and I want ten cents a dozen."

"Bring them this way," and I motioned for him to pass through an open door to a back room, "and I'll show you where to put them;" and, leaving my seat, I followed the man and pointed to a large box.

"I do not remember you, though your voice seems familiar," said I. "Have you dealt with me before? And how far from town do you live?"

"I've brought these eggs about five miles, and my name is McGregor."

"You didn't walk five miles with these eggs?" I questioned.

"Oh, no, my market wagon and horse are at a hotel where I shall get my dinner. I think this is my first visit to your store," and the man looked about inquiringly.

I watched him a few moments, as he commenced counting out the eggs, half a dozen at a time, taking three in each hand and depositing them in the box. And I thought rather roughly, too, so I cautioned him jokingly about cracking them, "for," said I, "you know rotten eggs are very brittle and likely to 'pop,' although these look better than you represent them."

He made no reply but kept on counting aloud, while I stood looking on and eyeing him furtively the meanwhile.

When he got to the bottom of the second basket, he said, "The number is all right. I will want tea, sugar, coffee and smoking tobacco for \$2.50."

"All right," said I. "How much will you want of each?"

He told me and, selecting the qualities he wanted, I soon had the goods ready.

All this time the man seemed quite talkative and familiar, but, rack my brain as I would, I could not locate where I had seen him before.

After he bade me "good day" and departed, I was kept busy with village customers until noon and had no time to return to my desk until two o'clock. Being entirely alone again, with the mercury still moving upward, I had thrown off my coat, and was becoming drowsy over my books, when I was aroused by the voice of my morning egg dealer, who was standing in the doorway.

Said he, pleasantly, "Would you like

to trade groceries for a few more of those rotten eggs? I can now let you have twenty dozen more," and the man laughed in a chuckling sort of way, as if at his own facetiousness.

"Y—yes," I replied, in a rather hesitating manner, however, as the weather was too warm to keep so many for my village customers, and I hadn't picked up enough yet to ship away. But I told him to follow me with the baskets, and I watched him rapidly count them into the box with the others.

This time he wanted four pounds of my fifty-cent tea, put up in one pound packages, which somewhat surprised me, and I asked him if he was a peddler.

"Nothin' but a plain old farmer," he curtly replied.

"Well," said I, as he picked up his baskets to again depart, "when you want more goods in my line, come and see me. I shall be glad to buy your butter and cheese if you make any, and in the autumn your poultry, and a limited quantity of good potatoes for my retail trade."

"I don't think I shall bother with butter and cheese this year," he answered, surlily, and with a sharp accent on the last two words. Then, with a short "good day, sir," he departed.

For the moment, I thought I had in some way offended the man, but, if so, it was unintentional. But there was something in his voice that constantly appealed to my mind that at some previous time I had known him more intimately; and yet I could not locate place or time, neither recall his features.

The third day after my purchase of forty-five dozen eggs of McGregor, my next neighbor, a Mr. Thompson, accosted me by saying, "Did you know, Mr. West, that the man you helped send to State's Prison a year and a half ago was in town the other day?"

"What! you don't mean John Walters?" I asked, in astonishment.

"Yes, the same. He was here on Tuesday with a horse and wagon and put up for dinner at the Cottage Hotel. He said he was farming somewhere in this county, but I guess he lied; and he brought with him and sold over two barrels of rotten eggs in this village. It's a wonder he didn't come around and dicker with you, for you remember he said he'd 'get even with that jury some day;' and you were one of them, you know."

I was glad it was after dark when my friend gave me this information, as it jogged my memory so suddenly that I involuntarily said, "Damn!"—a word of astonishment, I suppose—although not loud enough to be heard, and at that moment the expression on my face would have "given me away" completely, for I instantly knew I was a victim, and was mad clear through, and could have kicked myself for not recognizing the rascal.

"Do you really mean John McGregor Walters, who was before me when I was a jurymen six years ago?" I asked.

"Yes, the same fellow. And the landlord of the Cottage Hotel, you remember, was also on that jury, but he didn't recognize him either, and the scamp sold him twenty dozen rank eggs, and then fed his horse and took dinner there. Oh, the fellow was well disguised and played the old granger to a T; but I recognized his voice at once. It was almost dark, when I was coming home. He was just leaving town. He said, 'Good evening,' as he drove along. And I yelled out to him, 'How are you,

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Walters?' with a strong accent on his name. That brought him sharply to a standstill, when he said, 'Thompson, my name is McGregor to-day. And don't give me away!' I only laughed and walked on. I didn't know then that he was up to any more frauds, but heard of it afterward. His consummate boldness in telling everyone that he was selling 'rotten eggs' seemed to disarm suspicion with those he victimized, and was taken as a good joke from an old farmer."

"But how and where could he have obtained so many bad eggs?" I asked. "You forget, Mr. West, that here in this new country almost every farmer has from 100 to 200 hens during the summer and fall, and that in May many farmers pack away several hundred dozen in flour or cracker barrels, using oats for the packing, to wait the rise in the price that is sure to come after the hot weather is over; but, not always understanding just how and where the barrels should be stored, many of these eggs become heated and are spoiled for eating. These addled eggs are bought up late in the season by bookbinders and makers of paper boxes, who mix them with disinfectants, so that their offensive odor is destroyed, and make use of them in mucilage. Oh, Mack is a sharper, and has known just what to ask for in buying these eggs for one or two cents a dozen; and he knew enough to tell the farmers they were to use for the purpose I mention."

Thus I discovered who my egg dealer was, and that I was \$4.50 out of pocket! But not a soul should know it (fortunately I had not sold an egg since I purchased his ancient hen fruit). I returned to my work, and that night quietly dug a deep hole back of my store and interred every egg I had bought of my sportive farmer!

It transpired that the barefaced rogue had revenged himself upon half the men composing the jury which convicted him of swindling; and, as he had no family, I well knew we would never behold him again. And to this day we have not.

FRANK. A. HOWIG.

How to Prolong Life.

As the question of food enters so largely into the subject of long and healthy life, some suggestions seem called for in regard to what may be considered most suitable for persons of sixty and upward. It has been urged that a return to nature, or to the food which primitive man nourished his body upon, would be the right thing to do. Fruits and nuts appear to have been his dietary, and not flesh and vegetables. Oranges, apples, grapes, figs, bananas, dates, prunes, peaches, and, in fact, all kinds of sweet fruits, and tomatoes are good, because they are deficient in nitrogen and free from the earth salts of other kinds of food. Starch foods are more difficult to digest than fruits and meats. Nuts, such as almonds, Brazil nuts, filberts, walnuts, hickory nuts, and similar products, abound in nourishment and furnish the necessary heat for the body. Eggs, fish, cheese, milk, especially buttermilk, and poultry of all kinds supply variety. Starch foods are clogging to the system, producing constipation. Invalids are always put upon toasted bread, because the heat, acting upon the starchy portions, turns it into dextrine; this, being changed to glucose by the action of the stomach, is easily disposed of. Glucose is the sugar of nature as found in ripe sweet apples and in honey.

Tea, coffee, wine, and beer, as well as all alcoholic drinks, are to be taken in extreme moderation, as they are mere stimulants and have no nutriment, or at least very little. Milk is a better drink. As every one knows, if you eat slowly, you do not need to drink at all. And

that is one of the great advantages of a fruit diet. You get enough of the best quality of water distilled by nature in the fruit, which is also aperient and cooling to the blood, already too much heated by starchy foods. Exclusive vegetarianism seems to be injurious to the human system. But people who advocate a diet of fruits and nuts, omitting starch foods and too much bread, are not vegetarians, for they get the heat and strength necessary for health from nuts, lean meats, lamb, veal, and young animals whose systems have not had time to get clogged with the objectionable earth salts. If fresh fruits cannot be obtained at all times, dried figs, raisins, and dates can be steeped in hot water and thus brought to an almost fresh condition. As for whole meal or graham bread, the merit that it may have is offset by its irritating effects upon the stomach and intestines, produced by the indigestible bran particles. Sugar furnished by nature in the form of glucose is ready for assimilation; on the contrary, sugar from cane, beets, maple, and sorghum is insoluble by the system until it has undergone the process of digestion, both in the stomach and the intestines. Now, as salt, pepper, and all irritants, as well as stimulants, are goads to the nervous system, the human body, if treated naturally, does not require them. Animal instinct indicates the law of nature. Since Cuvier's time zoologists have been telling us that man belongs to the frugivorous animals. He is allied to the manlike apes, which live entirely on nuts and fruits, never eating other animals or cereals.

Dr. DeLacy Evans, in his book "How to Prolong Life," gives over twenty pages to tables of analyses of foods. As compared with the nourishment they give, fruits and nuts have the least proportion of earthy salts. Animal flesh comes next, then vegetables, and fourth in rank we have cereals and pulses, which are shown to have the largest amount of the earthy matters. From the analyses we see that fruits, as distinct from vegetables, have the least amount of earth salts. We also notice that they are to a great extent free from the oxidized albumens—glutinous and fibrous substances; and many of them contain acids—citric, tartaric, malic, etc.—which, when taken into the system, act directly upon the blood by increasing its solubility, by thinning it; the process of circulation is more easily carried on and the blood flows more easily in the capillaries—which become lessened in caliber as age advances—than it would if of a thicker nature. These acids lower the temperature of the body and thus prevent the wasting process of oxidation or combustion in the system. Rice is easily digested and an excellent food, except that it abounds in earth salts. Fruits are not only digested in the first stomach, but they have a large part of their nourishment already in a condition to be absorbed and assimilated as soon as eaten. The food elements in bread and cereals have to undergo a process of digestion in the stomach, and then be passed on to the intestines for a still further chemical change before they are of use to the human system. This is the great advantage of a diet of lean meats and fruits.

Overwork is not expected from a stomach already jaded, and the nervous wear and tear of the organs of life are avoided. Distilled water should always be used both for drinking and cooking, if it can be obtained. Rain water, if filtered, is perhaps the next best, though not free from objections. Grapes, say numerous authorities, act very much like mineral waters on the human system. But they are better, because at the same time they nourish the body. Nutrition is increased, secretion promoted, action of the liver, kidneys and other excretory organs improved, and the phosphoric acid, of which they contain a considerable amount, acts favorably on all the bodily functions, especially on the brain. As is well known, the sugar of the grape requires no digestion, but is taken almost at once into the blood. Dextrine from the grape promotes the secretion of pepsin and thus favors digestion. Most of the veg-

etarians eat grapes, though they may prefer pease. Stimulants often assist digestion, but that digestion is best which does not need them.

Knox Hat War in Chicago.

There is a Knox hat war in Chicago. The participants are John T. Shayne, Willoughby, Hill & Co. and Siegel, Cooper & Co. John T. Shayne is selling Knox derbies at \$5; Willoughby is advertising them at \$3; Siegel, Cooper & Co. at \$2. Both Willoughby, Hill & Co. and Siegel, Cooper & Co. claim that their derbies are genuine Knox hats of first quality, without, however, containing the Knox trade-mark. John T. Shayne, who says he is the only agent of the genuine Knox hat in Chicago, makes the following interesting statements in an advertisement in the Chicago Journal of October 14:

In every hat factory making enormous quantities of hats there are many hats imperfect. They are called "knock-downs." The sizes of such hats

are filled out by regularly made hats' of a \$24-per-dozen quality. These hats are in turn sold to "clothing" and other stores, with nothing to identify the make. The regular first-quality Knox hats cost every agent or store in the land \$39 per dozen, or \$3.25 each. They each and every one have the well-known trade-mark, and none are genuine or first quality without this trade-mark. The knock-downs or under-test \$24-per-dozen hats do not have the Knox trade-mark in them. A few dozen of these hats were sold to a hand-me-down clothing store in Chicago, who at once violated their agreement with the Knox factory. The Knox factory has been selling the lower grades of clothing and other stores for over a quarter of a century, and no store except a Chicago back number ever before tried to make the public believe they were selling Knox \$5 hats for \$3. When this announcement was first made I immediately notified the factory. They declined to fill any further orders.



Brushes

That sell because they are well made. That's the kind we make.

MICHIGAN BRUSH CO., Grand Rapids, Mich.

IN OUR 24 YEARS How much you have lost by not sending orders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.



of competition availeth naught against the reputation of our

SEYMOUR BUTTER CRACKERS

which have achieved fame throughout the country wholly on their merits and have a stable foundation firm as the rock of Gibraltar.

WHY!

- Because**—They are made from the finest ingredients procurable and are the result of years of careful study and experience.
- Because**—They are an all-around family cracker.
- Because**—They have a crowning flavor emphatically their own.
- Because**—They are superior in hundreds of ways to other crackers which are claimed to be just as good.

ON EVERYBODY'S TABLE—who values a wholesome and nutritious cracker. **ARE YOU SELLING THEM?**

THE NEW YORK BISCUIT CO., GRAND RAPIDS, MICH.

THE METRIC SYSTEM.

Its Consideration by the British Association.

Written for the TRADESMAN.

The British Association for the Advancement of Science has recently taken up the subject of the Metric System for discussion, on account of the probability of its soon being legalized in Great Britain. This is significant as showing the importance attaching to the question in that country. The discussion in the Association brought out considerable opposition, in which the self-sufficiency of British conservatism was naturally prominent.

One of the principal speakers, in an extended address in opposition to the project, stated that, if the principal reason for the change is that the other nations of the earth have adopted the system, he could see no reason why those dealing with other nations might not use the system without foisting it upon the whole British people. In this proposition the speaker shows a narrow idea of the needs of foreign commerce and of the principles governing the same. In foreign, as in domestic, trade of any magnitude there must be the competition and co-operation of members, and these must have a common language of quantity which shall be the plainest possible to the purchasing nation. It is not sufficient that the individual exporter shall make his invoices in the metric terms, but his advertisements and the advertisements of his competitors in the same trade must be in the same language. No considerable foreign commerce can be carried on by individual houses with individual representatives independent of all others. So, where trade of any magnitude is carried on, it is necessary to have co-operation in the use of a common standard of measure. And it will be readily seen that the intimate relations between domestic and foreign commerce make it undesirable to have two systems in extended use.

But the most serious objection of the same speaker was that the decimal system is too complicated for the uses of ordinary trade; that the duodecimal, with its vulgar fractions, is mentally more manageable. But he betrays the weakness of his position in his criticism of the French, that they do not adhere strictly to the decimal features of the system, but use divisions into vulgar fractions in connection with it. Indeed, there is no reason why they should not do this. There is no more reason why the more convenient divisions are not just as suitable in connection with the Metric System as in any connection with Arabic notation, which is just as strictly decimal.

Another speaker offered a suggestion worthy of consideration in that a gradual feature may be introduced in making the change by using an almost imperceptible modification of the yard to compare with the meter, by reducing the former .006. This would make the two convertible by using the multiple 1.1. He also suggested that the old terms might be applied for convenience in making the change to the nearest equivalent; thus, taking half a kilogram for the new pound, etc.

It is a decided recognition of the importance of the subject that this body should take up a question having so much of the economic element. There is little doubt that the interests of foreign commerce, as affected by the metric-using exporters of Germany, will

soon obtain legislative hearing in Great Britain. Surely, the United States cannot afford to be the last of the Great Nations to adopt the reform, especially in view of the rapidly growing commercial interests that are hindered by the delay.

W. N. F.

The Conservative Merchant.

From the St. Louis Dry Goods Reporter

Much is being said and written concerning the conservative merchant, and, judging from the general run of views being expressed, he is very much misunderstood. While we have no patience with the ultra-conservative, or those who find so many reasons for postponing the placing of orders for anything that they develop or degenerate into mossbacks, at the same time it must be conceded that every dealer not only has a right, but he owes it to himself to guard his own interests. No one knows better than the retailer himself how many and what kind of new goods he needs. He is constantly coming in contact with his customers and is familiar with their wants, as well as their ability to supply them; he also knows just what goods are on his shelves and how far they will reach in meeting the requirements of his trade. For this reason the dealer's judgment should not be called into question without conclusive evidence of error.

As a matter of fact, however, nowadays every dealer buying less than carload lots is regarded by many as being conservative. At least this is what the ordinary individual must infer from the general impression floating around in public prints and in the air everywhere. There seems to be a widespread belief that the only way to inspire confidence and dispel the fogs of gloom which are threatening to becloud the outlook is to accuse the retailers of being conservative and tell them that they are buying only about half the amount of goods actually needed.

It is, of course, true that some dealers do not assume the risk the conditions in their case would warrant, though in the main they are as eager to make money as anybody else. The desire for gain is the great impelling force behind all orders for goods, as well as all refusals to take any chances. No dealer will hold back an order one minute after he is convinced it means money in his pocket to have the goods in his store; neither will a dealer rush to the jobber for new goods so long as he believes more money can be made by waiting.

In other words, conservatism is but another name for the desire to make money, the meaning of which is not changed by calling it a desire to avoid losing money. Whenever and wherever, therefore, the conditions render it more profitable for retailers to withhold their orders than to send them in they can be relied upon to do the former; and in so doing we fail to see how they fall into the conservative class, as the term is commonly understood, unless they are also conservative when they buy liberally in more auspicious times.

Viewed from the broader standpoint, one readily sees it will not do to call a dealer conservative simply because he buys a small bill of goods. It is possible for the dealer placing the smallest order received during the entire season to be the most liberal purchaser. All the facts in the case must be known before anyone can judge as to the policy a certain merchant is pursuing; and, inasmuch as very few are acquainted with the essential facts, very few are in a position to pass judgment. In any event, there is nothing to be made by accusing the retailers of being conservative. The only possible effect such talk could have would be to diminish trade. As soon as merchants hear it they begin to look around for its source and usually discover reasons for not being too rash themselves. Conditions outside of a given dealer's territory ought to have no influence with him, generally speaking, but they do affect him when so much is being said to show that everybody is pursuing a conservative policy. Because a merchant in some drouth-

stricken locality does not buy heavily is no reason why others in more fortunate localities should hold back. We believe that the number of conservative merchants in this territory has been greatly overestimated. Although it must be admitted they are not all buying goods in carload lots, they are placing orders in a way that is at once an inspiration and encouragement to local jobbers. As a general rule, merchants in the states covered by this market can be trusted to buy all the goods the conditions will justify, for they are not in business entirely for their health.

Gotham Auctions.

Among the traps set for the unwary there, the "fake auction" seems to be the most difficult to suppress. For years, the authorities have been making life miserable for the tricksters who have fattened on a gullible public; but within the past few weeks justice has taken a fresh start, and there will not be a let-up until the licenses of the most daring mock auctioneers of that old town are revoked and a needed reform secured. It is now nearly half a century since "Peter Funk" auction sales were first discovered there, and since that time it may be truthfully stated they have existed in one form or another. During that long period, many different ruses have been practiced

to trap the unwary, and all for a time been more or less successful.

There are a hundred different subterfuges employed by these unscrupulous people in defrauding innocent buyers. In a recent complaint the grand jury recites several in its indictments. It alleges that some auctioneers, while pretending to sell to the highest bidder without reserve, have secretly a reserve price, and unless this price is reached, announce a fictitious bid and retain the property. At least one metropolitan auctioneer has made a practice of delivering articles inferior in quality to those sold. It is further averred that gross misrepresentations are made by auctioneers in regard to the value of articles offered for sale. Of course, the mock auctions of stolen goods are the ones most amenable to the law, and it is asserted by the legitimate auctioneers that the practice is just as prevalent as it was twenty years ago, when it was really dangerous to purchase anything at such sales.

The exports of American apples to Europe this season are said to be the largest in many years. Already more than 600,000 barrels have been exported, while during the corresponding period of last season only about 35,000 barrels were shipped.



USE ATLAS SOAP

is what you should advise your customers. People who have used it say it is the BEST.

ARMOUR'S SOAP

ARMOUR'S WHITE:

Absolutely pure snow white Floating Soap, 10 oz. and 6 oz. cakes. Nothing finer made.

ARMOUR'S LAUNDRY:

A guaranteed pure neutral Laundry Soap, 12 oz. oval cake, fits the hand.

ARMOUR'S FAMILY:

Best Soap made for all Family purposes, 16 oz. solid cake of Pure Soap.

ARMOUR'S COMFORT:

12 oz. square cake pure Laundry Soap. There is comfort in its use.

ARMOUR'S WOODCHUCK:

10 oz. Wrapped Cake Floating Laundry Soap. "It's a wonder and a winner."

ARMOUR'S KITCHEN BROWN:

A pound bar of good Scouring Soap.

ARMOUR'S MOTTLED GERMAN:

A Soap of wonderful cleansing and lasting properties. Cut in pound bars.

ARMOUR'S WASHING POWDER:

Superior to all washing compounds, elixirs, etc. It is the perfection of quick acting, labor saving "cleansers."

ARMOUR SOAP WORKS, Chicago,
ARMOUR & GO., Proprietors.

How One Unprogressive Grocer Met His Waterloo.

Stroller in Grocery World.

If there's one thing I like above another, it's to be able to call a man down when he's wrong. When he acts the part of a mule and won't admit that anybody else knows anything, then is the time when I get my fun.

I had some fun of this sort last week. It was with one of those grocers who know everything in the heavens above and the earth beneath. The most learned man alive couldn't teach them a thing. They're wonders.

Well, this fellow thinks he knows a little less now than he did the day I called on him. I rubbed it in on him until he looked and felt so foolish I actually pitied him.

I had occasion to stay over night in a little country town in Delaware. I say "little," it was a place of probably 4,000 people and a good sort of town as country villages go. I had no particular business in this grocery store, but there's a sort of fascination to me in the country grocery, so I started on a tour of observation just after supper.

The first place I struck was the store of this grocer who knew everything. When I reached it, it was as dark as at any time during the night, and yet the sole light that this grocer used to illuminate his place came from two little smoky kerosene lamps on brackets way up near the ceiling. It wasn't a small store by any means, and those little lamps only threw a hazy little glare about the dark corners of the place.

In the back of the store I'll give you my word it was as dark as if there had been no light at all. The window was as dark as a pocket, except for the little light that struggled out from these two lamps. As near as I could see, the window was used as a sort of waste basket. The whole place was half lighted and hazy, and both the grocer and his clerks groped around like blind men.

After I had passed the time of day with the grocer, I said to him, in a friendly way:

"How do you get along without any more light here than this? Why, you can hardly see."

"Oh, yes, we can," said the grocer. "This is plenty light enough. You're one of them fellows who like to have their whole place in a blaze. Don't you know that cuts into kerosene?"

"Of course it does," I said, "but you get a return, don't you? Look at the light you'd get. Why, I verily believe that this poor light keeps people out of the store."

The grocer thought that was a great joke. He gave a tremendous guffaw, and couldn't get over it for some time. I didn't see any joke, but that didn't make any difference to him. He did.

While I was there a customer came in. The grocer fumbled around and got what she wanted. She paid cash and the grocer gave her the change. After she'd got out the door the grocer started to fumble about in the money drawer.

"Wasn't there a dollar bill in this here drawer?" he shouted, after pawing over the whole drawer.

"Yes, sir," said one of the clerks. "It was there just before that lady came in."

"Well, it ain't there now," said the grocer. "Great Jerushy! I must have given that to Mis' Smith by mistake. Now I bet she's gone!" and he rushed like a madman to the door and looked anxiously after "Mis' Smith." She had disappeared entirely and the grocer returned disconsolate.

"How did you come to give her that?" I asked.

"Well, I suppose it was so dark here that—" I immediately brought my grin out, and the grocer saw at once that he'd betrayed himself. He stuttered and stammered a while, and looked as silly as a little boy.

"Now you see," I said, "you're not quite light enough here after all, are you?"

"Huh!" said the grocer, and that was the only answer I could get out of him. But he had to have a victim, so he went and kicked the store dog half

across the store. That put him in a good humor, and he came back to me. But he didn't talk about the light any more.

After some desultory conversation, I asked him, "Why don't you use your window to better advantage?"

"Oh, what's the good?" he said. "There ain't no business to be gotten that way. I ain't got no time to fritter away fixin' up windows. Nobody ever looks in 'em anyway."

I looked at the dark hole over in the front of the store which did duty as a window, and mentally agreed with him.

Pretty soon the clerk raised the question as to the whereabouts of the cat, who, it appears, was as much a member of the family as the grocer's wife or daughter.

"I wonder where that durned cat is," said the clerk.

"Since you remind me," said the grocer, "I ain't seen that cat for several days. Must have cleared out. What's them boys grinnin' about?"

I stepped to the front of the store and looked out. There were about a dozen boys, all with their faces glued to the grocer's window.

"What in thunder are they lookin' at?" said the grocer, in a puzzled way. "Nobody ever looked in that window before that I know of," he confessed, naively.

I joined the crowd on the sidewalk, and may I be jiggered if there wasn't the lost cat in the window with a lively litter of young ones. She had crawled through the rubbish in the window until she was invisible from the inside of the store, though plainly visible to anybody from the outside who could penetrate the dirt on the glass.

I went in and reported to the grocer.

"There's your cat," I said. "She's got in your window and had a litter of young ones. And you haven't seen her because your measly store was so dark. That's an elegant window display now, ain't it?" I felt that I had the old fellow where his hair was short, and I was disposed to give it to him.

"There's your bulk window," I said, "you ought to be selling goods through it, and what do you do with it? Let your mangy old cat roost in it whenever she wants to have a family. Don't you feel ashamed of yourself? Why don't you take some good trade paper and read it? You'd be a different man in a month."

I needn't have asked if he felt ashamed of himself, because I could see from his old red face that he did. The next time I go to that town I'll see more lights in the store and the window cleaned out; you mark my words on it.

The Difference in Clerks.

There is more than one kind of clerk. It does not follow, because an employe creates a great deal of stir that he is either developing trade or benefiting himself. In fact, he may be doing the business a positive injury by over-fussiness. It is a case of method and not bustle. When patrons desire to be waited upon by a special employe that one is on the road to success; for, rest assured, there is something in him which merits it or they would not do so. Business method, unbounded courtesy, limitless patience and tact, in connection with personal magnetism, are necessary requisites in the pathway to success; and many who envy those who reach the goal are either lacking in these respects or fail to put in operation what natural ability they possess.

A Burning Question.

"Dearest."

He stopped reading his paper long enough to ask what his wife might want. "When they mark the dollar down to fifty-three cents, will it be every day or only on Fridays?"

The man who thinks he knows all about his special business it is possible to learn is apt to have a rude awakening.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,
Clerk

ROWLAND COX,
Complainant's Solicitor.

THE WIDE TIRE.

The Most Important Element in the Road Problem.

Written for the TRADESMAN.

It is one of the anomalies of the American way of prosecuting economic enterprises that the cause of good roads should be hindered and much of the effort in that direction neutralized by such an apparently insignificant matter as the width of tires on wheeled vehicles. It is curious that a matter in which the serious consequences are so manifest—are so constantly urged upon the attention by practical illustration almost everywhere, as well as so widely urged by writers on the subject—should fail to gain any practical notice. Americans criticise the English and other Old World peoples, and justly, that they continue the awkward methods and tools they have inherited, but there is no single inheritance of these countries that is so great a damage to economic progress as is the narrow tire in the New World.

With all the publicity given the subject by writers and with the constant illustration of everyday practice the knowledge that narrow tires are the greatest drawback in the work of road improvement gains ground so slowly that it is a question whether there is any progress. This is doubtless accounted for to some extent by the fact that the subject is so universal. It is impossible to reach the farmer and other purchasers of wagons when they are buying their vehicles, and in the selection of these the tire is taken that is in most general use, without any thought of its road-destroying properties. Once the purchase is made, the damage is permanently accomplished unless a change of tire can be effected, which seems almost impossible. It may be suggested that the manufacturer can be reached, but there is no way as yet to reach him with any effect, for he will make the kind of tires that customers are most apt to buy. He is more interested in selling wagons than he is in good roads.

With the constant example of roads being destroyed by heavily laden vehicles with narrow tires everywhere, there are few who know the cause of the destruction. Their universality and the fact that it is a condition which has always existed lead to their acceptance as a matter of course. Conditions of this character are harder to reach by ordinary educational means than any other.

Every vehicle which passes over the ordinary highway with suitably proportioned tires is a benefit to it in all conditions. Of course, this proposition takes for granted that we are dealing with roads with some sort of improvement, not with depressions filled with soft mire to unfathomable depths. Loaded vehicles with wide tires act the same as road rollers, and if the road is of the proper shape and suitably drained, even if the material is not of the best road metal, the passage of a sufficient number of wide tires will put a road in good condition even after a hard rain. But take a good road made of the more ordinary materials and let it be soaked up by rain, and then let the usual procession of narrow rounded tires pass over it—or through it as they will soon do—and (the result is so constantly seen that it gives no impression) the ruts are plowed deeper and deeper, throwing the material up into ridges, to be ground into mortar and when dry into dust. They are the narrow tires

that do this, though they may be aided by the accompanying hoofs, but these would cause little injury if there were none but wide tires.

So mud is accepted as a natural condition. If the pulverized material of which it is composed is carried into the ditches by draining and the action of traffic, the roadmakers carefully scrape it back, not thinking that they are thus aiding the narrow tire in its work of dire destruction. Mud is a natural condition, and to explain to many of the intelligent users of highways that, by proper care not to grind up the material of their roads, mud can be avoided would subject the informant to ridicule.

With the aid of wide tires road improvement would not be so very expensive. With proper shape and drainage it would not be necessary to put on so great a thickness of gravel or other material. But with the narrow relics of barbarism a thickness which would sustain any amount of heavy traffic, and thrive under it with the broad tires, will be cut into pieces and serve only to make the destruction more complete.

The gospel of broad tires must be preached before the cause of road improvement will make much progress. Enough of the users of vehicles must be brought to see the need of the reform to give the subject a standing and a hearing. This education must teach that, when a road is improved, it has become a valuable public property. Then legislation, if necessary, and probably it will be necessary, must be enacted for the protection of this value, and the man who should threaten injury by undertaking to pass over it with a vehicle which is likely to destroy it should be legally restrained. In doing this it may be best to fix by legislative action the width of all tires designed to sustain given loads, as is done in France and other European countries.

The tire question is an important one. It deserves the attention of all interested in highways—and who is not? It is a matter for the cognizance of the retail merchants, for they come directly into contact with those who are destroying the avenues of their trade. The merchant should not only make it his business to exert all direct influence possible, but he should see to it that other influences are enlisted. It is the business of the local press and the merchant's influence with this is sufficient to gain its co-operation not only in bringing the subject before the farmers and road users, but before the members of local and state legislative bodies.

W. N. F.

Co-operation of Capital Vital to Individual Prosperity.

Written for the TRADESMAN.

It is common nowadays to hear men of usual intelligence complain of the concentration of wealth in large enterprises, while acknowledging the benefits thereby conferred both on themselves and the public at large. In the process of measuring with a little pocket rule distances, areas and objects of unusual magnitude, it is easy to reach a false conclusion as to the merits of the grandest business projects of the age. Only by comparison with former times can we truly test the value of many modern undertakings that require colossal capital, both in their inception and in their successful prosecution.

In criticising every such worthy and progressive enterprise the cynic of today fails to compare the past with the present; else a balance might be struck

in favor of the latter that would surprise the shallow thinker or the man who jumps at conclusions. Whoever notes the condition of agriculture, for instance, in the closing years of the first half of this century, and its improvement to the present can find proof that co-operative capital has conferred immense benefits upon the farmer: First, transportation facilities have brought him nearer to a foreign market; and, next, manufacturing capital has brought the market nearer to him, by furnishing customers for his products.

I can well remember when the farmer had either to drive his herds to a distant and uncertain market, or sell to speculators at a very low figure. The hog product was formerly sold only in the winter to packers, who made a little money go a great ways in a glutted market. During the rest of the year every consumer was at the mercy of the large holder as regarded prices. Now, the large packing establishments of the West furnish a constant market for the live product at any time when it can be most cheaply made fit for sale, and, by so doing, raise the price to the producer, while lowering it to the consumer.

No matter how far the farmer may locate beyond the border line of settlements, for the purpose of securing cheap land and a more certain livelihood, there the instrumentalities of civilization follow and, by the power of combined capital, aid him to attain competence, if not absolute wealth, by the interchange of products, until his once isolated home becomes a museum of metropolitan luxuries. The worst that active consolidated capital can be charged with inflicting upon the farmer

is that, aided by invention, it has increased the sum of his artificial wants above his actual needs.

But this is a peculiarity of all modern methods of civilization and all classes, in this respect, suffer alike. It is one of the disadvantages of progress that, by reason of the idiosyncrasies of human nature, the increment of individual happiness moves on unequal lines. Yet it never moves backward. If the individual thinks modern progress too rapid for his comfort, he has only to step aside and let it go by. But he has no ground to complain that the world moves on without him, for the forces of civilization are impelled in only one direction. Capital and labor must go hand in hand, to accomplish their common destiny, whether it be for ultimate good or for ultimate ill.

Every worker, to whatever class he may belong, may, therefore, gladly acknowledge the advantage that combined capital affords to each individual unit of the prosperous whole, since capital is but the savings of labor, and can be used over and over again to work results that otherwise would be impossible to labor alone. If one combines, so may the other, so long as their purposes are honest and true and the means used are in harmony with the great end of all human endeavor—the uplifting of mankind to a higher plane of being.

S. P. WHITMARSH.

The experiment of introducing reindeer in Alaska has been a complete success. The animals are increasing at the rate of 60 per cent. a year, and will soon supply the natives with excellent and abundant food, in place of the now almost exterminated seal and other wild animals, besides serving other purposes at once practically useful and directly civilizing.

STUDEBAKER VEHICLES

NOW IN STOCK.

See our Depository before buying
"Anything on Wheels."

ADAMS & HART,

12 W. BRIDGE ST., GRAND RAPIDS.

Wholesale and Retail.

Sausage and Cabbage the Chief Articles of Diet in Berlin.

Written for the TRADESMAN.

Edward Everett Hale, father of the "King's Daughters," several years ago visited a well-known Michigan minister. Soon after his arrival, his hostess inquired as to his tastes, that she might have the meals ordered accordingly. Dr. Hale answered without hesitation:

"It does not matter what you provide, but I am accustomed to eat six times a day."

His reply furnishes the keynote of German living. From the Emperor to the humble peasant, the rule is, "Eat often but sparingly."

The first breakfast—coffee and rolls—is taken either in bed or directly after rising. The second breakfast, consisting of ham, cheese, or sausage sandwich, together with a glass of beer or cup of tea or coffee, is eaten at eleven o'clock. At two o'clock comes the dinner—soup, hot meat, potatoes and more or less accessories, dependent upon the condition of the family. Coffee and bread and butter or cake comes at four o'clock, and supper—cold meat, bread and butter, generally in the form of sandwiches, together with tea or beer, and very often fried eggs and potatoes—finishes the day's meals. Fire is required only to cook dinner and many housekeepers depend upon alcohol lamps for making coffee or tea and cooking eggs.

Meat, though very expensive, is consumed in great quantities by as many as can afford to buy it. More pork is eaten than other kinds, due, no doubt, to its being cheaper. The American pork is not liked on account of its being so fat and pickled so hard to make it keep. Raw ham is counted as a great delicacy and is considered more wholesome. One sees more sausage than all the other meat put together. It is made of pig meat, liver, tongue, veal and even goose.

Foreign and domestic fish are to be had in great quantities and varieties. Pickled and dried herring is even more popular than codfish used to be in the United States, and is second only to sausage in popular estimation. Wild meat—deer, hare and partridge—is much eaten in winter, and goose is monarch of the fowl.

Vegetables and fruit are not as well liked as with us. Two or more kinds of vegetables are generally cooked together, with a small piece of fat meat thrown in. Only the rich can indulge in canned goods in winter, which look tempting enough packed in glass bottles. But all kinds of vegetables are made into salad; in fact, potato salad appears almost daily. The varieties of cabbage cannot be counted on one's digits. Much of the finest fruit which comes to Berlin would be dumped in the garbage barrel in Michigan; yet here it often brings ten times the price of the best in Grand Rapids.

All the bread and most of the cake is made by the baker and is bought fresh every day, including Sunday. Rye bread and white rolls baked very hard are favorites, but more and more fine white flour bread is being used. Vienna bakeries are considered the best, and the Vienna style of cooking meats also is much followed.

Great quantities of beer is drunk, not only at dinner and supper, but often between meals in the place of water. The beer from Munich and Pilsen is considered the best. It has always been said that one never sees a drunken per-

son in Europe. That must have been in the good old times, for now a reeler is not an uncommon sight. And one gets as accustomed to the smell of beer as to tobacco smoke.

The poor fare very badly indeed. Labor is cheap and food is expensive, so many must go half fed or subsist on such miserable stuff that it has to be washed down with beer. The rich can have luxuries from every part of the world.

The Germans are regular in their habits, and absolutely nothing stands in the way of their eating. At eleven a. m., driver and conductor on the street car, clerk and book-keeper in the shop, teacher and pupil in the school, open a little newspaper parcel and eat a sandwich, no matter how busy they may be. People of higher rank take a lunch at a restaurant. Even the belated shopper draws the familiar package out of his pocket while riding or walking, and one knows what is coming.

As a result, ample provision is made for the wants of the inner man. No forest is too dense, no mountain too high, no stream too wild not to find any number of restaurants in the vicinity. Not only can uniformly good food be found, but excellent service as well. Is it any wonder that the German can stand work without fatigue, and has yet to know the meaning of the word "nerves?"

ZAIDA E. UDELL.

Dresden, Germany.

Diet as a Moral Agent.

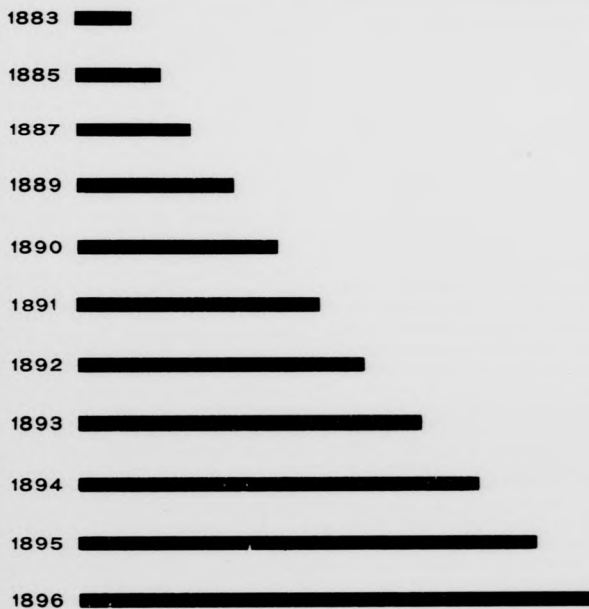
A food experiment is being tried at the Elmira Reformatory, in New York State. All civilized nations hold out some inducements to the criminals in confinement to sooner secure their release from legal restraint. A certain amount of time is always taken off for good behavior. The criminal has often been exhorted to this end by father, mother, sister, brother and by others who had his interest at heart. His manhood, his future, his ambition and his hope of quick release from confinement have been appealed to, and in many cases in vain. Now it is to the man's stomach that the appeal is to be made.

The proposed experiment contemplates a somewhat enlarged scale of dietary privileges, increasing from grade to grade, from the lowest to the highest, so that, within due and proper limit of indulgence of the appetite by prisoners in a prison reformatory for crime, they can, out of their own accumulations, have the privilege to select meals at their pleasure, provided always that they keep their expenditure within the limits of the reformatory. The prisoners, under the wage-earning system of the reformatory, as it is at present, must earn their living and keep a credit balance to their accounts, respectively, in order to progress toward their release by parole. A prisoner, to maintain a credit, balance must needs restrain, regulate and exert himself in a manner which accomplishes and shows his improvement; but hitherto the diet rate has been inflexible. But it is believed that if more latitude is allowed and the prisoner has a chance of tickling his palate occasionally with mincepie, a juicy roast or other home-like dainties, he will be more likely to make an extra effort to reform. In other words, if he has an inviting menu to choose from for breakfast, dinner and supper, he will get up and be a man.

Boston's shipping men and merchants are in a state of rage over the frequent grounding of vessels endeavoring to approach their city, and they are almost forgetting to talk politics, so vehement is their desire to persuade the Government to deepen the channels leading to their magnificent harbor.

It is said that betting is a fool's argument, but we have noticed that the man who wins is never referred to as a fool. The fool is the man who loses.

HOW IT HAS GROWN



SUMMARIZED HISTORY:

1883	=	=	=	Business Established
1885	=			Special Machinery Introduced
1888	=	=		Removal to Larger Quarters
1895	=			Removal to Still Larger Quarters
1896				Largest Coupon Book Plant in the World

In which we produce more Coupon Books than all the other manufacturers in the country combined. These facts speak louder than words and conclusively prove that our books must have been the best in the market for the past thirteen years in order to have secured this demand.

TRADESMAN COMPANY,
GRAND RAPIDS.

Shoes and Leather

Reversing the Usual Method.
From Art in Advertising.

"Here I am," said the shoe man to himself, "selling shoes and polishing them free. There's nothing new in that. What's the matter with selling the shines and giving away the shoes? It amounts to the same thing in the end."

So he went to work and had printed a lot of cards like commutation tickets, the little squares around the edges being labeled, some five and some ten cents—the fives for ordinary shines and the tens for russet polish. In the center of the card was the following:

NOT FREE SHINES,
BUT
FREE SHOES.

You pay for the SHINES; the amount is registered HERE, and when you buy a pair of shoes **WHATSOEVER** you have spent for SHINES will be deducted from the price of the shoes.

There was also on the card a place for the name of the customer and his serial number. Every time a customer came in and got a shine he presented his ticket, and the price of the polish was punched out of it and the card returned. The shoe man, at the same time, made a mark opposite 21 (say) in his record-book to show that 21 had had another shine. This was necessary because if 21 happened to be more clever than honest, he might, after having secured one of the cards, have stepped around the corner and punched it full of holes. In actual practice it was found that customers rarely waited until they had used up their \$2.50 or \$3 worth of shines. They turn in the card, as a rule, when about \$1 worth of shines have been punched out of it, and the balance on the price of the shoes they pay in cash. Others make a practice of paying 25 cents for a shine and getting it credited on their card, and in this way soon work out the price of a pair of shoes.

The Successful Tradesman.
From Shoe and Leather Facts.

It is the rule of the world that the victor is applauded and, outside of his immediate circle, the unsuccessful or defeated one usually receives little sympathy. It is a hard rule, but probably it is just as well in the end that human beings are constituted this way. It acts as a double incentive to achieve success; once having tasted of its sweets, the unsuccessful one is pretty certain to put forth more determined efforts to regain what he has lost than he would if such were not the case.

We are reminded of this in connection with the numerous trade misfortunes which have occurred during the protracted panic, which it would seem we are on the eve of relegating as a thing of the past. In many respects the de-

pression was unprecedented. There have been more violent upheavals when the results for the time being were apparently more disastrous, but never in the history of the country, probably, has there been that depression which, in some cases, is worse than the "Black Friday." Business houses with sufficient surplus capital to warrant those at the head of them in considering themselves beyond all reasonable possibility of adverse conditions have seen such surplus dissipated, and probably were finally forced into insolvency by the force of circumstances beyond their control. In a good many such unfortunate instances, perhaps, they would have been able to tide matters over all right had they not been hampered and oppressed by one or two unreasonable creditors, who showed less consideration for others than they expected themselves.

A business man has, under ordinary circumstances, a right to expect that prices will not continue to depreciate from month to month and from year to year, so that, when he has worked up the materials he bought at a certain price, the finished product has dropped to such a point that no profit remains for him, if the whole transaction does not net him an actual loss. Yet this has been the state of affairs in most lines of industry during the past three years, and, as we have said, those who did not prepare for it were not lacking in that amount of either cautiousness or foresight necessary, under usual conditions, to insure success. That this is generally recognized is indicated from the fact that those who have fallen by the wayside have, in all cases where they have shown an honest disposition to make the best settlement possible with their creditors, received the sympathy of their fellow-members of the trade. This is only as it should be. Many who became embarrassed under the conditions named have already been able to resume, and it can be safely predicted that those who have in them the qualities necessary to ultimate success will, during the next few years, in most instances, regain all the ground they have lost. After all, Emerson is correct when he says: "It is not the number of times we fall, but the number of times we are able to rise again, which indicates our true degree of strength."

A Delicate Question.

Father Rocks—Yes, my daughter, honesty is the best policy.
Nellie Rocks—How do you know, papa? Have you tried both?

A simple disinfectant to use in a sick-room is made by putting some ground coffee in a saucer and in the center a small piece of camphor gum. Light the gum with a match. As the gum burns allow the coffee to burn with it. The perfume is refreshing and healthful as well as inexpensive.

It is the small things that count in the long run. If a man does not pay his little bills he cannot be considered an honest man.

When you are Looking for Reliable

BOOTS AND SHOES

at Prices that fit the times as well as the Feet

SEE that your account is with the "winners." They are

THE HEROLD-BERTSCH SHOE CO.,

State Agents for Wales-Goodyear Rubbers,
5 and 7 Pearl Street, Grand Rapids, Mich.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,
Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe—it is a beauty.

If you want the best goods of all kinds—best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.

Now is the time to get in stock of

Rubber Boots and Shoes

as we have great bargains to offer you. We solicit correspondence. We carry a large line of **Felt Boots and Sox** at the lowest market prices.

STUDLEY & BARCLAY,

4 MONROE ST.,
GRAND RAPIDS.



Agents
L. CANDEE & CO.,
FEDERAL RUBBER CO.
Ask for price list.

HIRTH, KRAUSE & CO., Grand Rapids.



Profits to the Retailer.
At following prices to the consumer.

- Bijou, 7 Button,\$0.20
- Josephine, 7 Button 0.50
- Paris, 7 Button 0.75
- Felt, 10 Button 0.50
- Victoria, 10 Button 0.75
- Leggings, all Wool, extra long, 1.50
- Legging, part Wool, 1.00

Lambs' Wool Soles, Etc.
Write for prices.



THE BEST WEARING **GOODYEAR GLOVE RUBBERS** THE BEST FITTING

Reality vs. Ideality.

From Shoe and Leather Facts.

Strange as it may seem, there are undoubtedly a good many persons in all walks of life who do not achieve the full measure of success their ability makes possible, by reason of the fact that their ideal is too high. This is no doubt attributable in most cases to fallacious early training. To judge by what is taught, for example, about George Washington as a general, or A. T. Stewart and Stephen Girard in the commercial world, one would think they were absolutely faultless, and so vastly superior in their make-up to the average individual met in real life that it is not to be wondered that the average boy and girl decide it to be impossible, by any human effort, to reach such an eminence. The chances are that they go through life, unless they are more than usually bright and observing, without discovering that the real is not as high as the ideal. We remember that, as a boy, we were taught in the kindergarten that stars are five-pointed and star-shaped, much time being devoted to designing and cutting out miniature stars of this kind. Such an impression was made on our mind that not until some years afterward was it discovered that stars do not always necessarily present that picture to the eye, but that usually they appear to be round.

As we have stated, this same exaggeration seems to run through all literature. Read about some of the early founders of the churches and how nearly they approached perfection, if their biographers can be believed.

Those who are living under such an illusion, and we are addressing ourselves more especially to business men, cannot too soon come to a proper recognition of the situation. The difference between success and failure, as between a recognized great mind and an inferior one, often consists in but a trifle. It is the determination to press "half a league onward" which makes one the popular hero and leaves his former companions in obscurity. Do not imagine that some people are so brilliant that they never make mistakes. Their superiority does not consist in their being perfect, but in their ability to speedily regain what they may lose by an error of judgment or in action.

In deciding upon your ideals, therefore, do not forget that they were, after all, human like yourself.

The Force and Effect of a "Receipt in Full."

There is probably as much misapprehension regarding the legal effect of a receipt in full as exists in regard to any other rule of law, most persons probably believing that when they have taken a receipt in full it will end the matter; but an investigation of the subject discloses the fact that much depends upon the nature of the claim, under certain circumstances, and the intention of the parties, under others.

A receipt, in certain cases, may be explained or contradicted, but it must be in case of mistake, ignorance of fact, or when some unconscionable advantage has been taken of one by the other party. A receipt is not always open to explanation; nor can it always be disregarded on the ground that there was no consideration for the acceptance of a portion of a valid claim as full payment. The establishment of such a rule would seriously derange business affairs. The doctrine that the receipt of part payment must rest upon a valid consideration, to be effective in the discharge of the entire debt, is carefully limited to cases where the debt is liquidated, by agreement of the parties or otherwise. Let us examine some of the decisions.

In the case of Railway Company vs. Davis (11 Pacific Reporter, 421), the opinion says that "it is a well-settled principle of law that the payment of a part of an ascertained and undisputed debt, although accepted in full satisfaction, and a receipt in full given, does not prevent the creditor from recovering the balance. In such case the amount

is without consideration." In Hays vs. Insurance Company (18 N. E. Reporter, 322), the Supreme Court of Illinois applies the doctrine, but expressly states "that it has no application where property other than money is taken, or where there is an honest compromise of unliquidated or disputed demands." In Marion vs. Heimbach (64 N. W. Reporter, 386) the Supreme Court of Minnesota says: "But where the claim is unliquidated, it would seem that if the creditor is tendered a less sum than his claim upon the conditions that, if it is accepted, it must be in full satisfaction of his whole claim, his acceptance is an accord and satisfaction."

The important fact to ascertain is whether the claim was a liquidated claim or not. If it was, there is no consideration for the discharge. If not, the authorities are in substantial accord that part payment of the claim may discharge the debt, if it is so received.

The courts have undoubtedly alluded to the whole claim, and considered that, where the amount is not agreed upon, the claim as a whole is unliquidated, and therefore subject to adjustment. If this is not true, no man can pay an amount that he admits to be due without being subject to suit whenever and so often as his creditor may choose to claim that he was not fully paid, no matter how solemn may have been his acknowledgement of satisfaction, so long as it is not a release under seal. The general rule is a technical one, and there are many exceptions, and it has been said that it "should not be extended to embrace cases not within the letter of it." It has no application in cases of claims against the Government; where, if one accepts the amount allowed, it is a discharge of the whole claim. Again, it has been repeatedly held that part payment is a bar to claim for interest. Another exception is found in a general composition with creditors.

In Pratt vs. Castle (52 N. W. Reporter, 52), it was said that: (1) Settlements are favored by the law, and will not be set aside, except for fraud mistake or duress. (2) A settlement evidenced by the execution of mutual receipts of "one dollar, in full of all debts, dues, and demands, to this date, except as to certain specified items, is conclusive, in the absence of fraud or mistake, as to all prior dealings between the parties not covered by the excepted items."

The Ability to Think Quickly and Act Promptly.

From Shoe and Leather Facts.

One of the most noticeable things about many of the leading business and professional men is that they find time to accomplish so much. Although they may be connected with scores of interests, each of which is apparently of sufficient importance to keep the average man employed all day and to disturb his slumbers half of the night, still it is not uncommon to find these intellectual giants apparently without a care in the world and with plenty of time to devote to recreation, or to furthering some worthy public enterprise. Chauncey Depew, for example, although he has practically direct supervision of interests involving probably several hundred millions, dines out almost every night and can tell the latest joke or deliver an oration on the most complex philosophical subject apparently at a moment's notice. Mark Hanna, although interested in dozens of great interests employing thousands of laborers and involving a score or more of millions, is not too busy to take charge of a political campaign as chairman of a national committee. Many other similar illustrations might be given, were it necessary to demonstrate the point we desire to bring out. Why have these men leisure, while the average individual who labors in a much more limited sphere is, as he often believes, "rushed to death?" Simply because, on the one hand, there are wise method and speedy action, while on the other these essentials are lacking.

"Do it now!" is the motto suspended above the desk of a leading Boston busi-

ness man. He has been wonderfully successful, and the presumption is that he has lived up to the sentiment expressed in the motto. Dillydallying is the bane of nine persons out of ten, whether they occupy the position of employer or employed. No bad habit grows more rapidly than that of dull thinking and slow acting. There is far more dreaming done in the daytime than at night. A book-keeper starts in the morning by looking around for a new pen. He has not a fixed place to keep them, so by the time he finds the box, makes a selection and gets it properly placed in the holder, not to mention the fact of a dozen tests he applies to it before giving it a trial on paper, from one to ten minutes have been absolutely and eternally wasted. Then he probably takes up an account which needs straightening. He reads the communication pertaining to it over carelessly, while he is thinking about the pleasant evening he spent the night before. The result is that when he gets through he does not know any more than when he started. It has to be read over two or three times more; and the same slipshod mental and physical process applies to his work during the balance of the day. Other clerks or salesmen in the same establishment probably are wasting their time, and that of others whom they are supposed to assist, in a somewhat similar fashion. All these persons, the chances are, spend much time thinking about what a hard world this is, and in mentally condemning their employer for not raising their salaries. They honestly believe that they are working very hard and that their efforts are not fully appreciated.

It requires an effort to think quickly and act promptly, because it is out of the ordinary; and, if we can make use of the expression, an extraordinary thing cannot be accomplished by ordinary methods. Because a man is sitting at a desk or standing behind a counter from daylight until darkness is no reason why he is accomplishing anything commensurate with the amount of time expended or the salary he receives.

If many persons who now suffer on account of the errors referred to would observe this method of thinking and acting quickly, they would be amazed to find out how much time they have for leisure, and how much more satisfactory their work would prove to themselves and to their employers.

Persons who have catarrh or who easily catch "catarrh cold" find immediate and permanent relief by snuffing a little lukewarm water into the nostrils every morning after rising, first cleansing them thoroughly by blowing the nose. The water may be held in the palm of the hand and thus applied to the nostrils. During an attack of cold in the head this method of treatment will be found very effective. A little salt added to the water is very good, and a drop of carbolic acid is also recommended, but must be used cautiously.

Concentration is the secret of success with most business men.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone Rubbers

and Jobbers of specialties in Men's and Women's Shoes, Felt Boots, Lumbermen's Socks.

Lycoming Rubbers Lead all other Brands in Fit, Style and Wearing Qualities. Try them.



This stamp appears on the Rubber of all our "Neverslip" Bicycle and Winter Shoes.

DO YOUR FEET SLIP?

The "Neverslip" gives elasticity and ease to every step taken by the wearer. It breaks the shock or jarring of the body when walking, and is particularly adapted to all who are obliged to be on their feet. None but the best of material used in their makeup. Every walking man should have at least a pair.



PINGREE & SMITH, Manufacturers.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts.

- File and 1,000 printed blank bill heads..... \$2 75
- File and 1,000 specially printed bill heads... 3 25
- Printed blank bill heads, per M 1 25
- Specially printed bill heads, per M 1 75

TRADESMAN COMPANY,

Grand Rapids.

New Clippers New Clippers New Clippers New Clippers

DON'T TRUST TO LUCK



when selecting a bicycle. If you're not an experienced rider, buy from a responsible local dealer who sells his wheels at one price. If you

BUY A BUSINESS CLIPPER

you are taking no chances. Clippers are honestly made and honestly sold at honest prices and profits. If you own one you'll be satisfied; if you're not we would like to know the reason why. No reasonable Clipper rider is allowed to remain dissatisfied if we know it.



New Clippers New Clippers New Clippers New Clippers

Why Too Many Young Men Fail as Salesmen.

R. A. Neely in Grocery World.

"Good morning, sir. Do you require the services of a salesman?" was the question heard in the office of one of our wholesale grocery houses a few weeks ago.

The speaker was rather a prepossessing young man, very neatly dressed.

"Half a dozen, if we can get the right kind," answered the gentleman addressed. "What firm have you been selling for; what territory and what experience?" were the questions asked in rapid succession.

The young man's face was a study.

"Haven't traveled any, sir, but I have clerked for Smith & Jones, retailers, for the past six years, and I want to make a change to better myself, and I think I could sell your goods and make some money for you if you will only give me an opportunity," he replied.

"What we want is experienced men, men who command a trade, who understand the business from A to Z, who know how to handle a customer and also can create new trade. If you were that kind of a man we would very gladly give you a trial, paying you a salary and all expenses, but in your case it would be simply an experiment which might prove very costly to us in the end."

"But, sir, I know I will make a success of it if you will only give me a trial."

"Well," replied the jobber, "to make a success you must make some money for us. You would cost us for one week, say: salary, \$15; expenses on a trip through the State, \$17.50, or \$32.50 in all; do you think you can sell enough goods to good trade to net us \$50?"

"I don't think there is any doubt of it," replied the future salesman, his face brightening up.

"Well, if you are so sure, how does this proposition appeal to you: we have three near-by counties with a good established trade, at present not covered, which you can have. We will post you as thoroughly as possible, give you the cost of every article, you fix your own selling price except on contract goods, and we will give you one-half of the profits. Fair proposition, is it not?"

The bright smile faded away, the lower jaw fell, and the prospective salesman, who had seen a good position within his grasp, closed his hand and found it wasn't there.

"Can't you make it a small salary to start with? he queried."

"Well, sir, if you are so confident you can sell goods it shouldn't make any difference whether you sell on salary or commission. Think the matter over and drop in again," said the jobber, as he turned around to find my wants, which, of course, were "orders."

"That's a sample, Mr. Neely, of an almost daily occurrence. There are lots of young men behind the counters of retail grocers who think that if they can only get on the road their success is assured. Lots of them try it, but about one out of five makes a success of it. It is not as easy to go into a man's store and sell him as it is to stand behind his counter and wait on the customers as they come in. It's an entirely different line of work; and yet I don't blame them. I would like to give every young fellow who comes along a chance."

No doubt, dear clerk, the question that has been troubling you has been the same old "To change or not to change." If you have a good position which is paying you well I would suggest "no change," and yet you might try it and succeed, but if you contemplate making the attempt weigh the matter very carefully, take into consideration the ups and downs of the business.

To many of you the "drummer" is a genial fellow, with lots of spending money, a good salary, dresses well, a large acquaintance among good people, always smiling and a new joke for every one; in fact, he appears the very essence of prosperity, happiness and

success, and an object of envy. But let's look behind the curtain. His business is to sell goods. He is expected to earn a good profit above his salary and expenses for his house; if he can't, the house has no use for him. He must keep in touch with the market, and be possessed of all kinds of information on all matters connected with his business; must be able to read human nature. From the time he leaves home until he gets back he can't call an hour his own, he often loses his dinner to make train connections, often travels all night, gets up before daybreak to catch his train, gets to bed late, oft-times cultivates dyspepsia, lays the foundation of rheumatism, robs himself of a home, all because he is engaged in a tireless struggle for trade. It requires hustle and push to succeed, yet he must be polite, educated and a gentleman. And yet withal he manages to get in a few minutes of genuine pleasure. Now, dear clerk, don't think that the picture is too darkly drawn—ask any "drummer" about it.

There are lots of men on the road today who were once "clerks," and there is no reason why the retail clerks shall not continue to give their quota of successful salesmen. Weigh the matter carefully; don't give up your present position until you have another to step into. Get a good house—one that advertises extensively and therefore is well known. Learn the ins and outs of the business, keep your eyes open, learn something new every day, get in the "push" and stay there.

There are lots of openings for bright, active, pushing men who have experience and who can command trade, and quite a few for those who, while not having experience or trade, have in them the sterling qualities that will in a short time, with proper training, produce both. If you feel that your vocation in life is to sell goods, and you are well convinced of the fact, don't wait until next year to start. Now is the time; the sooner the better. Then work as you never worked before, always keeping before you the fact that the only use your employers have for you is to make money for them—it will always be a case of "hustle and push."

Distinction Between Cinnamon and Cubeb Cigarettes.

The Commissioner has received from a Western Collector a package of twelve so-called medicated cinnamon cigarettes, which are held out by the label on the box to be a panacea for a number of ills to which mankind is heir. The Collector invites attention to the fact that they are not stamped, and states that they are being retailed to boys by small grocers in his city, and that the claim is made by the local agent of the manufacturer that the goods are exempt from taxation on the ground that they are medicated. The Collector asks what course he shall pursue in regard to them, he being of the opinion that they are subject to tax.

The Commissioner has advised him that cubeb cigarettes and the like, containing no tobacco as an ingredient, and being made of a recognized medicinal preparation and used exclusively for catarrh, etc., are held to be purely medicated articles and free from tax; but that cinnamon cigarettes, coming within the same category as those made of tea, are intended to be used in place of the tobacco cigarette, and are, therefore, held to be a substitute for tobacco within the meaning and intent of Section 3,394, Revised Statutes, and if found upon the market unstamped are liable to seizure. The Collector has been directed to detain all such cigarettes in the hands of dealers, without expense to the Government, until further instructed, and the Collector of the district where the goods are made has been communicated with and directed to see that the parties engaged in their manufacture comply with the law as manufacturers of cigars.

Pulverized rock salt in equal quantity of turpentine is excellent dressing for a felon. Apply a rag soaked in this every twenty hours.

Established 1780.
Walter Baker & Co., Ltd.



Dorchester, Mass.,
The Oldest and
Largest Manufacturers of
PURE, HIGH GRAD.
COCOAS
AND
CHOCOLATES

on this Continent.
No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine

Walter Baker & Co.'s
goods, made at
Dorchester, Mass.



KNEIPP MALT FOOD CO.

C. H. STRUEBE, Sandusky, Ohio,
Agent for Ohio, Indiana and Michigan.

LARGEST BROOM FACTORY

in Michigan is

CHAS. MANZELMANN'S, at Detroit.

His variety of brooms and whisks commands attention.

Warren's Liquid ASPHALT ROOF COATING

Contains over 90 per cent. pure Trinidad Asphalt when dry. You can get full information in regard to this material by writing

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK. 1120 Chamber of Commerce, DETROIT.

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.



No matter where you go, you'll find the

S. C. W.

ahead of you and far ahead of anything on the market in nickel Cigars. \$35. Ask your jobber, or send \$1.75 for sample box of 50, postpaid, to

G. J. JOHNSON CIGAR CO., Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, Geo. F. OWEN, Grand Rapids; Treasurer, J. J. FROST, Lansing.

Michigan Commercial Travelers' Association.

President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.

Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Division, T. P. A.

President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

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Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

The men on the road who have thrown old ways of doing business to the winds and have struck out of the beaten tracks are the fellows who are "getting there."

Commercial travelers do not "talk shop" as they did in days gone by. They are not continually referring to their samples or their customers or their competitors.

There is no way of suppressing competition on the road. If our competitor goes down, two others will bob up to take his place. It is the way of the business world.

There is only one force greater than the press, and that is the world of commercial travelers. The manufacturer and jobber depend solely on the magnetism of their traveling men.

The merchant has found the ministrations of the commercial traveler necessary and will not do without him, for he knows that he's the product of civilization and progress and helps largely forward the march of commerce.

Miguel de Cervantes, the author of "Don Quixote," said: "Every one is as God made him, and oftentimes a great deal worse." Traveling men are as God made them, and when it comes to patience they are a great deal better.

A traveling man who was thrown from a moving train in Florida last week, and picked up for dead, cheated the coroner out of his fees by recovering. It takes a bigger "throw down" than that to discourage the average knight of the order book and pencil.

Arthur B. Clark, formerly engaged in the grocery business at Plainwell, is now on the road for the Avon Shoe Co. and E. H. Tilton & Co., shoe manufacturers of Boston, covering the entire State. He is meeting with flattering success, considering the times.

Geo. W. Sevey, for the past year on the road for the Michigan Spice Co., will travel for Jennings & Smith, starting out next Monday over the territory formerly covered by the late Jas. C. Avery. Mr. Sevey is a faithful worker and will, doubtless, achieve success in his new connection.

Misrepresentation of goods on the road merely delays the day of reckoning. If you evade the truth in one direction you must in another, and in the end your customers will give their trade to your competitor and remark about you: "If he had told us the truth it would have been different. He preferred to lie to us, and now he must take the consequences."

Until a National bankruptcy law is in operation, manufacturers, jobbers and wholesalers will be badly handicapped in making their collections. There are several States in the Union where the laws seem to be drawn with the express purpose of enabling dealers to cheat distant creditors, provided they desire to do so. A bankruptcy measure operating equally in all sections is earnestly desired by every honest business man.

The traveling salesman in this country is a type of character produced since the war; but he has already brought about a radical change in the methods of business and in a body of men pursuing it. He is a distinct individuality, aggressive and irrepressible, who is modifying, not merely business life, but to some extent social life also. A very interesting character for the study of the social philosophers is the modern American knight of the grip.

"Selling goods on commission," said a shoe salesman, "is the toughest kind of work. The traveling man who sells goods in this way feels, after being out a month, as though he'd take up the first steady job of digging dirt which presented itself. He puts out his good money for railroad fares and hotel bills, and is often discouraged at the smallness of his sales and consequent prospective commissions. I would rather take a small salary than a big commission on almost any line unless it has an established reputation of many years' standing."

A trick often practiced on the traveling salesman is for a dealer to ask for the price on a large quantity of goods and then offer the same rate on a purchase of a dozen or so of an article. Another is to obtain the cash price and then take long time at the same rate. These tricks are frequently successful, but the one who practices them can hardly be called honorable. To be sure, it is every man's prerogative to obtain the best figures on goods to be had, but to lead a seller to believe that your intentions are to pay cash when they are not, or to give him to understand that the purchase is to be a large one when it is not, is a clear case of deceit, and deceit is never honorable.

Why the Donkey Felt Insulted.

We were snow bound at Calgary, Northwest Territory, and our party consisted of four drummers, who did their best to kill time until the Canadian Pacific snowplows should clear the track. Tom Sykes was the life of the party, and proved a never-failing source of wit. We were sitting in the office of the hotel after dinner and the subject of animals and their peculiarities was being discussed.

"Did you ever notice," said Tom, "how some animals will obey the voice of man as intelligently as a human being? I have succeeded," said he, "in becoming an expert in that line. I suggest the most improbable idea to any animal and it will be carried out to the letter."

A donkey hitched to a cart which contained crockery, glassware, etc., was standing directly in front of the hotel.

"Now," said he, "I can go out to that donkey and tell him to strike a swift gait down the street and he will obey me."

Of course, we laughed at the idea, and when Tom offered to go the price of the wine should he fail, he was immediately taken up. The driver of the cart had great faith in his animal, and agreed to undertake all responsibility of accidents. Tom slipped a dollar in the man's

hand to close the bargain and walked over to the donkey's head.

Raising his right ear, he pretended to whisper a few words, but at the same time dropped a few hot ashes from the end of his cigar into the ear, unobserved.

With a grand plunge the infuriated beast bolted down the street and ran pellmell into a telegraph pole, bringing a wreck of crockery, etc., to a dead stop on the sidewalk.

The peddler was in a terrible stew, and soon as his fractious donkey was safely in the barn he hunted Tom up and demanded damages.

Tom refused, and he went to the Mayor, and Tom was summoned before that dignitary the following morning.

The driver presented his case, and stated that before the defendant had spoken to the animal it had always borne a good reputation; had never been known to run away, and that to the best of his belief the destruction of his wares and the disgraceful conduct of his four-footed friend were due to the influence exerted by the defendant.

The defendant clearly demonstrated to the court that he had secured the privilege from the plaintiff, who had undertaken the responsibility of possible results. At any rate, the case was dismissed.

As Tom was leaving the court room, the presiding officer called him back.

"Mr. Sykes," said he, "you will pardon me, but I am curious to know what you said to the donkey, and, while it is not necessary for you to make a statement, the court would feel gratified if you would favor us." Tom demurred, and stated that it was only of a private nature, and would not prove interesting. The judge overruled the objection and persisted in his request.

"Well," said Tom, "I will tell you. I told the donkey that he was a greater ass than the Mayor of Calgary, and he simply couldn't stand it, Your Honor."

What effect the remark had upon His Honor we never knew, for, as Tom concluded, the whistling of a passenger train was heard, and we hastened to the hotel for our grips.

ALBERT C. ANTRIM.

Not in His Native Element.

Fremont, Oct. 29—We've got a "good one" on Harry Winchester, who represents Ball-Barnhart-Putman Co. in this section. I thought perhaps you might like to hear about it. The last time Harry was here he called at our store when we were very busy. Imbued with a desire to be helpful, he laid aside his hat, stepped behind the counter and said to a lady who stood there, "What can I do for you, madam?" The lady stepped back, sized him up and replied, "Are you working here?" After receiving an affirmative reply, she asked the price of granulated sugar. Of course, Harry had to ask a clerk, whereupon the lady started to roast him with, "Well, you must be a green hand." The climax came when he put three pounds of sugar in a 10 pound sack, making a very ill-shaped package, prompting the remark, "Young man, you're not onto your job," which was a crusher, indeed. Harry can sell groceries at wholesale, but when it comes to a retail business, he's strictly not in it. L. W. HARMAN.

The man who is always wondering what the neighbors think of him would be surprised sometimes to know that they seldom think of him at all.

A factory for the manufacture of a horse-power potato planting machine patented by an Oceana county man, will probably be built.

Snedicor & Hathaway

80 to 89 W. Woodbridge St., Detroit, Michigan Trade.

DRIVING SHOES, MEN'S AND BOYS' GRAIN SHOES. C. E. Smith Shoe Co., Agts. for Mich., O. and Ind.

BUSINESS University DETROIT, MICH.

Leading Business Training Institution of America. Is composed of five superior schools, viz. Business, Shorthand, English, Penmanship and Mechanical Drawing. 11-19 Wilcox St. W. F. Jewell, P. R. Spencer.

Every Merchant

Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

TRADESMAN COMPANY, Grand Rapids

Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam.

All modern conveniences.

\$2 PER DAY.

IRA A. BEAN, Prop.

THE WIERENGO

E. T. PENNOYER, Manager, MUSKEGON, MICHIGAN.

Steam Heat, Electric light and bath rooms. Rates, \$1.50 and \$2.00 per day.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop.

W. O. HOLDEN, Mgr.

PUREST TO BEST GREEN SEAL CIGARS



SELL THESE CIGARS and give customers good satisfaction.

Duplicating Sales Books

We carry in stock the following lines of Duplicating Sales Books, manufactured by the Carter-Crume Co.:

J Pads
Acme Cash Sales Book
Nine Inch Duplicating Book
Twelve Inch Duplicating Book

We buy these goods in large quantities and are able to sell them at factory prices. Correspondence solicited.

TRADESMAN COMPANY, GRAND RAPIDS.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year— C. A. BUGBEE, Traverse City
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 President, C. A. BUGBEE, Traverse City.
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Coming Meetings—Lansing, November 4 and 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Ann Arbor.
 Secretary, B. SCHRÖUDER, Grand Rapids.
 Treasurer, CHAS. MANN, Detroit.
 Executive Committee—A. H. WEBBER, Cadillac;
 H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair;
 A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Alcohol—Grain is moderately steady. Wood, is still moving fairly as to consuming channels, and prices are maintained.

Alum—Fair consuming demand, values being well sustained.

Balsams—There has been a sudden decline in tolu quotations, owing to unexpected arrivals, and competition between principal holders has been keen, and a further reduction is reported as not among the impossibles. Copaiba is very strong and has again been advanced as to prime. Peru, quiet but steady. There is an improved demand for Canada fir, although there is no mentionable change in prices.

Barium, Nitrate—Prices continue steady. Only small sales are reported.

Beans—All varieties of vanilla are strong, with small parcels moving freely.

Burgundy Pitch—Prices steady.

Cacao Butter—Spot values are still firmly held and stocks are light and offered sparingly.

Cantharides—Demand slow, but prices remain steady.

Cassia Buds—Scarcity and concentration of stocks have resulted in a strong market, and prices have gone up.

Cinchonidia—Values firm, with only small lots to be obtained.

Cocaine—On Monday of this week, manufacturers reduced prices 25c per ounce.

Colocynth Apples—Very scarce and firm as regards Trieste and the market is about bare of prime.

Cream Tartar—Quiet and steady.

Cubeb Berries—Market dull and easy.

Ergot—Best quality Spanish is being firmly held.

Essential Oils—Anise still exhibits an easy tendency and values have been reduced. Citronella is firmer, influenced by advancing prices across the water, and spot quotations have been advanced. Croton has again been marked up. General trading is moderate.

Flowers—Valencia saffron has continued to harden, due to sympathy with foreign markets, and the jobbing price has been advanced by holders. American still moves slowly.

Glycerine—Market quiet but firm.

Gums—Camphor is strong, with the tone upward, cables from London reporting an advance in both crude and refined. Demand is unusually good, but sellers do not seem to want to operate on the basis of present values.

Lycopodium—Active consuming demand.

Menthol—Demand light, with prices scarcely steady.

Opium—Movement still slow, market consequently quiet, tendency easy, with quotations declined.

Orange Peel—Prices steady.

Quinine—The recent cables from London, to the effect that manufacturers had made a reduction of 2 d. in prices, had a demoralizing influence on the market, and values as to second hands declined immediately. The official statement is made that manufacturers have reduced prices of bulk. Considerable conjecture exists as to the real reason for the radical decline, but the general supposition seems to be that the aggressiveness of new makers on the Continent is the main cause of the present condition.

Rochelle Salts—Market easier and manufacturers have reduced prices.

Roots—Golden seal is firmer and has advanced. Serpentaria is having a somewhat better demand. Gentian, holders are firm as to their views. Mandrake, still scarce and firm at the late advance.

Seeds—Values of Dutch caraway are maintained, in spite of free arrivals. Competition and a decline in prices have resulted in an easier market for celery. Coriander is a trifle firmer, with an advance in natural. Italian fennel is reported as scarce and firm. Poppy is somewhat easier, due to freer offerings. German rape, market firm. Star anise has advanced again; and prices for cardamoms are 5c higher.

Seidlitz Mixture—Manufacturers have reduced quotations.

Sponges—Values are irregular and the spot market is in an unsettled condition, on account of continued competition. Key West advices report the market there as being practically bare and it will probably be at least two weeks before fresh arrivals begin.

Curiosities in the Pharmacopoeias.

If the pharmacists could only enlist the physicians to co-operate with them in epurating the pharmacopoeias of the world, how many of the old humbugs would remain which were originally introduced into the national law-books of pharmacy, not by virtue of their usefulness or efficiency as healing agents, but because of their color, odor, taste or popularity among the ignorant and credulous, or on account of some striking peculiarity, with little or no relation to rational therapeutics?

It is not necessary to investigate very far to find in our most recent pharmacopoeias some of these curious relics of former days, substances which would not be admitted into any pharmacopoeia at the present time, because no rational claim could be made in favor of their recognition as probably useful remedies, but which are retained in some of the pharmacopoeias because of the timidity, indifference, or misconception of the functions and rightful scope of those works, on the part of their revisers.

Castoreum is still official in several pharmacopoeias. Can any one doubt that the chief, if not the only, reason for the original introduction of that drug was its peculiar source and its strong odor and taste? Is there any reason for believing that any good can come from administering to the sick a partially decomposed animal organ, ill-smelling and repulsive enough to excite in the very ignorant and superstitious the belief that it must be a "powerful strong drug," and to compel the possessor of a fairly civilized sense of smell to keep at a respectful distance? If so, castor should be retained in the official materia-medica list. There is no evidence whatever that castor contains any chemical constituents such as warrant a be-

lief in its activity or utility as a remedy; but it is known to be extremely unreliable in that it sometimes has little effect other than the disgust, nausea and distress naturally produced by any half spoiled dried meat, while at other times it has produced very alarming symptoms strongly suggestive of poisonous constituents (animal alkaloids?) Tincture of castor has been administered to hysterical women, with the effect that their hysterics promptly ceased—probably because any woman compelled to take such a dose would never dare to have hysteria again.

In two of the very recent pharmacopoeias we find a preparation called "supercarbonas ammonicus pyroleous," which is a mixture of ammonium carbonate and "Dippel's animal oil!" There was a time when an impure empyreumatic ammonium carbonate was employed in medicine, and solutions of it became popular among the ignorant classes of people in various countries largely because these preparations were "strong" enough in odor and taste to command reverence. In these days, when the old empyreumatic "hartshorn salt" can no longer be had, the popular demand for "the Prince's Drops" still continues so great that the national pharmacopoeias, published by the respective governments, contain formulas for the production of good imitations by deliberately adding enough of the renowned Dippel's animal oil to the modern pure ammonium carbonate to render it sufficiently loud and nasty to satisfy the most fastidious.

Can it be the function of any pharmacopoeia to supply popular demand for any drug or medicine, however absurd? Is it not rather the function of all pharmacopoeias to civilize and render rational and scientific the official lists of drugs and preparations, and to positively discourage the use of the barbarous preparations which owe their popularity mainly or wholly to superstition and ignorance? Is it not time to recognize fully the truth that the most popular medicines are largely those least entitled to respect, including many very bad, or at least absurd, nostrums, and that the common use of such things as ready-made cathartic pills, whether mercurial or "vegetable," "improved" or unimproved, "Cox's hive syrup," "paragoric," etc., should not be regarded as a sufficient reason for their introduction or retention in the pharmacopoeia? Let such things be relegated to the unofficial formularies.

Other curious examples of the tendency to give undue weight to the popular demand for nostrums, the reputation

of which is without tangible or intelligible foundation in fact, may be found in nearly all pharmacopoeias, and especially in the "Codex" of France.

"Ammoniated copper" found its way into the pharmacopoeias because of its beautiful color (what other reason can be discovered?); but as it was not in popular demand, it was expunged. In our own Pharmacopoeia, however, we still have "Massa copaibae," which was inserted because it is such a singular compound, and is retained because it was once inserted.

Crude camphor is still under good control in London. The speculative holders are tired of the deal started by the late Col. North, but they have to hold on to avoid heavier losses. The North estate is compelled to remain in the syndicate until a favorable opportunity is presented of withdrawing without serious result. Every effort will be made to keep up prices.

Physical beauty is what all women should strive to attain. Unless the health is good a woman becomes peevish and irritable. A plain woman with a good figure, well-developed chest, good complexion and happy, contented mind, is more attractive than a beautiful woman with neither health nor contentment.

This year's cassia crop has been extremely small, and it is said that the oil will be scarce and of low quality.

Castor oil continues to move up the scale, both here and in Europe.

CINSENG ROOT

Highest price paid by
 Write us. **PECK BROS.**

The Etiquette of Gum Chewing.

More properly speaking there are certain rules, not etiquette as some would have it, to be observed in abstracting the sweetness and reducing the obstinacy of a stick of gum. In the first place one should have an object in view. It is more than probable that chewing gum merely to keep the jaws in operation will not produce any marked benefits. If one is troubled with disordered stomach, however, the right kind of gum will not only correct the trouble, but keep the breath from becoming offensive. There is out one gum made that is really meritorious as a medicinal gum, and that is Farnam's Celery & Pepsin. Mr. J. F. Farnam of Kalamazoo, Mich., is the most extensive grower of celery in the world, and his knowledge of that toothsome plant has been turned to account in the form of the pure essence of celery which he has incorporated with pure pepsin into chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.



**THE JIM HAMMELL
 HAMMELL'S LITTLE DRUMMER AND
 HAMMELL'S CAPITAL CIGARS**

are made of the best imported stock.

SMOKE THE HAZEL

5 CENT CIGAR.

Hand made long Havana filler. Send me a trial order. Manufactured by

WM. TEGGE, DETROIT, MICH.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE.

Aurora	doz.	gross	55	6 00
Castor Oil			60	7 00
Diamond			50	5 50
Frazer's			75	9 00
IXL Golden, tin boxes			75	9 00
Mica			70	8 00
Paragon			55	6 00

BAKING POWDER.

Absolute.

1/4 lb cans doz	45
1/2 lb cans doz	85
1 lb cans doz	1 50

Acme.

1/4 lb cans 3 doz	45
1/2 lb cans 3 doz	75
1 lb cans 1 doz	1 00
Bulk	10

Dwight's.

1 lb cans per doz	1 50
-------------------	------

JaXon

1/4 lb cans 4 doz case	45
1/2 lb cans 4 doz case	85
1 lb cans 2 doz case	1 60

Home.

1/4 lb cans 4 doz case	35
1/2 lb cans 4 doz case	55
1 lb cans 2 doz case	90

Our Leader.

1/4 lb cans	45
1/2 lb cans	75
1 lb cans	1 50

BATH BRICK.

American	70
English	80

BLUING.

CONDENSED PEARL BLUING

1 doz. Counter Boxes..... 40
12 doz. Cases, per gro..... 4 50

BROOMS.

No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25

CANDLES.

Hotel 40 lb boxes	9 1/2
Star 40 lb boxes	8 1/2
Paraffine	9

CANNED GOODS.

Manitowoc Peas.

Lakeside Marrowfat	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem, Ex. Sifted	1 65

CATSUP.

Columbia, pints	4 25
Columbia, 1/4 pints	2 50

CHEESE.

Acme	@ 10
Amboy	@ 10 1/4
Butternut	@ 10
Byron	@ 9
Carson City	@ 10
Elsie	@ 10 1/2
Gold Medal	@ 9 1/2
Ideal	@ 10 1/2
Jersey	@ 10
Lenawee	@ 9 1/2
Riverside	@ 10 1/2
Sparta	@ 10
Oakland County	@ 9 1/2
Brick	@ 9
Edam	@ 7 1/2
Leiden	@ 19
Limburger	@ 15
Pineapple	@ 60
Sap Sago	@ 20

CHOCOLATE.

Walter Baker & Co.'s.

German Sweet	22
Premium	31
Breakfast Cocoa	42

CLOTHES LINES.

Cotton, 40 ft, per doz	1 00
Cotton, 50 ft, per doz	1 20
Cotton, 60 ft, per doz	1 40
Cotton, 70 ft, per doz	1 60
Cotton, 80 ft, per doz	1 80
Jute, 60 ft, per doz	80
Jute, 72 ft, per doz	95

CLOTHES PINS.

5 gross boxes..... 45

COCOA SHELLS.

20 lb bags	2 1/4
Less quantity	3
Pound packages	4

CREAM TARTAR.

Strictly Pure, wooden boxes	35
Strictly Pure, tin boxes	37
Tartarine	25

COFFEE.

Green.

Rio.

Fair	17
Good	18
Prime	20
Golden	20
Peaberry	22

Santos.

Fair	19
Good	20
Prime	22
Peaberry	23

Mexican and Guatamala.

Fair	21
Good	22
Fancy	24

Maracaibo.

Prime	23
Milled	24

Java.

Interior	25
Private Growth	27
Mandehling	28

Mocha.

Arabian	28
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Roasted.

Quaker Mocha and Java	29
Toko Mocha and Java	28
State House Blend	23

Package.

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

Arbuckle	17 50
Jersey	17 50
McLaughlin's XXXX	17 50

Extract.

Valley City 1/4 gross	75
Felix 1/4 gross	1 15
Hummel's foil 1/4 gross	85
Hummel's tin 1/4 gross	1 48

Kneipp Malt Coffee.

1 lb. packages, 50 lb. cases	9
1 lb. packages, 100 lb. cases	9

CONDENSED MILK.

4 doz. in case.

100-120 25 lb boxes	@ 5 1/4
90-100 25 lb boxes	@ 5 1/4
80-90 25 lb boxes	@ 5 1/4
70-80 25 lb boxes	@ 5 1/4
60-70 25 lb boxes	@ 6 1/4
50-60 25 lb boxes	@ 7 1/4
40-50 25 lb boxes	@ 7 1/4
30-40 25 lb boxes	@ 7 1/4

1/4 cent less in bags.



N. Y. Condensed Milk Co.'s brands.

Gall Borden Eagle	7 40
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Dime	3 25



COUPON BOOKS.

Tradesman Grade.

50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00

Economic Grade.

50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00

Universal Grade.

50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00

Coupon Pass Books.

Can be made to represent any denomination from \$10 down.

30 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1,000 books	17 50

Credit Checks.

500, any one denom'n.	3 00
1,000, any one denom'n.	5 00
2,000, any one denom'n.	8 00
Steel punch	75

DRIED FRUITS—DOMESTIC

Apples.

Sundried	@ 3 1/2
Evaporated 50 lb boxes	@ 4 1/4

California Fruits.

Apricots	10 1/2 @ 11 1/2
Blackberries	6 @
Nectarines	5 @ 9
Peaches	5 @ 9
Pears	@
Pitted Cherries	@
Prunelles	@
Raspberries	@

California Prunes.

100-120 25 lb boxes	@ 5 1/4
90-100 25 lb boxes	@ 5 1/4
80-90 25 lb boxes	@ 5 1/4
70-80 25 lb boxes	@ 6 1/4
60-70 25 lb boxes	@ 6 1/4
50-60 25 lb boxes	@ 7 1/4
40-50 25 lb boxes	@ 7 1/4
30-40 25 lb boxes	@ 7 1/4

Raisins.

London Layers 3 Crown	1 60
London Layers 5 Crown	2 50
Delmas	3 50
Loose Muscatels 2 Crown	5 1/2
Loose Muscatels 3 Crown	6 1/4
Loose Muscatels 4 Crown	7 1/2

FOREIGN.

Currants.

Patras bbls	@ 5 1/4
Vostizas 50 lb cases	@ 5 1/4
Cleaned, bulk	@ 6
Cleaned, packages	@ 7

Peel.

Citron American 10 lb bx	@ 14
Lemon American 10 lb bx	@ 11
Orange American 10 lb bx	@ 11

Raisins.

Ondura 29 lb boxes	@ 8
Sultana 1 Crown	@ 8 1/2
Sultana 2 Crown	@ 9
Sultana 3 Crown	@ 11
Sultana 4 Crown	@ 12
Sultana 5 Crown	@ 13

FARINACEOUS GOODS.

Biscuitine.

3 doz. in case, per doz	1 00
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Farina.

Bulk	3
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Grits.

Walsh-DeRoo Co.'s	2 00
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Hominy.

Barrels	3 25
Flake, 50 lb. drums	1 50

Lima Beans.

Dried	4
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Maccaroni and Vermicelli.

Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Pearl Barley.

Common	1 1/4
Chester	2
Empire	2 1/2

Peas.

Green, bu.	90
Split, per lb.	3 1/2

Rolled Oats.

Rolled Avena, bbl	5 01
Monarch, bbl	4 50
Monarch, 1/2 bbl	2 50
Private brands, bbl	4 35
Private brands, 1/2 bbl	2 30
Quaker, cases	3 20
Oven Baked	3 25

Sago.

German	4
East India	3 1/2

Wheat.

Cracked, bulk	3
24 2 lb packages	2 40

Fish.

Cod.

Georges cured	@ 3 1/2
Georges genuine	@ 4 1/2
Georges selected	@ 5
Strips or bricks	5 @ 8

Halibut.

Chunks	12
Strips	10

Herring.

Holland white hoops keg	60
Holland white hoops bbl	8 00
Norwegian	2 50
Round 100 lbs.	3 50
Round 40 lbs.	1 30
Scaled	11

Flackerel.

No. 1 100 lbs.	11 75
No. 1 40 lbs.	5 20
No. 1 10 lbs.	1 32
No. 2 100 lbs.	7 50
No. 2 40 lbs.	3 50
No. 2 10 lbs.	90
Family 90 lbs.	11
Family 10 lbs.	53

Sardines.

Russian kegs	55
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Stockfish.

No. 1, 100 lb. bales	10 1/4
No. 2, 100 lb. bales	8 1/4

Trout.

No. 1 100 lbs.	4 75
No. 1 40 lbs.	2 20
No. 1 10 lbs.	63
No. 1 8 lbs.	53

Whitefish.

No. 1	No. 2	Fam
100 lbs	6 50	5 75
40 lbs	2 90	2 60
10 lbs	80	73
8 lbs	67	61

FLAVORING EXTRACTS.

Jennings'.

D. C. Vanilla	2 oz..... 1 20
3 oz..... 1 50	
4 oz..... 2 00	
6 oz..... 3 00	
No. 8..... 4 00	
No. 10..... 6 00	
No. 2 T. 1 25	
No. 3 T. 2 00	
No. 4 T. 2 40	
D. C. Lemon	2 oz..... 75
3 oz..... 1 00	
4 oz..... 1 40	
6 oz..... 2 00	
No. 8..... 2 40	
No. 10..... 4 00	
No. 2 T. 80	
No. 3 T. 1 35	
No. 4 T. 1 50	

Jennings' D.C. VANILLA EXTRACT

FOR FLAVORING ICE CREAMS, BAKING PASTRY, CANDY, & ALL OTHERS.

JENNINGS & SMITH, GRAND RAPIDS, MICH.

Souders'.

Oval bottle, with corkscrew. Best in the world for the money.

Regular Grade Lemon.

doz	75
2 oz..... 1 50	
4 oz..... 1 50	

Regular Vanilla.

doz	20
2 oz..... 1 20	
4 oz..... 2 40	

XX Grade Lemon.

2 oz..... 1 50
4 oz..... 3 00

XX Grade Vanilla.

2 oz..... 1 75
4 oz..... 3 50

GUNPOWDER.

Rifle—Dupont's.

Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	30
1/2 lb cans	18

Choke Bore—Dupont's.

Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34

Eagle Duck—Dupont's.

Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45

HERBS.

Sage	15
Hops	15

INDIGO.

Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50

JELLY.

15 lb pails	33
17 lb pails	43
30 lb pails	65

LYE.

Condensed, 2 doz	1 20
Condensed, 4 doz	2 25

LICORICE.

Pure	30
Calabria	25
Sicily	14
Root	10

MINCE MEAT.

Ideal, 3 doz. in case	2 25
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NEW ENGLAND MINCE MEAT

PREPARED BY T. E. DOUGHERTY, CHICAGO, ILL. & PORTLAND, ME.

Mince meat, 3 doz in case..... 2 75
Pie Prep. 3 doz in case..... 2 75

MATCHES.

Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 70
No. 2 Home	1 10
Export Parlor	4 00

MOLASSES.

Blackstrap.

Sugar house	10 @ 12
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Cuba Baking.

Ordinary	12 @ 14
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Porto Rico.

Prime	20
Fancy	30

New Orleans.

Fair	18
Good	22
Extra good	24
Choice	27
Fancy	30
Half-barrels 3c extra.	

PICKLES.

Medium.

Barrels, 1,200 count	3 25
Half bbls, 600 count	2 13

Small.

Barrels, 2,400 count	4 50
Half bbls, 1,200 count	2 75

PIPES.

Clay, No. 216	1 70
Clay, T. D. full count	65

SALT.

Diamond Crystal.
Cases, 24 3-lb boxes..... 1.60
Barrels, 100 3-lb bags..... 2.75
Barrels, 40 7-lb bags..... 2.50
Butter, 56 lb bags..... 65
Butter, 20 14 lb bags..... 3.00
Butter, 28 14 lb bbls..... 2.50

Common Grades.

100 3 lb sacks..... 2.60
60 5-lb sacks..... 1.85
28 11-lb sacks..... 1.70

Worcester.

50 4 lb cartons..... 3.25
115 2 1/2 lb. sacks..... 4.00
60 5 lb. sacks..... 3.75
22 14 lb. sacks..... 3.50
30 10 lb. sacks..... 3.50
28 lb. linen sacks..... 32
56 lb. linen sacks..... 60
Bulk in barrels..... 2.50

Warsaw.

56-lb dairy in drill bags..... 30
28-lb dairy in drill bags..... 15

Ashton.

56-lb dairy in linen sacks..... 60

Higgins.

56-lb dairy in linen sacks..... 60

Solar Rock.

56-lb sacks..... 21

Common Fine.

Saginaw..... 60
Manistee..... 60

SODA.

Boxes..... 5 1/2
Kegs, English..... 4 1/2

STARCH.

Diamond.

64 10c packages..... 5.00
128 5c packages..... 5.00
32 10c and 64 5c packages..... 5.00

Kingsford's Corn.

20 1-lb packages..... 6 1/2
40 1-lb packages..... 6 1/2

Kingsford's Silver Gloss.

40 1-lb packages..... 6 1/2
6-lb boxes..... 7

Common Corn.

20-lb boxes..... 5
40-lb boxes..... 4 1/2

Common Gloss.

1-lb packages..... 4 1/2
3-lb packages..... 4 1/2
6-lb packages..... 5 1/2
40 and 50 lb boxes..... 2 1/2
Barrels..... 2 1/2

SOAP.

Laundry.

Gowans & Sons' Brands.

Crow..... 3.10
German Family..... 2.15
American Grocer 100s..... 3.30
American Grocer 60s..... 2.75
Mystic White..... 3.80
Lotus..... 3.90
Oak Leaf..... 2.85
Old Style..... 3.20
Happy Day..... 3.10

JAXON

Single box..... 2.85
5 box lots, delivered..... 2.80
10 box lots, delivered..... 2.75

Jas. S. Kirk & Co.'s brands.
American Family, wrp'd..... 3.33
American Family, plain..... 3.27

Lautz Bros. & Co.'s brands.

Aerne..... 2.85
Cotton Oil..... 5.75
Marseilles..... 4.00
Master..... 3.70

Henry Passolt's brand.



Single box..... 2.85
5 box lots, delivered..... 2.80
10 box lots, delivered..... 2.75
25 box lots delivered..... 2.65

Thompson & Chute's Brand.



Single box..... 3.00
5 box lot, delivered..... 2.95
10 box lot, delivered..... 2.85
25 box lot, delivered..... 2.75

Allen B. Wrisley's brands.
Old Country, 80 1-lb. bars..... 3.00
Good Cheer, 60 1-lb. bars..... 3.90
Uno, 100 3/4-lb. bars..... 2.80
Doll, 100 10-oz. bars..... 2.25

Scouring.

Sapolio, kitchen, 3 doz..... 2.40
Sapolio, hand, 3 doz..... 2.40

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Cut Leaf..... 4.87
Domino..... 4.75
Cubes..... 4.60
Powdered..... 4.50
XXXX Powdered..... 4.62
Mould A..... 4.60
Granulated in bbls..... 4.25
Granulated in bags..... 4.25
Fine Granulated..... 4.25
Extra Fine Granulated..... 4.37
Extra Coarse Granulated..... 4.37
Diamond Confee. A..... 4.25
Confee. Standard A..... 4.12
No. 1..... 4.00
No. 2..... 4.00
No. 3..... 4.00
No. 4..... 3.94
No. 5..... 3.87
No. 6..... 3.81
No. 7..... 3.75
No. 8..... 3.69
No. 9..... 3.62
No. 10..... 3.56
No. 11..... 3.50
No. 12..... 3.44
No. 13..... 3.37
No. 14..... 3.31
No. 15..... 3.25

TABLE SAUCES.

Lea & Perrin's, large..... 4.75
Lea & Perrin's, small..... 2.75
Halford, large..... 3.75
Halford small..... 2.25
Salad Dressing, large..... 4.55
Salad Dressing, 3 small..... 2.65

TOBACCO.

Cigars.

G. J. Johnson's brand
S. C. W..... 35.00
H. & P. Drug Co.'s brand..... 35.00
Quintette..... 35.00
Clark Grocery Co.'s brand..... 35.00
New Brick..... 35.00
Michigan Spice Co.'s brand..... 35.00
Absolute..... 35.00

VINEGAR.

Leroux Cider..... 10
Robinson's Cider, 40 grain..... 10
Robinson's Cider, 50 grain..... 12

WICKING.

No. 0, per gross..... 25
No. 1, per gross..... 30
No. 2, per gross..... 40
No. 3, per gross..... 75

Fruits.

Oranges.

Fancy Seedlings
Mexicans 150-175-200..... 3.75
Jamaicas bbls..... 5.50

Lemons.

Strictly choice 360s..... 3.50
Strictly choice 300s..... 4.00
Fancy 360s..... 4.00
Fancy 300s..... 5.60

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.
Medium bunches..... 1.25 @ 1.50
Large bunches..... 1.75 @ 2.00

Foreign Dried Fruits.

Figs, Choice Layers 10 lb..... @12
Figs, New Smyrna 20 lb..... @14
Figs, Naturals in bags..... @5
Dates, Fards in 10 lb boxes..... @7
Dates, Fards in 60 lb cases..... @6
Molasses, Persians, G. M. K., 60 lb cases..... @5
Dates, Sairs 60 lb cases..... @

Candies.

Stick Candy.

Standard..... 5 1/2 @ 7
Standard H. H..... 5 1/2 @ 7
Standard Twist..... 6 @ 7
Cut Leaf..... 7 1/2 @ 8 1/2

Mixed Candy.

Competition..... @6
Standard..... @6 1/2
Leader..... @7
Conservé..... @7
Royal..... @7 1/2
Ribbon..... @8
Broken..... @8
Cut Leaf..... @8
English Rock..... @8
Kindergarten..... @8 1/2
French Cream..... @9
Dandy Pan..... @10
Valley Cream..... @13

Fancy-In Bulk.

Lozenges, plain..... @8 1/2
Lozenges, printed..... @8 1/2
Choc. Drops..... 11 @14
Choc. Monumentals..... @12 1/2
Gum Drops..... @5
Moss Drops..... @7 1/2
Sour Drops..... @8 1/2
Imperial..... @8 1/2

Fancy in 5 lb. Boxes.

Lemon Drops..... @50
Sour Drops..... @50
Peppermint Drops..... @60
Chocolate Drops..... @65
H. M. Choc. Drops..... @75
Gum Drops..... @35
Licorice Drops..... @75
A. B. Licorice Drops..... @50
Lozenges, plain..... @55
Lozenges, printed..... @80
Imperial..... @80
Mottoes..... @65
Cream Bar..... @50
Molasses Bar..... @50
Hand Made Creams..... 80 @90
Plain Creams..... 60 @90
Decorated Creams..... @80
Burnt Rock..... @60
Stirring Almonds..... 1 25 @65
Wintergreen Berries..... @55

Caramels.

No. 1 wrapped, 2 lb. boxes..... @30
No. 1 wrapped, 3 lb. boxes..... @45
No. 2 wrapped, 2 lb. boxes..... @45

Fresh Meats.

Beef.
Carcases..... 5 @ 7
Fore quarters..... 4 @ 6
Hind quarters..... 6 @ 7 1/2
Loins No. 3..... 9 @ 13
Ribs..... 7 @ 9
Rounds..... 5 1/2 @ 6 1/2
Chuck..... 4 1/2 @ 5 1/2
Plates..... @4

Pork.
Dressed..... 4 @ 4 1/2
Loins..... @7
Shoulders..... @5
Leaf Lard..... @7

Mutton.
Carcass..... 5 @ 6
Spring Lambs..... 6 1/2 @ 7 1/2

Veal.
Carcass..... 5 1/2 @ 7

Crackers.

The N. Y. Biscuit Co. quotes as follows:

Butter.
Seymour XXX..... 5 1/2
Seymour XXX, 3 lb. carton..... 6 1/2
Family XXX..... 6 1/2
Family XXX, 3 lb. carton..... 6 1/2
Salted XXX..... 5 1/2
Salted XXX, 3 lb. carton..... 6 1/2

Soda.
Soda XXX..... 6 1/2
Soda XXX, 3 lb. carton..... 6 1/2
Soda, City..... 7
Zephyrette..... 10
Long Island Wafers..... 11
L. I. Wafers, 1 lb. carton..... 12

Oyster.
Square Oyster, XXX..... 6
Sq. Oys. XXX, 1 lb. carton..... 7
Farina Oyster, XXX..... 5 1/2

SWEET GOODS-Boxes.

Animals..... 10 1/2
Bent's Cold Water..... 12
Belle Rose..... 8
Coconut Taffy..... 8
Coffee Cakes..... 8
Frosted Honey..... 11
Graham Crackers..... 8
Ginger Snaps, XXX round..... 7
Ginger Snaps, XXX city..... 7
Gin. Snps, XXX home made..... 7
Gin. Snps, XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8
Jumbles, Honey..... 11
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 8 1/2
Pretzettes, Little German..... 6 1/2
Sugar Cake..... 8
Sultanas..... 12
Sears' Lunch..... 8
Sears' Zephyrette..... 10
Vanilla Square..... 10
Vanilla Wafers..... 14
Pecan Wafers..... 15
Fruit Coffee..... 10
Mixed Picnic..... 10 1/2
Cream Jumbles..... 11
Boston Glazer Nuts..... 8
Chimmie Fadden..... 10
Pineapple Glaze..... 15 1/2

Grains and Feedstuffs

Wheat.

Wheat..... 75

Winter Wheat Flour.

Local Brands.
Patents..... 4.70
Second Patent..... 4.20
Straight..... 4.00
Clear..... 3.30
Graham..... 4.00
Buckwheat..... 4.00
Quaker..... 3.00
Rye..... 3.00
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.
Quaker, 1/2s..... 4.20
Quaker, 1/4s..... 4.20
Quaker, 1/8s..... 4.20

Spring Wheat Flour.

Olney & Judson's Brand.
Ceresota, 1/2s..... 4.50
Ceresota, 1/4s..... 4.30
Ceresota, 1/8s..... 4.25

Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s..... 4.40
Grand Republic, 1/4s..... 4.30
Grand Republic, 1/8s..... 4.25

Worden Grocer Co.'s Brand.
Laurel, 1/2s..... 4.40
Laurel, 1/4s..... 4.30
Laurel, 1/8s..... 4.25

Lemon & Wheeler Co.'s Brand.
Parisian, 1/2s..... 4.40
Parisian, 1/4s..... 4.30
Parisian, 1/8s..... 4.25

Meal.

Bolted..... 1.75
Granulated..... 2.00

Feed and Millstuffs.

St. Car Feed, screened..... 12.50
No. 1 Corn and Oats..... 12.00
No. 2 Feed..... 11.50
Unbolted Corn Meal..... 11.50
Winter Wheat Bran..... 9.00
Winter Wheat Middlings..... 10.00
Screenings..... 8.00
The O. E. Brown Mill Co. quotes as follows:

Corn.

Car lots..... 27
Less than car lots..... 30

Oats.

Car lots..... 20
Carlots, clip ed..... 22
Less than car lots..... 23

Hay.

No. 1 Timothy carlots..... 10.00
No. 1 Timothy, ton lots..... 11.00

Fish and Oysters

Fresh Fish.

Whitefish..... @ 9
Trout..... @ 8
Black Bass..... @ 10
Halibut..... @ 15
Ciscoces or Herring..... @ 4
Bluefish..... @ 11
Live Lobster..... @ 18
Boiled Lobster..... @ 20
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 8
Pike..... @ 6
Smoked White..... @ 8
Red Snapper..... @ 13
Col River Salmon..... @ 12 1/2
Mackerel..... @ 20

Oysters in Cans.

F. H. Counts..... @ 35
F. J. D. Selects..... @ 27
F. J. D. Standards..... @ 22
Anchors..... @ 19
Standards..... @ 17

Oysters in Bulk.

Counts..... 1.75
Extra Selects..... 1.60
Selects..... 1.40
Anchor Standards..... 1.05
Standards..... .95
Clams..... 1.25

Shell Goods.

Oysters, per 100..... 1.25 @ 1.50
Clams, per 100..... .90 @ 1.00

Oils.

Barrels.

Eocene..... @10 1/2
XXX W.W. Mich. Hdt..... @ 8 1/2
W W Michigan..... @ 8 1/2
High Test Headlight..... @ 7 1/2
D., S. Gas..... @ 9 1/2
Deo. Naptha..... @ 8 1/2
Cylinder..... 30 @35
Engine..... 11 @21
Black, winter..... @ 9

Provisions.

The Grand Rapids Packing and Provision Co. quotes as follows:

Barreled Pork.

Mess..... 9.00
Back..... 8.00
Clear back..... 9.50
Short cut..... 8.00
Pig..... 9.50
Family.....

Dry Salt Meats.

Bellies..... 5 1/4
Briskets..... 5 1/4
Extra shorts..... 5 1/4

Smoked Meats.

Hams, 12 lb average..... 11
Hams, 14 lb average..... 10 1/2
Hams, 16 lb average..... 10 1/2
Hams, 20 lb average..... 10
Half dried beef..... 10
Shoulders (N. Y. cut)..... 5 1/2
Bacon, clear..... 7
California hams..... 5 1/2
Boneless hams..... 7
Cooked ham..... 10 1/2

Lards. In Tierces.

Compound..... 4 1/2
Family..... 5
Kettle..... 1 1/2
55 lb Tubs..... advance 3 1/4
80 lb Tubs..... advance 3 1/4
50 lb Tins..... advance 3 1/2
20 lb Pails..... advance 3 1/2
10 lb Pails..... advance 3 1/2
5 lb Pails..... advance 3 1/2
3 lb Pails..... advance 3 1/2

Sausages.

Bologna..... 5
Liver..... 6
Frankfort..... 7
Pork..... 6
Blood..... 6
Tongue..... 6
Head cheese..... 6

Beef.

Extra Mess..... 7.00
Boneless..... 10.00

Pigs' Feet.

Kits, 15 lbs..... 80
1/2 bbls, 40 lbs..... 1.65
1/2 bbls, 80 lbs..... 3.00

Tripe.

Kits, 15 lbs..... 75
1/2 bbls, 40 lbs..... 1.50
1/2 bbls, 80 lbs..... 2.75

Casings.

Pork..... 18
Beef rounds..... 5
Beef middles..... 7

Butterine.

Rolls, dairy.....
Solid, dairy.....
Rolls, creamery.....
Solid, creamery.....

Canned Meats.

Corned beef, 2 lb..... 2.00
Corned beef, 15 lb..... 14.00
Roast beef, 2 lb..... 2.00
Potted ham, 1/2s..... 75
Potted ham, 1/4s..... 1.25
Deviled ham, 1/2s..... 1.25
Potted tongue, 1/2s..... 75
Potted tongue 1/4s..... 1.25

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.
Green..... 4 1/2 @ 5 1/2
Part cured..... @ 6
Full Cured..... 6 @ 7
Dry..... 5 @ 7
Kips, green..... 4 1/2 @ 5 1/2
Kips, cured..... 6 @ 7
Calfskins, green..... 5 @ 6
Calfskins, cured..... 6 @ 8
Deaconskins..... 25 @ 30

Pelts.

Shearlings..... 5 @ 10
Lambs..... 25 @ 50
Old Wool..... 40 @ 75

Wool.

Washed..... 10 @ 13
Unwashed..... 5 @ 10

Miscellaneous.

Tallow..... 2 @ 3
Grease Butter..... 1 @ 2
Switches..... 1 1/2 @ 2
Ginseng..... 2 50 @ 2.75

Nuts.

Almonds, Tarragona..... @13
Almonds, Ivaca..... @
Almonds, California, soft shelled..... @12 1/2
Brazil's new..... @ 8
Filberts..... @10
Walnuts, Naples..... @12
Walnuts, Calif No. 1..... @11
Walnuts, soft shelled..... @
Calf..... @12
Table Nuts, fancy..... @12
Table Nuts, choice..... @10
Pecans, Small..... @10
Pecans, Ex. Large..... @10
Pecans, Jumbos..... @12
Hickory Nuts per bu., Ohio, new..... @1.25
Cocoanuts, full sacks..... @3.75
Butternuts per bu..... @ 50
Black Walnuts per bu..... @ 50

Peanuts.

Fancy, H. P., Game..... @ 4 1/2
Cocks..... @ 4 1/2
Fancy, H. P., Flags..... @ 6 1/2
Roasted..... @ 6 1/2
Choice, H. P., Extras..... @ 4
Choice, H. P., Extras, Roasted..... @ 5 1/2

Crockery and Glassware.

AKRON STONEWARE.

Butters.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 31—Flag day. Almost a close holiday. The final display in a never-to-be-forgotten campaign. The strain has become almost unbearable and if the prayers of the righteous avail anything at all, they will be to the effect that such a campaign will not occur again for another century. We can stand tariff and, in fact, most everything except this question.

The jobbing grocery business has been pretty good all along for the past month and, if it is not up to the record this week, it is because of the absence from town of many out-of-town dealers who are home to vote, and the tight money market which on Thursday sent rates up at one time to 100 per cent. The busiest people on earth to-day are the dealers in bunting and flags. Cords and cords can be seen leaving the stores and it is safe to say that one-half of the orders will remain unfilled.

Coffee has shown scarcely any change and fluctuations have been of small fractional character on any sort. The tone is firmer and 10½¢ seems to be a fair quotation for Rio No. 7. The amount afloat aggregates 670,106 bags; last year, same time, 531,580. Mild sorts of coffee are well held and, although the trading in an invoice way has not amounted to much, there has been a steady inquiry from jobbers and a strong tone characterizes the general market.

Wednesday was a red-letter day in the sugar market for raw sugars and the parties interested were as busy as bees. Large transactions ensued and the price was whittled down. Next day was quieter, but the market is strong at 3¼¢ for 96 deg. centrifugal. Refined has been in active movement and the refineries are a week behind in filling orders on some lines. The country seems to be in need of immediate large supplies and the outlook is for a great rush after election.

The "spirit of improvement" seems to be actually hovering over the tea market, which has so long been inert. There was actually an advance in quotations, and on what seemed to be a substantial basis. Some said the advance would have been still greater had not the money market been so tight. As it is, dealers are hopeful, and as time goes on they think they will "have something interesting to report." China and Japan both are reported as cabling a very strong feeling.

Rice dealers are happy and making money. The market is very firm, both for domestic and foreign sorts. The supply is not much ahead of actual demands and, with firm reports all around, the future is one full of "sweetness and light" for those who would sell rice. Those who want to buy take it without grumbling and, altogether, the "boys" are contented. Prime to choice domestic, 4¼¢@5½¢.

While only an average business has been done during the week, the tone of the spice market is firmer than previously reported and advices from abroad have tended toward an advance in quotations. The appreciation has not actually begun, but dealers are confident that within a fortnight we shall have a rising market on some lines. Orders are small from out of town, just enough to worry along with, but they have been so numerous that the aggregate of trade has been quite satisfactory.

The molasses market is hardly as satisfactory as might be expected. Reports are conflicting and it appears to be difficult to get at the truth. The receipts have been rather freer than last week, and, upon the whole, the situation is a waiting one—waiting, that is, until after the battle. Business in syrups has been limited in character and very little enthusiasm is manifested for this sort of sweetness. Choice to fancy sugar syrups may be fairly quoted at 17¢@22¢.

California raisins are higher. The advance seems to have a substantial basis, but it has not excited buyers to the extent of making any rush to "get out of the wet." Reports are coming to

hand of short weight boxes, the deficiency amounting in some cases to as much as 3 pounds. California musn't do this sort of business. She has been complaining of Baltimore using fraudulent labels; but it is a sin to label 22 pounds 25. (Blackstone, Book V, Chap. 2.) Foreign fruits show about the usual volume of business and at steady prices. Some few transactions have been made of quite a large amount; but, as a rule, dealers are watching for the turn of the tide. Domestic evaporated apples are seemingly in sufficient supply to prevent any important advance and the market is quiet.

In canned goods, tomatoes, which were seeking buyers at 50¢ a short time ago, are now sought after at 70¢ and the jovial love apple is making friends in all directions—that is, if its friends have some to sell. If business grows better after election, and the purchasing power of the people increases as we have a right to expect, we may look for 80 or 90¢ tomatoes. The general line is doing fairly well, but there is room for improvement. New York State corn has sold for 80¢ for extra grades in car-load lots. There is a steady volume of trade in salmon and the future seems encouraging.

Butter is quiet. The demand has not been remarkably active and the very best Western creamery has sold at about 20¢.

The tone of the cheese trade is rather firmer and, as exporters are showing a little interest, the general tendency is towards a hardening of values. Full cream colored is worth 10½¢.

Eggs are firm, with best Western at 19¢@20¢. Receipts are moderate and yet seem to be about large enough to meet requirements.

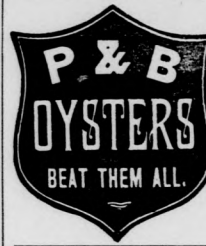
For lemons, oranges, bananas, pine-apples and that class of foreign goods there is an average business doing, with very little change in prices. Lemons are a trifle higher but oranges are lower. The holiday demand will very soon act as a "discourager of hesitancy" among those who wish to make purchases.

And so, with flags to the right of them and flags to the left of them, with flags everywhere, the grocers of New York are waiting for Tuesday's conflict. May the best cause win! God save the republic!

The Tribune has an interesting article on the situation of the retail grocers of this city. Its representative visited many grocers and they were in no very amiable frame of mind. The reporter also interviewed F. N. Barrett, editor of the American Grocer, whose remarks may be of interest here:

"The grocery trade has suffered greatly. Of course, people must eat in hard times as well as good, but they satisfy themselves with cheaper goods when money is scarce and leave off delicacies. And the margin of profit on cheap goods is very small. All the great staples are very cheap now. Butter has been low all summer and fall; lard the lowest on record; flour is low; everything, indeed, except coffee, has gone down. Coffee has gone down four or five cents in the primary market, but the consumers have not got the benefit of it yet. They will, however, as the new coffee-growing districts throw their product into the market.

"There are ten or twelve thousand grocers in New York and Brooklyn, largely Germans, a hard-working, economical set of people, who do not mind toiling sixteen or eighteen hours a day, if need be, living on what they can't sell and sleeping under the counter, if necessary, and those willing to fight in that way for an existence are bound to survive, even to make money, and that in dull times. A store doing a small business will be difficult to keep going on such profits as the trade yields now. One man I know of, who runs several stores, made an average of \$1,500 in each of them last year, and to gain that had to do a business of about \$20,000 in each. But that amount is beyond the wildest dreams of many. The profits of a small grocer, in a neighborhood where competition is sharp, as it is everywhere, cannot be figured above 20 per cent.



Allerton & Haggstrom,

127 Louis St., Grand Rapids.

ONLY EXCLUSIVELY WHOLESALE OYSTER HOUSE
IN GRAND RAPIDS.PROMPT ATTENTION TO MAIL OR WIRE ORDERS.
OYSTERS RECEIVED DAILY DIRECT FROM BALTIMORE.

Fruits, Vegetables, Produce, Poultry and Game.

MAYNARD & COON,

APPLES APPLES APPLES

Big "F" Brand Oysters

Telephone 1348.

54 S. Ionia St.

Grand Rapids.

H. M. BLIVEN,
WHOLESALE AND RETAIL FISH, POULTRY AND GAME.

OYSTERS

Sole agents for Farren's "F" brand oysters.

CANAL STREET,

GRAND RAPIDS, MICH

ANCHOR BRAND

OYSTERS

Prompt attention given telegraph and mail orders. See quotations in price current.

F. J. DETTENTHALER, Grand Rapids, Mich.

SURELY ELECTED

STILES & PHILLIPS, of Grand Rapids,

Are the choice of Michigan
Merchants when ordering . . .

SWEET POTATOES

CRANBERRIES, GRAPES, SPANISH ONIONS, ORANGES, ETC.

In the Parade . . .

NEW YORK
GONGORD GRAPES

Fresh arrivals in Carlots.

Sweet Potatoes, Lemons, Oranges, Cape Cod Cranberries, Spanish Onions.

BUNTING & CO.,

20 & 22 OTTAWA STREET.

GRAND RAPIDS, MICH.

The Oyster Season Is Here



Are you ready for it? Not unless you have one of our **Oyster Cabinets**. Will pay for itself several times in a single season. They are neat, durable, economical and cheap. No dealer who handles oysters can afford to be without one. Made in sizes from 8 to 40 quarts. Write for information.

Chocolate Cooler Co.,

Grand Rapids, Mich.

gross and say 8 to 10 per cent. net; while the more aristocratic one, who does business on a broader scale and in more stylish ways, in dealing with a large family trade, though his gross profits may reach as high as 25 or even 30 per cent., will not net more than 10 or 12 per cent.

The department stores are a greatly disturbing factor, not so much in the volume of business they take away from the regular trade as in the effect they have upon prices. They cut the prices upon lines of goods upon which the grocer has always before depended for his profit. He may have sold flour, butter and other things at even less than cost, but made it up on his shelf goods. But the department stores have destroyed that margin. The suburban grocers have been most hurt by that. Customers coming to town for dry goods, finding can and bottle and carton goods at such low figures, have loaded themselves with them and bought from their local grocers only such bulky, crude, inconvenient and low-priced stuff as left him no margin to live upon. The department stores have also hurt the trade by their practice of giving credits to responsible parties, and so making a stronger competition than they could on a cash basis.

There is a class of grocers who do business in the narrowest possible way, sending home no goods, selling only on a cash basis, using only the cheapest wrapping paper—and offering goods to match it—and they cut prices in an almost criminal way. Most of the "bargains" they offer are such only in appearance. Many of them make up what they call "combination" sales, offering a long list of things for a dollar, some of them below cost and others—generally tea—at an extravagant advance upon the real value. In that way they contrive a profit and at the same time get an undeserved reputation for selling things cheaply. But they are not likely to last. The grocery business is, perhaps more than any other, dependent for success or failure upon the individuality of the man engaged in it, even more than his business methods. If he wins the confidence of customers by keeping only good things, selling them at reasonable prices, being obliging and prompt in his deliveries and is reasonably careful about giving credits, he will command and hold patronage. And you will not find him doing much grumbling about the hard times. He hasn't leisure for it.

In one of the large department stores up town is a pale faced, red-headed child with a pair of heavy spectacles that impart a solemn look to her delicate face. She stands all day in front of a counter hung with gayly colored ribbons, and it is her particular duty to take ribbons out from the electric light of the shop to the street door and decide there whether or not they are exactly the same shade. The shop girls have learned that her judgment is to be relied upon, and it was the accidental discovery of her exactness in estimating colors that gained for her the novel place she occupies at present. All day she is kept running backward and forward between the ribbons and the door, deciding whether ribbon is cream or white and the complicated questions as to tints and shades. She is an important personage in her way, considerably more exalted in position than the young cash girls of her own age. Her duties are really important, and out of the yards of ribbon that are daily sold over the counter every sale which depends on a question of matching is decided by her.

One of the largest and finest banking offices in the world is to be erected by William Waldorf Astor, on a site bounded by Broadway, Exchange place and New street, in the very heart of Wall Street. The erection of the building is to be begun May 1. It is to cost from \$3,000,000 to \$4,000,000. The excavations alone will make an expense of \$150,000. The details are not yet public property, but the plans are well under way, the contract has been let, and the tenants occupying offices in the structures to be torn down have been notified.

Improvement of Eggs Must Come from Primary Markets.

From the New York Produce Review.

During the fall and winter season, when fresh production falls off and our markets are filled with eggs of all stages of freshness, the actual value of the different qualities takes a wide range. Thus, when prime refrigerator eggs are selling at 15½@16c, strictly new-laid eggs from nearby egg farmers are likely to command 21@22c or more, and the current arrivals of fresh collections, being all more or less mixed with held and defective eggs, sell at all sorts of prices between, according to the proportion of the various qualities contained. The old eggs which come mixed with the fresh are, as a rule, of a quality inferior to those held in refrigerators.

To properly meet the demand of the market there should really be only two kinds of eggs—fresh laid and refrigerator held. It is the country held stock (held outside of cold storage) which makes most of the trouble.

So long as the classes of trade which buy eggs from producers pay a uniform price for stock without regard to its quality, there can be little hope of advancement. If they would pay full value for new eggs, giving preference in price also to size and cleanness, and allow held eggs only what they are intrinsically worth when sold by themselves, farmers would soon find it unprofitable to hold stock back. Not only that, but they would soon perceive the profitableness of improving their breeds of poultry and giving them the care and attention which their importance as revenue producers justifies, and of marketing their eggs when new laid.

Our merchants in distributing markets have also an important part to perform in this reform of egg handling. They must see that the same action which, on the part of collectors, would result in a vast improvement of methods among producers would, if adopted by them, stimulate and encourage the collectors to take such action. It is absolutely essential, if the reform is ever to be accomplished, that shippers who take the proper stand shall receive the full benefit of their change of method. To this end we again strongly urge the establishment of egg grading by our Produce Exchange on a basis of what should be, rather than on the present basis of qualities. Let us have a higher grade of eggs—a grade whose quality shall be as perfect as is possible to make—where shippers themselves adopt the plan of close discrimination in their purchases. If we had such a grade recognized and quoted daily, we venture to say it would not be long before we should find stock coming which would "fill the bill."

The fact that such a grade would not represent the value of stock now generally arriving should be no bar to its establishment. Let us have the high mark to shoot at; the various mixtures can be just as well sold, quoted and returned for at their real value.

The Happy Medium.

Merchants who have found the happy medium between the old slipshod methods of store management and the cast-iron rules which are framed by some modern merchants for the control of their help are the ones who will obtain best service from their clerks.

Of the two extremes one is about as bad as the other. No store could now be permanently successfully operated under the slack discipline of fifteen or twenty years ago. On the other hand, while a store with severe and stringent rules may succeed, it will never attain the full measure of success which would be accorded to it if the entire force of clerks were each well contented and striving with all their might to keep the business at the front.

It is difficult to control a large force of clerks such as is required in city stores without strict rules, but in the smaller cities and towns the spirit rather than the letter of the law should be enough to keep the clerks in line.

In stores where the employer comes

in close touch with the clerks a written code of rules is hardly necessary, and to supply it grates on the American spirit of the clerks and makes them ill-willed and rebellious. If they are the right kind of clerks they will work for your interest without any of the regulations which are deemed necessary to safeguard the interest of the city merchant.

The People's Choice.

When ordering oysters from Allerton & Haggstrom, you may pay a trifle more than some other houses charge you, but you always get full measure of solid meats. Comparison will convince you.

Thirteen postal cards delivered at one time to the Chief of Police of Kansas City, Kan., were found to be the first part of a letter, the balance of which, on twelve more cards, came to him in the next mail, written by some woman who thought she was being imposed upon.

"It ought to be the easiest thing in the world to get rich nowadays," said Mr. Harley, as he read the advertisements in the newspapers; "you can buy so many things that are worth eight dollars for three dollars and twenty-nine cents. I wish I had a million to invest in shirt-waists and galvanized Saratoga trunks."

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bentor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

OATS HAY FEED Good market in Detroit. Write **F. J. ROHRIG, Jr.,** 693 Mack Ave.

BEANS

We are in the market daily for Beans, carlots or less. Send large sample with quantity and best price f. o. b. or delivered Grand Rapids.

MOSELEY BROS..

26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

No Politics . . . Our Hobby is **Sweet Potatoes**

We handle as many as all other Grand Rapids dealers together. For Freshness and Prices you should try us.

Cranberries, Grapes, Spanish Onions.

STILES & PHILLIPS, Wholesalers of all Fruits, Grand Rapids.

APPLES, ONIONS

CABBAGE, ETC., in car lots or less.

QUINCES, SWEET APPLES, GREEN PEPPERS, GRAPES.

Correspondence with me will save you money.

HENRY J. VINKEMULDER, GRAND RAPIDS.

Telephone 1091.

HEN FRUIT

Is always seasonable. Eggs "just laid" get the very highest market price with me.

Write me **R. HIRT, JR., Market St., Detroit.**

BARNETT BROS., 159 South Water St., CHICAGO.

Will make a specialty in handling Fruits of all kinds, and

APPLES

in particular. Those having large orchards will do well to correspond with them. Information will be cheerfully furnished. Deposits at principal points. Stencils furnished on application.

M. R. ALDEN

COMMISSION **BUTTER and EGGS** EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.

THE EGG KING OF MICHIGAN IS

F. W. BROWN, OF ITHACA.

Use Tradesman Coupon Books and Avoid Loss

RECONQUEST OF THE SOUDAN.

Since the capture of Dongola by the British-Egyptian expeditionary force, operations have apparently come to a standstill in the Soudan. Every preparation has been made to protect the new frontier of Egypt, with some of the towns beyond Dongola as advance posts; but it is understood that, for the present at least, no further advance is to be attempted.

This inactivity on the part of the British government caused no little surprise, and some of the continental critics were quick to conclude that the reason why the British did not advance further was a fear of the opposition which would have to be encountered from the European powers.

Evidently these criticisms and sneers have provoked an announcement of a semi-official character to the effect that the reason why a further advance was not at once attempted was entirely financial. It is further stated that the Egyptian army is to be increased to 15,000 men, and that supplies are to be concentrated at Dongola during the winter, so that an advance can be made upon Berber and Khartoum early in March next.

No one who has studied British methods can for a moment believe that the reconquest of the Soudan is to stop at Dongola, or that it is to stop at all until all the former Egyptian provinces have been recovered, and the British lines pushed southward until they reach the present British possessions in Central Africa.

France does not regard the outlook in the Soudan with favor, and is sounding Russia, with a view to placing as many obstacles as possible in the path of the British advance. It is announced that France and Russia will oppose the proposed increase in the strength of the Egyptian army, and it is also reported that France has offered certain important commercial concessions to Germany on condition that Germany join her in effecting a settlement of the Egyptian question.

These evidences of dissatisfaction on the part of France are met by a demand from the British press, or at least a section of it, that the government at once end the matter by regularly annexing Egypt. The Egyptian question is certainly assuming a very dangerous phase.

INCREASING THE ARMY.

In his annual report, Secretary of War Lamont renews the recommendations of last year as to an increase in the numerical strength of the army. Last year such an increase was recommended; but Congress, while appropriating largely for coast defenses, ignored entirely the request for an increase in the army. In fact, Congress has shown a studied indifference to the proposal to increase the army, which should convince the War Department that there is a decided popular opposition to a larger standing army than that now maintained.

The recommendations this year include an addition of two foot batteries to every regiment of artillery, and two companies to every regiment of infantry. This increase would enable the army to be organized on the three-battalion system, each regiment to consist of twelve companies, divided into three battalions of four companies each. Under the present organization it is not possible to maintain the three battalion system, as the number of companies in each regiment is not sufficient and there is a scarcity of officers.

No change is proposed in the numerical strength of the cavalry, as the cessation of Indian outbreaks renders the present force sufficient for all purposes. The additional officers needed to command the new companies and battalions would be fifteen majors, 140 captains and fifteen lieutenants, and the number of enlisted men that would have to be added to the present strength would be 3,590. These additions would involve an additional expense of \$1,400,000 per annum.

Opponents of an increase in the strength of the army hold that the three-battalion organization could be secured by reducing the number of regiments and redistributing the companies so as to allow the remaining regiments twelve companies each. Still another suggestion is that the third battalion of each regiment be merely a skeleton battalion, commanded by such officers as are absent from the regiment upon special duty, and which would be recruited only in time of war. In the event that Congress should refuse the proposed increase, as is probable enough, both these suggestions are worth attention.

There is no doubt but that public sentiment is adverse to an increase in the size of the standing army in time of peace. It is recognized that a small standing army, with a rather full corps of officers, is necessary; but the people believe that a large army would be a menace to popular liberties. The necessity for a strong fleet is admitted, owing to the danger from foreign attack; but the need of a large army is not so apparent.

There is a general disposition to depend upon the militia force of the country to supplement the army, in the event of a sudden need for a larger force of troops than is at the disposal of the general Government. It would, therefore, appear to be a wiser plan for the War Department to lay no stress upon an increase in the size of the regular army, but to endeavor to secure greater efficiency from the militia. An effort to procure from Congress better arms for equipping the National Guard, and a more liberal appropriation for military stores for their use, would be much more apt to meet with success than a request for an increase in the size of the army.

VENEZUELAN CONTROVERSY.

Although the Venezuelan question has apparently been lost sight of in this country, owing to the political excitement attending the presidential canvass, it still attracts attention in Great Britain. Our British cousins are apparently seriously concerned at the long delay in reaching a settlement of the matter, and express keen anxiety to see a settlement reached at the earliest possible moment.

While, however, the British press devote much space to the subject, and give it a prominent place in their addresses, the British government maintains a discreet silence. It is admitted that the British Ambassador at Washington has received fresh instructions as to the course he is to pursue in furthering the negotiations; but, aside from that, Lord Salisbury has made no disclosures. It has not been admitted that the British government is any more willing now than heretofore to submit the whole subject to arbitration, which is the demand that Venezuela makes.

One of the latest London reports is to the effect that Great Britain is about to propose to the Government at Washing-

ton that the matter be submitted to an arbitration commission similar to that which settled the Behring Sea controversy. The difficulty in the way of such an arrangement is the limitations to be placed upon the claims to be arbitrated. Great Britain strongly objects to including in the arbitration any of the disputed territory in which there are already British settlers, while Venezuela is equally determined that the entire disputed strip shall be included in any arbitration proceedings which may be held.

The problem is a serious one, and must be settled sooner or later. It is hoped that some settlement may be reached before Mr. Cleveland retires from office, as a mistake made by a new administration might very readily precipitate most serious consequences.

THE NEW RAILWAY POOL.

The latest organization for the governing of railway traffic is one recently perfected in Chicago for the control of the great grain-carrying lines coming into that city from the West. The rate cutting in that territory, under the supervision of the old Western Traffic Association, was a serious matter during the summer and until the increasing prices of grain lessened the temptation to cut and made it possible to perfect a stronger organization. The new board is composed of five members, representing the interests of Chicago, St. Paul, Omaha, St. Louis and Kansas City, and its sessions are to be held daily in Chicago. It will be the duty of this board to fix all rates and to divide and assign the tonnage, as far as possible in subjection to the existing laws on that subject. There is also to be an executive board, composed of the Presidents of the various railroads, or their representatives, to which matters may be submitted when the governing board fails to agree. On questions of traffic and division of tonnage action must be by unanimous vote; on other matters four-fifths decide.

This movement is of significance in that it goes much farther than the old organization in that it takes the rate making power out of the hands of the general managers and invests it in a central board, whose action will, of course, be for the best interests of all the roads, instead of each individual one. Thus it is substantially a general pool, as far as there may be such an arrangement under the anti-trust laws.

Japan Tea Shortage.

A tea merchant writes objecting to the widely-quoted statement to the effect that there need be no apprehension of a shortage of tea on account of the deficiency in Japan, because the supplies from Ceylon and India are unusually fine and large. He says that the India teas cannot take the place of Congous, Foochows and Amoy, the crops of all of which have fallen off about 25 per cent. The present prices of teas from China and Japan, he says, are lower than they have been for several years.

Bit by bit the immensely valuable real estate in Denver once owned by Senator Tabor has passed out of his possession, until now the only property standing in his name consists of sixteen lots surrounding the family homestead. This, too, will go to creditors under a foreclosure. There are two mortgages on it, amounting, with interest, to \$35,000, and the house and land will hardly realize that amount. Not long ago Senator Tabor was ranked among Colorado's richest men, but misfortunes of various kinds have left him practically penniless.

A statement issued by the Agricultural Department shows that the total commerce of the United States, including imports and exports, for the ten years ending June 30 last, was \$16,013,205,388, or a yearly average of more than \$1,600,000,000. Compared with the annual average of this ten-year period, the statement says the figures for 1896 show an upward tendency not quite so marked as the gain over 1895, but sufficient to warrant the hope, that unless some new disturbing factor arises, the commercial depression of 1894-95 is a thing of the past, and our commerce, the measure of general prosperity, will soon resume its former dimensions.

The first cargo of Hawaiian sugar ever landed in Boston arrived there the other day. The cargo consisted of 48,315 sacks.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—\$5,000 STOCK OF CLOTHING, hats, caps and furnishings—only clothing stock in one of the best towns of 2,200 inhabitants in Southern Michigan. Sales are strictly cash. Reason for selling, other business. Address No. 130, care Michigan Tradesman, for full particulars. 131

WANTED—A FEW HUNDRED CORDS OF first-class, thoroughly seasoned 16-inch beech and maple wood, in exchange for flour, feed, meal, grain, hay or anything else in our line. State price f. o. b. your station. Thos. E. Wykes & CO., Grand Rapids, Mich. 129

TO TRADE A FINE FARM OF 160 ACRES of good heavy land, good buildings, orchard, horses, cows, large crops of all kinds and farming tools, all free and clear of mortgage, to trade for a stock of goods, value \$6,500. If you mean business, address No. 123, care Michigan Tradesman. 128

FOR SALE—WELL-SELECTED STOCK OF groceries, with fine cash trade, established in the best city in Michigan. Will accept small cash payment down and the purchaser's own time for the balance, with approved security. Address J. L., care Carrier No. 27, Grand Rapids. 126

WANTED—STOCK GENERAL MERCHANDISE for cash and real estate. Prefer location near Grand Rapids. Address C, care Michigan Tradesman. 124

EXCELLENT OPPORTUNITY FOR DRY goods in Cadillac. Best location in the city to rent. Possession by December 1. Address immediately Lock Box 188, Cadillac, Mich. 125

FOR SALE—BABY SIEGLE & COOPER stock. We sell most everything; good business; rent, \$20 per month; size of store, 27 x 100; two floors; main part of city; stock new; slick news, reason for selling. Address J. Clark, care Michigan Tradesman. 119

ALTO AFFORDS AN EXCELLENT OPENING for a grain buyer who has sufficient capital to erect and conduct an elevator; also a hardware dealer who is able to carry a stock of \$1,500 to \$2,500. The town is surrounded by well-to-do farmers and is tributary to an excellent trade. Address No. 118, care Michigan Tradesman. 118

FOR SALE—DRUG STOCK AND FIXTURES with double soda fountain. Doing good business in good city. Good reasons for selling. Address No. 120, care Michigan Tradesman. 120

FOR SALE—IMPROVED 80 ACRE FARM IN Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Muskegon. 110

FOR SALE—STOCK OF TINWARE, INCLUDING tools and patterns. Excellent location for good workman. Rent low. Reason for selling, other business. Nuggie & Gordon, Hopkins Station, Mich. 107

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

MISCELLANEOUS.

WANTED—POSITION BY DRUGGIST. Experienced in both wholesale and retail business. Can furnish best references. R. F. Graves, 297 Clancy street, Grand Rapids. 127

WANTED—REGISTERED PHARMACIST (single name preferred). Wages nominal. Address No. 122, care Michigan Tradesman. 122

WANTED—POSITION BY REGISTERED pharmacist of fifteen years' practical experience; best of references. Address Lock Box 24, Newaygo, Mich. 117

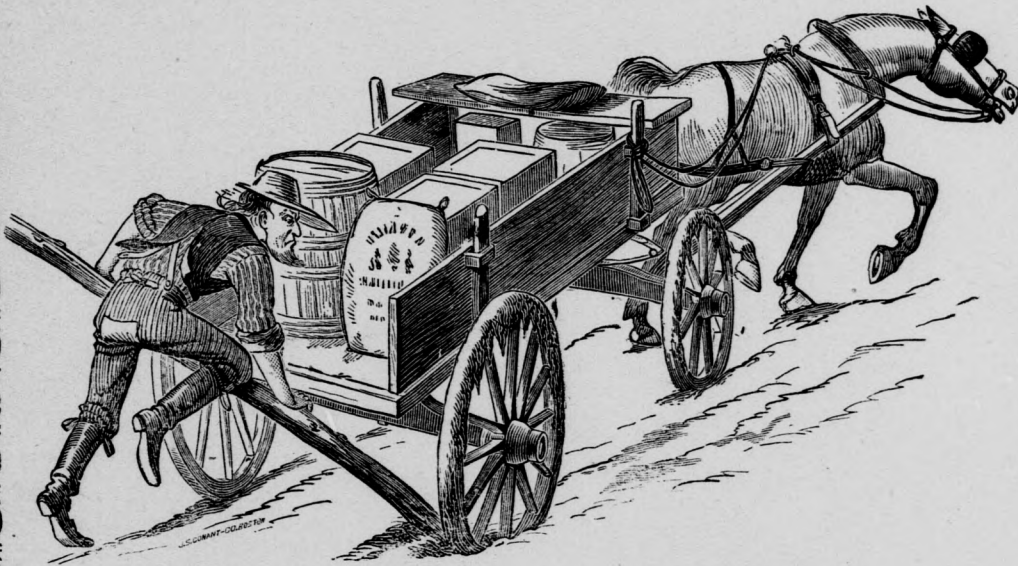
WANTED—BAKER FOR GENERAL BAKING business. Address Lock Box 636, Eaton Rapids, Mich. 114

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Cogle Brothers, 173 South Water Street, Chicago, for daily market reports. 26

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 959

Get Out of the Old Rut



By discarding antiquated business methods and adopting those in keeping with the progressive spirit of the age. If you are still using the pass book, you should lose no time in abandoning that system, supplying its place with a system which enables the merchant to avoid all the losses and annoyances incident to **moss grown methods**. We refer, of course, to the coupon book system, of which we were the originators and have always been the largest manufacturers, our output being larger than that of all other coupon book makers combined. We make four different grades of coupon books, carrying six denominations (\$1, \$2, \$3, \$5, \$10 and \$20 books) of each in stock at all times, and, when required, furnish specially printed books, or books made from specially designed and engraved plates.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same on blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is *PRIMA FACIE* evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

If you are not using the coupon book system, or are dissatisfied with the inferior books put out by our imitators, you are invited to write for samples of our several styles of books and illustrated price list.

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO Sept. 7, 1896 and West Michigan R'y

Going to Chicago.
Lv. G'd. Rapids 8:30am 1:25pm +11:00pm
Ar. Chicago 3:00pm 6:50pm + 6:30am

Returning from Chicago.
Lv. Chicago 7:20am 5:00pm +11:30pm
Ar. G'd. Rapids 1:25pm 10:30pm + 6:10am

Muskegon via Waverly.
Lv. G'd. Rapids 8:30am 1:25pm 6:25pm
Ar. G'd. Rapids 10:15am 10:30pm

Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids 7:20am 5:30pm
Ar. Manistee 12:05pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm
Trains arrive from north at 1:00p.m. and 9:50 p.m.

PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car for Traverse City leaves Grand Rapids 7:30am.
†Every day. Others week days only.

DETROIT, Lansing & Northern R. R. June 28, 1896

Going to Detroit.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. Detroit 11:40am 5:40pm 10:10pm

Returning from Detroit.
Lv. Detroit 7:40am 1:10pm 6:00pm
Ar. Grand Rapids 12:30pm 5:20pm 10:45pm

Saginaw, Alma and St. Louis.
Lv. G R 7:00am 4:20pm Ar. G R 11:55am 9:15pm

To and from Lowell.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:30pm 5:20pm

THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div.

Eastward.

	+No. 14	+No. 16	+No. 18	*No. 82
Lv. G'd Rapids	6:45am	10:20am	3:25pm	11:00pm
Ar. Tonja	7:40am	11:25am	4:27pm	12:35am
Ar. St. Johns	8:25am	12:17pm	5:20pm	1:25am
Ar. Owosso	9:00am	1:20pm	6:05pm	3:10am
Ar. E. Saginaw	10:50am	3:47pm	8:00pm	6:40am
Ar. Bay City	11:30am	4:35pm	8:37pm	7:15am
Ar. Flint	10:05am	3:45pm	7:05pm	5:40am
Ar. Pt. Huron	12:05pm	5:50pm	8:50pm	7:30am
Ar. Pontiac	10:53am	3:05pm	8:25pm	5:37am
Ar. Detroit	11:50am	4:05pm	9:25pm	7:05am

Westward.

For G'd Haven and Intermediate Pts. *7:00am
For G'd Haven and Muskegon +1:00pm
For G'd Haven and Intermediate Pts. +5:05pm
For G'd Haven and Milwaukee 10:05pm
†Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 4:48p.m., 10:00p.m. Trains arrive from the west, 6:40a.m., 10:10a.m., 3:15p.m., 9:55p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 8 Parlor car. No. 82 Wagner sleeper.
Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.
JAS. CAMPBELL, City Pass. Agent.

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

Northern Div.

	Leave	Arrive
Trav. C'y, Petoskey & Mack	+ 7:45am	+ 5:15pm
Trav. C'y, Petoskey & Mack	+ 2:15pm	+ 6:30am
Cadillac	+ 5:25pm	+ 11:10am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

Southern Div.

	Leave	Arrive
Cincinnati	+ 7:10am	+ 8:25pm
Ft. Wayne	+ 2:00pm	+ 1:55pm
Cincinnati	+ 7:00pm	+ 7:25am

7:10a.m. train has parlor car to Cincinnati.
7:00p.m. train has sleeping car to Cincinnati.

Muskegon Trains.

GOING WEST.
Lv. G'd Rapids +7:35am +1:00pm +5:40pm
Ar. Muskegon 9:00am 2:10pm 7:05pm

GOING EAST.
Lv. Muskegon +8:10am +11:45am +4:00pm
Ar. G'd Rapids 9:30am 12:55pm 5:20pm

†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Every Merchant

Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

TRADESMAN COMPANY, Grand Rapids

An Accurate,
Sleepless

Salesman



A Strict,
Watchful

Accountant

IS

The Dayton Computing Scale System

It saves its cost in less time
than we ask you to pay for it.

The Computing Scale Co.

Dayton, Ohio, U. S. A.



THE GAIL BORDEN EAGLE BRAND

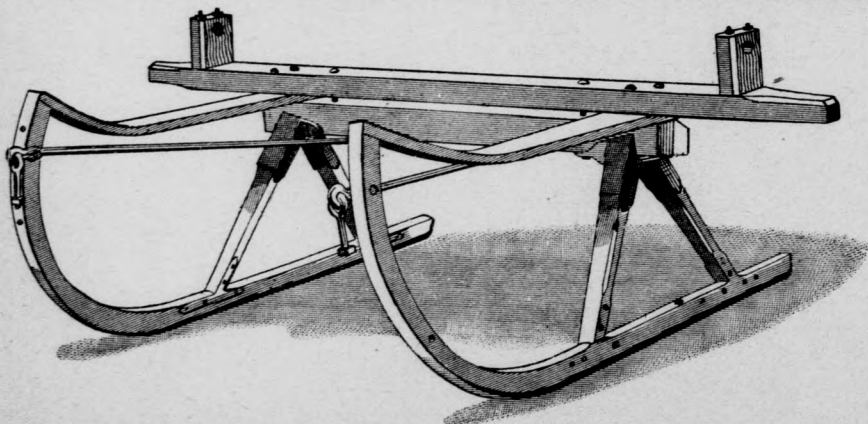
CONDENSED MILK is a staple article ; sold every-
where, and as an infant food has no equal.

All reliable dealers sell it and it is a good stock for
jobbers to carry. Prepared and guaranteed by the

THE NEW YORK CONDENSED MILK COMPANY

IT HAS NO EQUAL

For Quotations See Price Columns.



Our New Hub Runner.

In Time of Peace Prepare for War

Winter is coming and sleighs will be needed.
We make a full line of

Patent Delivery and
Pleasure Sleighs.

WRITE FOR PRICE LIST.

The Belknap Wagon Co.,

GRAND RAPIDS, MICH.