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Volume XIV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 18, 1896.

Number 687



KNEIPP MALT COFFEE

A PURE MALT SUBSTITUTE FOR COFFEE

MANUFACTURED BY

KNEIPP MALT FOOD CO.

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



We can sell you
ANY KIND QUANTITY PRICE COAL
LIME OR CEMENT.

S. A. MORMAN & CO.,
19 Lyon St., Grand Rapids, Mich.

Snedicor & Hathaway

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

DRIVING SHOES,
MEN'S AND BOYS' GRAIN SHOES.

C. E. Smith Shoe Co., Agts. for Mich., O. and Ind

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St., - Grand Rapids.

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Established 1780.

Walter Baker & Co., Ltd.

Dorchester, Mass.,
The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE 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.

DO YOU WANT A PERFECT FLOUR?



One that you can depend on giving your trade the best possible satisfaction?

It's a strictly high grade Minnesota Patent Flour and we guarantee every sack or barrel to be unsurpassed. Drop us a line for delivered prices.

We will make high grade goods and low prices an inducement to buy your flour and millstuffs here.

JOHN H. EBELING,
GREEN BAY, WIS.

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.

We have a Western Union operator in our office and direct line to Chicago. We are posted on the markets and we will be glad to keep you posted. We will advise you to the best of our ability if you write or wire. We have a long distance "Phone." We have every modern appliance for doing business quick. We are constantly improving all along the line. We have competent men watching every detail. We buy and grind only No. 1 wheat. We are selling more

"LILY WHITE FLOUR"

than ever before. Is it any wonder?

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

I. W. LAMB, Pres. and Supt.
E. L. WATKINS, Sec'y.

C. H. CALKINS, Vice-Pres.
C. G. FREEMAN, Treas.

The Lamb Glove and Mitten Co.

PERRY, MICH., U. S. A.

MANUFACTURERS OF

High Grade Gloves and Mittens

Made from Pure American and
Australian Wools and the Finest Quality of Silks.

Season of 1896-97.

This Company controls a large number of the latest and best inventions of Mr. I. W. Lamb, the originator and inventor of the Lamb Knitting Machine, who is recognized as the Leader in originating designs for High Grade Gloves and Mittens, in the invention of machines for their production, and also in the manufacture of the goods.

We will be pleased to send samples for examination — Express prepaid — to responsible dealers in any part of the Union. Any portion, or all, of these samples may be returned at our expense.

Dealers will consult their own interests by examining these goods. We are sending out THREE lines of these samples, as follows:

Line No. 1, for Men, Women and Children, consisting of 18 pairs.

Line No. 2, for Men and Boys only, consisting of 12 pairs.

Line No. 3, for Ladies, Boys and Children, consisting of 12 pairs.

In ordering samples please to say which line you wish.
Goods shipped at once, and satisfaction guaranteed.

CORTICELLI WASH AND FILO

ALL THE LATEST COLORS.



P. STEKETEE & SONS, Grand Rapids, Mich.

We have an immense line of



DUCK, MACKINAW AND KERSEY
COATS, KERSEY PANTS, LUM-
BERMAN'S SOCKS, MITTENS,
BLANKETS AND COMFORTABLES.

VOIGT HERPOLSHEIMER & CO.,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

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.

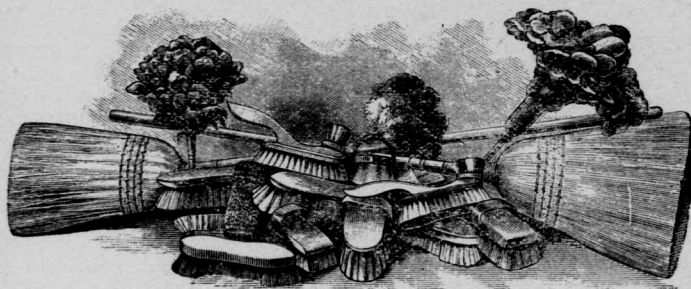
ARMOUR'S WASHING POWDER:

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

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

DETROIT BRUSH WORKS

L. CRABB & SON, Proprietors.



30 and 32 Ash Street, Detroit, Mich.

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.

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.

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THE Grand Rapids FIRE INS. CO.
 Prompt, Conservative, Safe.
 J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

The Michigan Trust Co.,
 Grand Rapids, Mich.
 Acts as Executor, Administrator,
 Guardian, Trustee.
 Send for copy of our pamphlet, "Laws of the
 State of Michigan on Descent and Distribution
 of Property."

COLUMBIAN TRANSFER COMPANY
 CARRIAGES, BAGGAGE
 AND FREIGHT WAGONS
 15 and 17 North Waterloo St.,
 Telephone 381-1 Grand Rapids.

Commercial Credit Co.,
 (Limited)
 ESTABLISHED 1886.
 Reports and Collections.
 411-412-413 Widdicom Bldg., Grand Rapids.

NOTICE TO HOOPMAKERS
 CASH PAID for round and raked hoops at
 shipping stations on D. L. & N., C. & W. M.,
 G. R. & L. T. S. & M., M. C., A. A., D., G. H. &
 M., M. & N. E., L. S. & M. S. railroads.
ROUND & RACKED HOOP CO.,
 423 Widdicom Bldg., Grand Rapids, Mich.

Every Dollar
 Invested in Tradesman Company's
 COUPON BOOKS will yield hand
 some returns in saving book-keeping.
 besides the assurance that no charge
 is forgotten. Write
TRADESMAN COMPANY, Grand Rapids

William Connor
 will be at Sweet's Hotel, Grand
 Rapids, Mich., on Friday and
 Saturday, Nov. 27 and 28, with
 his Fall and Winter line of
**Michael Kolb & Son's Ready
 Made Clothing.** He then leaves
 for Rochester, N. Y., for a
 complete line of Spring goods.
 Those wanting anything right
 away drop a line to Mr. Connor,
 Box 346, Marshall, Mich., and he
 will soon be with you.

The.....
**PREFERRED
 BANKERS
 LIFE
 ASSURANCE
 COMPANY**
of MICHIGAN
 Incorporated by 100 Michigan Bankers. Pays
 all death claims promptly and in full. This
 Company sold Two and One-half Millions of In-
 surance in Michigan in 1896, and is being ad-
 mitted into seven of the Northwestern States at
 this time. The most desirable plan before the
 people. Sound and Cheap.
 Home office, DETROIT, Michigan.

WORK AT GOOD PAY. For particulars ad-
 dress the CLASP COMPANY,
 BUCHANAN, MICH.

Necessary Financial Legislation.
 Difficulties to be dealt with in any at-
 tempt to relieve the financial embarrass-
 ments of a national government may be
 either economical or political. There
 is certainly no insuperable barrier on
 the former account in the case of the
 United States. Nothing in modern
 history is more wonderful than the un-
 impaired credit of the Government of
 this country when all the elements
 which underlie its solvency are taken
 into consideration. Two factors have
 been all along involved, the honest in-
 tention and the ability of the nation to
 meet all its obligations in the strictest
 sense of public honor, in the spirit as
 well as in the letter of its contracts. The
 ease with which enormous sums have
 been recently raised by the sale of
 bonds at a moderate rate of interest,
 and the premium which those bonds
 have commanded in the markets of the
 world, attest beyond all cavil the faith
 which everywhere prevails in the integ-
 rity and resources of the people of the
 United States. This faith was but
 slightly shaken by the great struggle
 which has just been brought to a for-
 tunate conclusion. Foreign investors
 did, indeed, await the development of
 events; but they waited with confidence,
 and this country and the world abroad
 have happily escaped the consequence
 of the panic and general demoralization
 of trade and industry which a different
 feeling on their part might very easily
 have occasioned. The evident resolu-
 tion of this great nation not only to pay
 the interest, but actually to pay off its
 immense war debt in the world's best
 money, and the rapidity with which
 that debt has been reduced, have been
 the sufficient guarantees of this confi-
 dence, over against the fanciful pro-
 posals of a numerous school of imagina-
 tive and speculative financiers. The
 conclusive fact of prompt and actual
 payment was always in evidence, and
 the people of the Old World have still
 been ready to trust the great republic of
 the Western Hemisphere.

The financial difficulties with which
 the Government of this country has to
 deal are, therefore, purely political. It
 would be a great mistake to suppose,
 however, that they have been wholly
 obviated by the triumph of a sound-
 money victory in the last national elec-
 tion. The conclusion determined by
 that election is quite general in its na-
 ture. Practical questions of detail,
 questions of prodigious importance,
 press for immediate and definite settle-
 ment. It is not too much to say that the
 currency system of the United States is
 unduly intricate and complicated, or
 that it imposes wholly unnecessary
 burdens and no embarrassments upon
 the General Government. The story of
 the origin of that situation would be
 overlong to tell in one brief article.
 Its conclusion is all summed up in the
 statement that the Government has been
 forced into the banking business. It is
 compelled to meet its own notes with
 gold upon demand to the tune of some-
 thing like \$500,000,000, and the present
 law does not permit it to retire those
 notes once for all when it has taken

them up. It has been contended, and
 it need not be denied, that a strict con-
 struction of the law would allow the re-
 demption of those notes in silver; but
 it has been the uniform judgment of
 every administration which has had to
 deal with this question that the parity
 of gold and silver dollars could only be
 maintained by the unhesitating re-
 demption of the Government's paper
 in gold upon demand. Every private
 as well as every public interest hinges
 upon the possibility of carrying this
 policy into effect; but plainly the Gov-
 ernment cannot undertake this task
 without assuming the functions of a
 national bank. The Government has
 gone into the banking business; it is in
 the banking business without the ordi-
 nary resources of normally constituted
 banks. It has, in point of fact, practi-
 cally no resource but taxation. It re-
 ceives no deposits which it is at liberty
 to use as other banking institutions use
 their deposits. Every dollar of coin de-
 posited with the Government is repre-
 sented by a gold or silver certificate in
 circulation, which must be redeemed in
 the appropriate metal upon presenta-
 tion. On the other hand, taxes may be
 paid in any lawful money. The Gov-
 ernment has no certain means of secur-
 ing gold, and since 1892, until quite
 recently, it has been able to maintain
 its gold reserve only by the sale of
 bonds. In this way an enormous inter-
 est bearing debt has been gradually ac-
 cumulating, without reducing to the ex-
 tent of one dollar the already existing
 non-interest bearing debt in the form of
 greenbacks and the treasury notes of
 1890. The Government's demand notes
 not only represent a debt in themselves,
 but they are the source of another and
 constantly growing debt.

It is not worth while to dwell upon
 the absurdity of this anomalous condi-
 tion. The practical question is: How
 can the country best escape from it?
 At the close of Mr. Cleveland's first
 term, ninety per cent. of the duties at
 the port of New York were collected in
 gold. The Government received a re-
 dundant income and had gold to spare.
 In those days there was no question of
 the Government's ability to redeem its
 notes in gold, and there was no such
 thing as a run upon the treasury. The
 tide changed with the excessive expendi-
 tures of the succeeding administra-
 tion and the passage of the Sherman law
 in 1890. When Mr. Cleveland returned
 to office the surplus was gone, and the
 treasury was in sight of a deficit. The
 gold receipts at New York had dwindled
 to four or five per cent., and for some
 weeks before the extra session of Con-
 gress was convened, in 1893, not a dol-
 lar of gold was collected at that port.
 The indeterminate propositions, the
 stormy and angry agitations of free sil-
 ver since that time, may account for the
 continued unwillingness of importers to
 pay in gold. What measure of relief
 will now ensue upon the popular tri-
 umph of the cause of sound money is
 problematical. Something, no doubt,
 may be hoped on that account; but ex-
 porters have fallen into the habit of
 looking to the treasury as the cheapest

source of a gold supply in case of need,
 and a shifting in the balance of trade
 may at any time induce another raid
 upon the Government's gold reserve.
 No such danger could be apprehended if
 the greenbacks and the treasury notes
 of 1890 were retired once for all from
 circulation. The so-called Baltimore
 plan was proposed with that end in
 view. Mr. Carlisle suggested a similar
 plan with some modifications. Comp-
 troller Eckels recommended yet another.
 The Baltimore bankers looked mainly
 to the fact that the present basis of bank
 issues would be gone with the redem-
 tion of the bonds which constitute the
 guarantee of their circulation. The
 treasury officials were mainly impressed
 with the importance of getting rid of
 the drain upon the treasury consequent
 upon the enforced redemption of the
 Government's demand notes. But
 Congress rejected all of these plans,
 and no man of any party, neither in the
 House nor the Senate, was able to for-
 mulate a plan which could command a
 majority support.

So the case stands to-day. It would
 be vain to expect relief from Congress
 in its present inchoate condition; but
 it now appears probable that in the
 next Congress there will be a majority
 for the gold standard in both houses.
 In that case, there ought to be no in-
 superable barrier to constructive and
 remedial legislation.

FRANK STOWELL.

Shirt Waists for 1897.

From the New York Dry Goods Economist.

Regardless of the disfavor with which
 separate waists have been looked upon
 by leading foreign and domestic mod-
 istes, the present indications are that
 they will renew, if not surpass, their
 old-time popularity during the coming
 spring and summer seasons.

This method of gowning has never
 been favored by dressmakers, owing
 principally to the fact that it is econom-
 ical to the wearers and results in a loss
 of business to them. During the past
 two seasons leading Parisian designers
 have tried in vain to popularize some
 fashions which would supplant a mode
 of dressing so injurious to their busi-
 ness, especially among their American
 patrons, where the shirt waist, accepted
 as an American institution, prevails.

Judging from the care and expense
 which are being bestowed in the prepa-
 ration of these lines for the coming sea-
 son's trade, and the attractive and varied
 assortments of inviting styles in which
 they will be obtainable, nothing but an
 upheaval can prevent them exceeding
 their former popularity with the fash-
 ionable trade.

The variety in designs of fabric is
 quite as large as that in the style of
 making up, while the production of
 each line is jealously guarded by its
 maker, in the hope of preventing copy-
 ing and the expectation of springing a
 grand surprise on both competitor and
 customer on the final opening day,
 which is generally set for about the
 middle of the month.

The English experience of the Pacific
 Coast Borax Co. has been profitable. It
 was last June that the international con-
 nections were formed, and the busi-
 ness since then has earned a dividend
 of 12 per cent. on the ordinary capital.
 Stockholders received 6 per cent. and
 the balance was carried over.

Getting the People

Side Lights on Advertising.

Advertise your business and not yourself. You are not for sale—it is your goods.

* * *

The advertiser and the poet possess a common grievance, for it is seldom that either secures a rate per line entirely satisfactory to himself.

* * *

The goat eats up the posters, the wastebasket gets the circulars, the rag man lugs off the haudbills, but newspapers with their advertisements are saved and read by the people.

* * *

Your advertisement is your witness before the jury of public opinion. It must tell the truth, and nothing but the truth, for a discredited witness is not only no help—it is a positive detriment.

* * *

It is far better to simply mention the article you have on sale, in conjunction with the sale price, than to persuade the public into believing that you are giving them two dollars for one if you are not.

* * *

The orator, by his immediate presence and by a strong voice, influences the emotions of the public on public questions. The advertiser at a distance silently directs the feelings of the public on their private expenditures.

* * *

The business man who would prosper will find it as necessary to pay advertising bills as grocery bills. It may be remarked, in passing, that the business man who has no advertising bills to pay generally finds it difficult to pay his grocery bills.

* * *

It is no disgrace to use another's ideas to your own profit. It is rather creditable to a man's sense of good judgment to be able to appreciate the merit in a clever suggestion and so far forget his false pride as to come out boldly and endorse the cleverness by adapting it for his own gain.

* * *

No matter how small an advertisement is, don't let it look crowded. Better leave out something than to join it with small type close to its limits. Better sacrifice display type and drop down into solid agate than not to have white space enough to give a readable look to it.

* * *

You recognize an old friend wherever you see him. Advertisements become old friends when you see them in the same dress of type or display, year after year, and your eye will pick them out in the most crowded page or publication. This is the argument that sustains the man who never changes the general appearance of his advertisement, no matter how much he changes the matter in it.

* * *

If it's good policy to rent display windows in the main city thoroughfare, where a couple of thousand of possible buyers will see them every day, it's much better policy to rent display advertising in the leading newspapers, where tens of thousands of possible buyers can't help seeing—not when they are hurrying through the crowded streets in any mood but that of buying, but when they are sitting down quietly at home in the mood of considering what they want to buy and where to buy it?

* * *

A house which stands well commercially, and has frequently been compli-

mented upon its progressiveness and push, has on more than one occasion advertised in a way which was offensive to many, both because of the wording of the reading matter and the suggestive character of the illustrations accompanying the same. This house is about to issue more advertising matter of the same style, consequently it must have been found sufficiently profitable to warrant its continuance. Such advertising attracts immediate attention, but publicity is not the only requirement of advertising, and it is a question whether anything which is vulgar, and to many objectionable, pays as well in the end as the clean, bright, newsy advertisement which amuses and instructs without arousing any unfavorable criticism.

* * *

We are told by the proprietor of a manufacturing establishment, who is necessarily familiar with the facts, that there has been during the present year an immense increase in the sale of certain patent medicines. In a number of cases which he mentioned as within his knowledge, the sales have been twice, thrice, four times, five times or ten times as great as those of any previous year. It is his opinion that this increase is due to the extent to which these preparations have been advertised this year. The regular physicians of the city, who are prohibited from advertising by the code of medical ethics, must be interested in knowing what we have learned about this subject. Huge fortunes are built up by the owners of the patent medicine factories.

* * *

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

Shoes for Every Occasion.

Ours is a complete shoe store; nothing is missed. We scour the markets for the best things and we buy of those who can sell them to us cheapest.

Whether you want a walking boot, a patent leather dress shoe, a working shoe, or a party slipper, it is here! Come for it!

Shoes and slippers for the infants, shoes and slippers for the old folks. And prices are always right.

"Doctor Up."

Changeable weather between two seasons encourages your chronic trouble and inflicts upon you much petty sickness. Better ward it off. A few cents may prevent it where many dollars would not cure it. If you have a prescription to be filled bring it to us. We handle only the purest and best drugs. Your wants are given the most careful attention by experienced pharmacists.

Genuine vs. Bogus.

There was a \$5,000 violin stolen in New York recently. At the trial of the supposed thief several violins were shown, costing but a few dollars each, which were painted and shaped to look just like the precious Stradivarius. This was done to fool the jury. A witness played the instrument and the fraud was at once detected. They are doing the same thing with Overcoats now-a-days. A little wear will at once detect the fraud, though. Ours are the right sort, right in fashion and in fabric.

H. Leonard & Sons' Letter.

Grand Rapids, Nov. 18, 1896.

To Subscribers of the Michigan Tradesman:

Gentlemen:—We are very well pleased, indeed, with the responses to our recent letters to dealers in our line through this medium. We are happy to say that we have heard from them from many unexpected sources and that we are now crowded with orders to a larger extent than ever before at this season. Our lines are constantly being filled up from late foreign importations, our receipts for this week being one entire carload from Europe, besides very large lots from factories in various parts of this country. You will be especially well pleased with our assortment, which is larger than ever before, and also with our prices, which are much cheaper than in former years.

The fact is, people are just beginning to realize that decorated china of a thin, fine quality is now for the first time within the reach of the smallest purse. This is, undoubtedly, the reason that is making our line of china so popular. Many of our customers, who have come in intending to place a comparatively small order for holiday goods, have found the variety so large and the prices so low that it seems almost invariable that orders are doubled or trebled beyond their first intentions. Customers who bought their first bills of fancy china for the holidays sixty days ago have been obliged to fill up their stocks several times since. We are therefore very anxious that the trade should know and appreciate the fact that they can buy a complete line of holiday goods from us, and that they should come in and see our lines in person, whenever possible. If it is so that any dealers cannot well leave their stores, we shall be pleased to correspond with them, to the end of making some arrangement by which we can show our line.

With thanks for many favors, we remain,

Sincerely yours,

H. LEONARD & SONS.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 14—One of the nicest grocery departments New York has ever seen was that which occupied the basement of the store of the defunct firm of Hilton, Hughes & Co. It embraced first-class goods of all kinds and the arrangement was perfect. The whole stock, of course, came into possession of John Wanamaker, of Philadelphia, who has sold it to Thomas Martindale & Co., also of Philadelphia, whither it has been transported. There were ten or a dozen carloads of goods, and the consensus of opinion is that Wanamaker has done well to dispose of it. Someway there is a prejudice among the best class of people against having their satins and silks and sugar and sausages from the same establishment. Of course, the retail grocers are pleased, for it takes away a big competitor.

In the streets in the vicinity of Washington Market the sidewalks have been for many years occupied by stands, and an effort is now being made to remove the obstructions. There seems to be but one retailer among them all who believes in keeping the sidewalks clear and he has brought vials of wrath upon his head by the stand he has taken. The fight is a lively one and, while it is hoped that they may succeed in clearing the sidewalks, the authorities have a big job on hand.

Business during the past week has been satisfactory. The weather has been better and more buyers have been in town. With so many mills and factories springing up all over the country, the people are buying more liberally in all directions. If this condition keeps up, it is altogether likely that 1897 will be what Armsby of Chicago used to call an "eating year." Prices are firm in nearly all lines and on some there has been some advance.

The coffee market is hardly as firm as a week ago. Rio No. 7 on the spot is now quoted at 10½¢ and this seems to be the top. Stocks are large and the prospects are that the supply will continue to be more than sufficient to meet the demand for the remainder of the year. The visible supply in this country is 123,417 bags more than at the same time last year and about 188,000 greater than two years ago. There is a rumor on the street that the Brazilian government is buying coffee to be shipped to the United States. This rumor has exerted a rather depressing influence. Mild coffees are steady and there has been a pretty fair demand. Supplies are quite sufficient and there has been no change in quotations.

The tea market continues firm and the recent advances are still held, especially for Formosa Oolongs, which are steady. More confidence is shown in green teas and Japan grades are steady.

The sugar market has felt the influence of the general improvement in business and raws have advanced. Sales are made at figures which show considerable confidence in the situation. Refined, in sympathy with raws, are higher and firm and the demand has been so good as to overtake production. Refiners are behind with their orders, although they will not remain so many days. At this writing granulated is worth \$4.50. The output of beet sugar in October, in Germany and Austria, was much larger than was expected and this has caused a weakening of foreign markets.

The tide of the rice market is steady, although there has been no material change. The demand is hardly as brisk as dealers had hoped for and those who purchase seem to be taking only enough for daily needs. Carolina and Louisiana choice to fancy are quotable at 5@5¼¢. Prices for domestic are much above those of foreign, which may account for the enlarged demand in the imported sorts.

The spice market is decidedly monotonous. There has been scarcely any change, one way or the other, and the general situation shows no improve-

ment. Trading has been light in an invoice way.

Fancy grades of new crop open-kettle molasses are firm. The receipts are moderate and the demand is sufficient to keep the market well cleared up. The range is from 25@35¢ for common to prime. Foreign molasses meets with about the average demand. Porto Rica is selling from 28@33¢.

The syrup market is practically unchanged, although there is, perhaps, more inquiry for the best grades. Quotations remain without change.

In canned goods there is a good demand and the market is firm at the highest figures made this season. Stocks in first hands are light and, now that everybody is trying to buy goods, they find that canned goods are not to be had at the old figures, and sellers are in a position to tell buyers to "take them or leave them." Peas, tomatoes and corn are among the articles most sought after and the demand for these is excellent. As time goes on it becomes quite evident that there will be no great surplus of these staples and quotations promise to advance still further. Philadelphia and Baltimore both report strong markets.

Lemons and oranges are rather quiet, the former being in especially light request. Supplies are amply sufficient to meet all wants. First shipments of California oranges are now due, and this will tend to make lower prices for Jamaicas, which have constituted our supplies for some time. Bananas and pineapples are selling in an everyday manner and prices remain without change.

The butter market is firm and, with better demand and smaller supplies, quotations have advanced to 20½¢ for strictly fancy fresh creamery. The market is firm at this figure. A good share of the stock arriving is hardly up to the mark.

There is no material change in the cheese situation. The market is quiet and dealers are indifferent. There is not an excessive supply of fancy September cheese; still there is enough to meet the demand. Some October made white cheese sold on Thursday for 10¢, but the quality was excellent. The general quotation is from 9½@9¾¢. Small size full cream quiet.

Receipts of eggs are light and quotations have advanced to a price that has checked demand. When the wholesale price of eggs reaches 24¢, as is the case at present, people are not using them to any great extent. Fancy near-by eggs are worth from 26@27¢, choice Western, 24¢.

The bean market is rather weak, the choicest grade of marrow beans being quoted at \$1.15, nominally; medium, \$1.25; pea, \$1.15.

Temptation Was Too Great.

"Whatever induced you to marry me, anyway, if I am so distasteful to you?" he asked fiercely.

"I think it was the advertisements," she said.

"The what?"

"The advertisements. The household bargains, you know. I thought it would be so lovely to go to the department stores and buy icepicks for nine cents, real eight-cent dippers for only one cent, and all that sort of thing. Of course, I had no use for that sort of stuff as long as I remained single."

The Clerk Was Candid.

Customer to clerk—Will this piece of goods wash?

Smart clerk—No, madam, it will not. It will run, fade, shrink and ravel, but it will not wash. I am afraid, madam, you will be compelled to have your washing done in the same old way.

Her Bargain Craze.

"I saw Mrs. Shopper going into an auction sale Monday. Isn't her craze for bargains extraordinary?"

"Yes, indeed. I believe she would die happy if she could be laid out on a bargain counter and be buried as a remnant."

Strictly
Straight
Flour...



Allegan City Roller Mill
Guard, Fairfield & Co.

Our Brands: WHITE FOAM, GOLDEN ANCHOR, BELLE OF ALLEGAN, SNOW FLAKE.
Our Specialties: BUCKWHEAT FLOUR, GRAHAM FLOUR, RYE FLOUR, BOLTED MEAL.

ALLEGAN, MICH.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

The Cakes made from ...



Walsh = De Roo Buckwheat Flour

Look like ...
Taste like ...
They are ... BUCKWHEAT

The Flour is not as white as some of the adulterated kinds, but we don't make it to look at.

JUDGE IT BY THE CAKES.

Warranted Strictly Pure, Wholesome and Delicious.

Orders and inquiries solicited. MILLS AT HOLLAND, MICH.

CERESOTA

WE HAVE purchased the entire stock of the Michigan Spice Co. (formerly known as the Telfer Spice Co.) and are in shape to fill all orders for brands of goods formerly carried in stock by that house, except coffees, which we decline to take on account of our connection with Dwinell, Wright & Co., whose brands are universally acknowledged to be superior to any others on the market.

We have a full line of Absolute Teas, Baking Powder, Spices, etc., and have secured the services of Mr. Peter Lankester, formerly manager of the Michigan Spice Co., who will be pleased to hear from his old friends in his new connection.

OLNEY & JUDSON GROCER CO.

GRAND RAPIDS, MICH.

CERESOTA

Around the State

Movements of Merchants.

Belding—G. V. Snyder has opened a new grocery store.

Baraga—The Nestor estate has started four camps since election.

Vermontville—Folger & Campbell have opened a meat market.

Morenci—Fred E. Osgood succeeds Shaftoe & Osgood in the laundry business.

Big Rapids—Chas. Winebrenner has opened a meat market in the building south of the City Bakery.

Jackson—Charles Patterson, formerly with E. T. Webb, has been engaged as manager of the Brooks Drug Co.'s store.

Big Rapids—J. K. Sharpe & Co. have purchased the grocery stock of C. Winebrenner and it will probably be placed in charge of T. J. Sharpe.

Kalamazoo—Hyman Bros. have opened a grocery store at the corner of Portage and Vine streets. The stock was furnished by B. L. Desenberg & Co.

Belding—Geo. W. French has sold a portion of his jewelry stock to Will Ricaby and will move the remainder of it to Ionia, where he has leased a store.

St. Ignace—Miss Dora M. Ramsay, who has been book-keeper for McArthur Bros. & Co., will return to Cheboygan, now that McArthur Bros. & Co. have sold out.

Leroy—Frank Smith announces his intention of closing out his general stock here, when he will remove to Manton and devote his entire attention to his general store at that place.

Manistique—The Weston Furnace Co. is getting ready to go into blast. This is one of the largest charcoal furnaces in the country, having a capacity of 100 tons of pig iron per day. It has been out of blast two years.

Hudsonville—C. K. Hoyt & Co. have sold their general stock to W. G. Barnaby and F. L. Chamberlain, who will continue the business under the style of Barnaby & Chamberlain. Mr. Hoyt has removed to Grand Haven to take the position of County Clerk, to which position he was elected two weeks ago.

Owosso—Chas. C. Duff has retired from the grocery firm of Duff & Detwiler and will spend the winter in the South. He has been actively identified with the business interests of Owosso for thirty-one years and insists that he is now entitled to a well-earned rest. The business will be continued at the same location by Mr. Detwiler.

Ovid—B. Marvin, Ovid's pioneer dry goods dealer, has filed chattel mortgages covering his entire stock of dry goods and clothing. Mr. Marvin owns quite an amount of property and it was generally supposed that he was doing a successful business. He was at one time the heaviest property owner in Ovid and did much toward building up the town.

Lansing—H. Schoeman recently came here for the avowed purpose of establishing a retail dry goods store. He ordered several hundred dollars' worth of fixtures and engaged a contractor to remodel the interior of the old post office building. He also engaged board with a widow, subsequently disappearing. It is believed to be a case of getting a week's board for nothing and posing as a Napoleon of finance for a few days.

Manufacturing Matters.

Reading—Wm. Taylor, manufacturer of cough drops, has removed to Grand Ledge.

Allegan—M. A. Nelson has purchased the Michigan Stamp Works, manufacturer of rubber stamps, of F. Corbin and will continue the business.

Huron Bay—The sawmill of Mitchell De Haas has shut down for the season. Logging will be continued this winter to a considerable extent in this section.

Detroit—Articles incorporating the Screwless Door Knob Co., with \$10,000 paid in capital, have been filed by James C. Guillot, William McC. Cuaig, Louis R. Montgomerie and Oscar Stoddard.

Detroit—E. L. Marshall, Harbor Springs, J. B. Delbridge, Isaac A. and Agula M. Darr, Detroit, have filed articles of association as the Darr Turf Goods Co. They will manufacture all manner of turf goods, in this city, on a capital stock of \$16,000.

Detroit—Articles of association of the Shattock & Davis Lumber Co., Ltd., have been filed with the Register of Deeds. The stock is placed at \$20,000 and is held as follows: William Shattock, interest in real estate and lumber, \$9,650; Robert J. Davis, real estate and lumber, \$9,650; Herbert H. Ellis, cash, \$500; James F. Hickey, cash, \$200. Deeds conveying the interest of Shattock & Davis in about 150 lots in the Columbian subdivision were also filed.

Belding—Ten years ago, in order to secure the location of a silk mill, a number of residents of Belding subscribed amounts ranging from \$15 up to \$250, the fund thus raised to be used to pay the taxes on the new plant for ten years, those being the terms on which the mill was secured. When the subscriptions were made, the money was invested in mortgages and other securities. By careful management, together with the comparatively low rate of taxes in the village, the fund has increased until this fall, when, the ten years' time having expired, each subscriber received back the full amount he had subscribed, with nearly 50 per cent. additional as interest on his money during the time. In addition to this, the securing of the mill at that time proved the nucleus for other industries which have made a prosperous city out of the then small village.

Ishpeming—Resumption of active work at the Rockefeller properties on the Mesaba range is slated for next week. The Lake Angeline mine, of this place, will also be reopened with 500 men in a short time. Many of the mines which have been working reduced forces will gradually increase the number of men from now on and in the Gogebic district considerable activity is hoped for during the winter. The iron miners voted for McKinley almost solidly, despite strong efforts to enthrone them for a change of financial policy, and now they are looking for their reward. The first slice of their reward is looked for in the restoration of the 7 to 10 per cent. cut from their wages in September and October and it will probably be given to them soon. If not, there will be bad blood on their part, with the prospect of labor troubles in the spring.

Marquette—All indications are favorable to a heavy business in iron and steel next year, but in the nature of things the Lake Superior ore mines cannot fully share in the prosperity brought about by increased business next season. The ore consumption of 1895 was the largest on record in this country. With the opening of the shipping season the docks at lower lake ports had been well cleared of ore accumulated in previous

years and the demand for ore was heavy, the production reaching the enormous figure of 10,250,000 gross tons. Although prices were about \$1.10 a ton less at the opening of 1895 than at the beginning of the present year, the demand was larger and the employment of labor steadier than they were in the season now ending. The 1896 output will fall 1,000,000 tons short of the high-water mark of last year and the amount of unsold ore at lower lake ports at the close of the season a month hence will be the largest ever known, unless a stronger buying movement than is now anticipated should set in. It will require brisk business in the furnaces during the first quarter of 1897 to leave the docks with only the normal amount of ore on hand. Outside of these unpleasant factors in the situation the outlook for the mines is good.

Small Things That Count.

From the Cleveland Plain Dealer.

George Redmond brought a stranger home to dinner with him one night last week, and the family were quite delighted with his appearance. He was a young Eastern man, full of life and energy, and although he talked trade a good deal, he did it in such an easy way that it wasn't at all offensive. Business was so dull in the East, he said, that he thought he would take a little run through the West and look up some of his customers. He was quite shrewd enough, however, to avoid being drawn into any financial controversy with Papa Redmond, and seemed much better pleased to take part in a general conversation with the whole family, with a slight concession, perhaps, in favor of George's sister, Julia.

"This has been a great season for the flag business," he casually remarked, as he dextrously steered Papa Redmond from the crime of '73. "My Uncle Joe writes me that there has been a wonderful demand for penny goods. Uncle sells flags, you know."

"What, penny ones?" said Julia, in some astonishment.

"Oh, all kinds. He's President of the Cohasset Bunting Company."

There was silence for a moment or two, and Julia concealed a portion of her flushed face behind a teacup.

"There must have been a lively business in campaign buttons," said George.

"Wonderful," cried the young Easterner.

"When I was in New York last week brother Jim said they were still going like hot cakes. I've forgotten how many gross of street outfits he'd sold."

"Does—does your brother sell buttons on the street?" asked Julia.

"Not exactly. Jim is manager of the Eagle Novelty Company, up at Springfield."

"Oh!"

Again Miss Julia was forced to hide her blushes.

"Unfortunately," said the guest, "we are not all in buttons just now. Cousin Charley Stow was down from Maine just before I left, and said that toothpicks were a drug on the market."

"I shouldn't think that there was any profit in toothpicks when you can get so many for a nickel," commented Mrs. Redmond.

"Oh, Charley's factory at Plum Lake has paid handsome dividends up to the present year. He turns 'em out in billions, and makes spoons, too, you know. But I'm afraid Cousin Joe Hooker is going to suffer more than any of the rest of us, poor chap."

"What does he sell?" inquired George.

"Slate pencils."

"Slate pencils?" echoed Julia, and blushed again.

"Yes, he's got a mill of his own up in Goshen with all the improved machinery, but with so many public schools shutting down on slates, I'm afraid he'll have to add something to the plant. He's talking of making lamp chimney cleaners."

"Any money in that?" inquired George.

"Oh, yes, indeed—and he may add mouse traps."

Miss Julia almost echoed the "mouse traps," but she refrained just in time.

"Are you also in a manufacturing business?" she sweetly inquired.

"Yes," he answered, "fly paper."

"Fly paper?"

"Yes, and shoestrings."

Miss Julia leaned back from the table and breathed hard.

"Shoestrings?" she softly repeated.

"Yes. I have a quarter interest in Brother Tom's fly paper factory over in Hoboken, and a year ago my father set me up with a shoestring plant in Astoria."

"And do shoestrings pay—and—fly paper?" quoth Miss Julia.

"Why, yes, certainly," replied the guest. "Fly paper gave up a 12 per cent. dividend last year, and I have eighty men at work in Astoria. I guess our shoestring output will reach pretty close to a couple of hundred thousand by December."

Miss Julia looked at him with dilated eye.

Then they all went back to the drawing room.

Until within the last few years all the jalap of commerce came from Mexico, but now the cultivation is carried on in India on a small scale, and the plant has been established on cinchona plantations of Jamaica, where it thrives remarkably well.

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.

DRUG STOCK FOR SALE—THE BEST LOCATED suburban store in Kalamazoo, Michigan. Stock is clean; rent low. Address Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 134

FOR SALE—ONE KIT TINNER'S TOOLS, nearly new. Will sell cheap. B. W. & I. E. Hewitt, Maple Rapids, Mich. 137

FOR SALE—AT A BARGAIN THE WATROUS' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 136

FOR SALE—WELL-ESTABLISHED GOOD-paying business in Grand Rapids; capital required from \$5,000 to 10,000. No brokers need apply. Address Business, care Michigan Tradesman. 134

FOR SALE—\$2,500 STOCK OF GROCERIES in a hustling town of 2,000 inhabitants in Southern Michigan; best stock and location in the town, rents reasonable, trade established. The place is bound to grow. Good reason for selling. Address No. 132, care Michigan Tradesman, for full particulars. 132

FOR SALE OR RENT—A FINE NEW GROCERY store, with dwelling attached for rooming and boarding students and others, in the best locality in city of Ann Arbor for doing an exclusively cash grocery business. Meat business may be combined; better than any other place in the State for that business. For terms address Hudson T. Morton, 46 South University Avenue, Ann Arbor, Mich. 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

FOR SALE—IMPROVED 80 ACRE FARM IN Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Muskegon. 110

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

MISCELLANEOUS.

MICHIGAN STAMP WORKS, ALLEGAN, Mich., rubber stamps, stencils, dies, seals, etc. Satisfaction guaranteed. M. A. Nelson, Proprietor. 135

NEW MERCHANTS' PRICE AND SIGN markers, \$2.50 a set. Send for circular. Will J. Weller, Rubber Stamps, Muskegon, Mich. 139

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 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. 869

Grand Rapids Gossip

John Leff will shortly remove his grocery stock from the corner of Turner and Fifth streets to 47 West Bridge street.

J. C. West & Co. have purchased the Frank J. Wurzburg drug stock of the Peninsular Trust Co., the consideration being \$2,250.

Bear, Son & Co. have sold their general stock at 1161 South Division street to Geo. H. Kirtland, who will continue the business at the same location, opening a meat market in an adjoining store.

John DenHerder, meat dealer at the corner of Hall and South Lafayette streets, has sold out to Edw. F. Porter, who will continue the business at the same location, Mr. Den Herder to go to Holland to reside.

Jacob Sanford, who has conducted the meat business for the past five years in the McCarth building, at the corner of Hall street and Madison avenue, has sold out to John Coeling, who will continue the business at the same location.

The Produce Market.

Apples—The market is without material change from a week ago.

Bananas—With the cleaning up of other varieties of fruit on the market the banana is getting better attention. There is no change in quotations and the movement is larger and the supply is kept up to the demand.

Beans—Without material change.
Butter—Supplies are a little more liberal, in consequence of which choice dairy is hardly as strong as a week ago, although still held at 14c. Factory creamery has advanced to 10c.

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

Celery—12@15c per bunch.

Cider—8@10c per gal.

Cranberries—The expected advance was made the latter part of last week, when dealers moved their quotations up to \$2.25 per bu. and \$6 per bbl. for choice Cape Cods.

Cheese—The cheese market has ruled about steady during the week. The receipts have been about equal to the demand, which has shown no special activity on account of the large use of earlier made cheese, which is nearly as fine as fresh made, and is selling for a little less money. This gives it the preference over the highest grades.

Eggs—Fresh stock is scarce, being practically out of market a portion of the time. Prices have not advanced very rapidly as the consumption of fine storage eggs is very large, and this helps to piece out the supply sufficiently to maintain prices about on their present basis. Shipments from all points seem to have stopped simultaneously, as there are no fresh eggs of any amount in any part of the country. Dealers ask 18c for strictly fresh, 16c for cold storage and 15c for pickled stock.

Grapes—Home grown Niagaras command 12c for 9 lb. basket.

Honey—Arrivals have fallen off considerably, the receipts being unequal to the demand, which has been greatly stimulated by the low range of values. Prices the same—12c for white clover and 10c for dark buckwheat.

Lemons—The market is steady to firm. The supplies in sight are heavy, but the stock on hand is moving out well at the present prices.

Nuts—Ohio hickory, \$1.50 per bu.

Onions—Spanish are in fair demand, commanding \$1.50 per bu. crate. Home grown are in fairly good demand at 25 @30c per bu.

Potatoes—The welcome concession granted by the Central Freight Association last week will stimulate shipments as soon as Michigan buyers can look up outside markets and establish

connections. The price will be low for a time—12@15c—but the indications point to a gradually ascending market.

Poultry—Shippers should send nothing hereafter but dressed stock, although the weather does not absolutely forbid the shipment of live yet. The market for live is out of proportion to that for dressed, although it is better than it was a week ago. The country seems full of chickens and be the price high or low they persist in coming. Cooler weather will help out the trade, however, and dealers are stocking up more freely than formerly. The Thanksgiving trade will call for a good supply for the coming week and shippers will do well to look at what is said as to shipments in another column of this issue.

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

Sweet Potatoes—The market continues to advance, Baltimore and Virginia stock commanding \$1.75 per bbl., while genuine Jerseys, kiln-dried, bring \$2.50.

Purely Personal.

Druggist Charles E. Stanger, of Dundee, has had the misfortune to break his leg.

E. L. Keyser, owner of the Central Drug Store, at Pontiac, is down with muscular rheumatism.

A. H. Golds has opened a grocery store at 359 East street, near Sherman street. The Ball-Barnhart-Putman Co. furnished the stock.

Austin K. Wheeler, Treasurer of the Lemon & Wheeler Company, is spending the week with his old trade in Southern Michigan, Northern Ohio and Indiana.

Geo. D. Van Vranken, the Cadillac druggist, was in town Tuesday, on his way home from Hartford, where he had spent several days with friends and relatives.

M. J. Clark, President of the I. M. Clark Grocery Co., is recovering from a severe attack of fever. He expects to be able to be about again in the course of a week or ten days.

Chas. C. Philbrick is spending the week in Philadelphia, attending the annual meeting of the National Hardware Jobbers' Association, of which Foster, Stevens & Co. are loyal members.

A Marquette bank clerk went deer hunting—saw a deer—shot at him—got excited—chased the deer—got lost in the woods—remembered his compass in his pocket—pulled it out—didn't know which end pointed north—laid out all night—was found next day by companions—says he will never go deer hunting any more.

M. D. Elgin (Musselman Grocer Co.) spent Sunday and Monday in Chicago. He says there is more bustle on the street there now than there has been since the booming times of 1890, 1891 and 1892; that the improved condition of things is reflected in the manner in which the people rush along the sidewalk and the way they greet the caller at their places of business.

Frank Proctor, the Hersey general dealer, made a wager with the village Marshall that if McKinley was elected he would shovel gravel on the street a day, the Marshall agreeing to carry potatoes a day for Proctor in the event of Bryan's election. Of course, Proctor failed to win the wager and last week he squared himself with the winner by putting in eight hours' work on the street, wearing a silk hat he won on Cleveland's election four years ago.

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bensor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

The Grocery Market.

Sugar—No change in price has occurred since the decline of $\frac{1}{8}$ c last Wednesday. The market is weak and a lower range of values is not unexpected.

Tea—Sales of all sorts of teas are good at full prices, and tea seems universally to be regarded as good property. There has been no further quotable advance over last week's quotations, but the market seems to be growing firmer every day. Retailers are buying much more largely than they have been, and testify to a somewhat increased demand, in a consuming way, as the result of the reopening of so many manufactories. Low-grade teas can be said to have advanced 20 per cent., but some of them have been ruling fully that degree under actual cost.

Coffee—The demand has not been especially active, due to a general liberal buying previously, but the time will come shortly for further replenishing of stocks, and as there seems to be nothing in the general situation to warrant other than a cheerful outlook for the future, no material change in the market is looked for. Javas are very strong, and the situation is in excellent shape for still higher figures. Mocha scarce and market strong. Maracaibos and Central American sorts are likewise in limited supply and prices well held.

Provisions—No striking changes have occurred during the week in the provision trade, the lard market disclosing more evidences of weakness than other leading articles. The current shipping demand for meats has been good, but speculative trade for forward delivery has not been active. The week's export clearances of lard were liberal, and of meats were decidedly large. The indications appear to reflect a fairly confident sentiment among the trade that prices are not likely to recede much from the present basis.

Flour and Feed.

Buyers seem now to be taking about what is needed for present uses. The advance of about 50 per cent. in the value of wheat within the past few weeks has made the trade very cautious and the wise course now to pursue is, undoubtedly, a conservative one. In comparison with other products, wheat is high now, even if the crop is short, and to put it up much above present values and keep it there will require a large speculative interest in the market. Flour is, no doubt, good property at present values, but there is not the same incentive to carry large stocks that existed a month ago when the price was 25 per cent. lower.

The city mills are running steadily, with orders booked for a month ahead.

Feed is steady and unchanged for the week. Millstuffs are in fairly good demand, with prices well maintained.

WM. N. ROWE.

The Grain Market.

The wheat market had its ups and downs during the past week, varying from 1c to $\frac{1}{2}$ c daily, but is now at about the same point as it was one week ago. This was caused by the increase in the visible, which was larger than was anticipated, being 1,085,000 bushels, while last year it was nearly 3,500,000 bushels; but the increase last year was very large. Export shipments were very large, being 4,600,000 bushels. The world's shipments were also large (9,000,000 bushels). The Northwestern receipts were 1,259 cars, being

about the same as the corresponding week last year. The strong points were large shipments from Chicago to Toledo, Detroit, Sandusky, Cleveland and other points, where 280,000 bushels are supposed to have been absorbed by the milling interest. One peculiar feature is that winter wheat is at a premium of 12c per bushel over spring wheat. It seems now that there will not be much variation from the high premium. Wheat seems to be moving more freely, as farmers are satisfied with the prices and, consequently, are ready sellers.

Corn and oats, as is usual, followed wheat. The former is down about $\frac{1}{2}$ c per bushel, while the latter is quoted about $\frac{1}{2}$ c lower.

The receipts during the week were 62 cars of wheat, 4 cars of oats, but none of corn. The receipts of wheat were rather above the usual amount, as many of the cars contained 1,000 bushels each.

Millers are paying 85c for wheat.

C. G. A. VOIGT.

Stocks and Corporations.

Geo. E. Parker, of Boston, was in town last week and picked up several hundred shares of stock of the Heaton-Peninsular Button Fastener Co. on the basis of 15 per cent. of the par value. It is understood that Mr. Parker made the purchases in behalf of a syndicate of Boston gentlemen who have confidence in the ultimate success of the corporation under the present auspices.

The Grand Rapids Gas Light Co. made net earnings of \$11,730 during October, a decrease of $\frac{3}{4}$ per cent. in comparison with the net earnings of the corresponding month of last year. This is the first time the company has fallen behind its previous record, the decline being attributed solely to the general prostration of business during October. Both the bonds and stock of the corporation have advanced since election, the bonds commanding 89@91 and the stock bringing 62@66.

The vacancy on the Board of Directors of the Kent County Savings Bank caused by the death of A. J. Bowne has been filled by the selection of Jas. R. Wylie, who recently acquired the stock held by the deceased. Mr. Wylie took an active part in the management of the Petoskey City Bank for about fifteen years and is still financially interested in that and several other banking institutions. He is a gentleman of varied experience and excellent judgment and will prove a valuable addition to the managerial force of the Little Giant of the Grand Rapids banks.



**Corticelli
Silks and
Twists.**

Write for
prices to
P. Stoketee & Sons.

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

Empty Honey Cans . . .

We have on hand a large number of empty Honey Cans, packed two cans in case, which we will sell at very low prices for immediate shipment.

New York Biscuit Co.
Grand Rapids, Mich.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

At the last annual meeting of the Michigan Retail Grocers' Association resolutions were unanimously adopted expressing the sense of that organization that the freight classification on potatoes should be changed from fifth to sixth class. As the time was approaching for shipments to begin, the matter was taken up by the Tradesman and urged through its columns and through correspondence with the officers of the various roads and those of the Central Freight Association, thus securing the attention of the latter body at its meeting in Chicago last week. Those interested have learned through the daily press that the desired action was taken, making a reduction of from three to four cents per hundred to most points where shipments are made from this territory.

* * *

In the opinion of the Tradesman all the parties concerned are to be congratulated upon the result. Considering the weak condition of the market, the fifth-class rates were likely to be prohibitive to shipments. The cost of transportation to comparatively near markets would have been greater than the buying price of the potatoes. It is the opinion of most jobbers that this reduction, amounting to from 20 to 25 per cent., will be sufficient to secure the movement of the crop, a matter of great importance to shippers and local dealers, as well as to the growers and transportation companies.

* * *

Speaking of the situation, Moseley Bros. said: "We consider the action very important. The new rate will transport the potatoes to most Indiana points for 7 cents per bushel. This rate will enable us to buy and ship, while $1\frac{1}{2}$ to 2 cents more per bushel, as under fifth class, would be sufficient to prevent it. The reduction from here to Springfield is from 20 cents to 17 cents. By the way, this rate was 17 cents on fifth class before the revision last April. The reduction from here to Bloomington is from 16 cents to 13 cents, and from here to Evansville, an important market, from 18 cents to 14 cents. Yes, we are unqualifiedly pleased by the action, but should have liked also to secure an adjustment of rates which would have put Grand Rapids on more of an equality with points in the State east of us. For instance, Lansing and other points in that region are given a cent per hundred better rates to Western Indiana and Illinois points than are made from here, and what makes this seem unreasonable is that the shipments from those points must pass through Grand Rapids. Flint, Lapeer and Port Huron are classed the same as this city to many of the points named."

* * *

C. N. Rapp expresses himself as much gratified and is of the opinion that the reduction means the moving of the crop, which would have found a similar fate to that of last year if the action had not been taken promptly.

* * *

It has been urged by some that the temporary reduction last winter was ineffective and, therefore, the change this winter will have a similar result; but the conditions are different. Last winter there was almost no market for potatoes anywhere in the country. This year, while values are low, there is a

market. The Tradesman predicts that the experience will be more in accord with the movement of the corn crop early this season on the Western roads. These put down their rates to a point at which the yellow cereal began to move, and with the increase of movement came a strengthening and advancement of prices, which made an unusually favorable season for both shippers and growers, and the advance has warranted an increase of freight rates again.

* * *

Minneapolis Commercial Bulletin: A farmer once estimated that he lost a thousand dollars on acorns all in one year. It happened because he didn't have the hogs to eat them up. The New York and Michigan farmers are going to lose thousands of dollars on apples this year in exactly the same way. I was speaking recently with a man who is handling hundreds of cars of apples this fall, and in speaking of the apple crop of the nation he says there are not men, women, children and hogs enough in our broad land to eat up the apples that have grown this year. The California Fruit Grower gives a table showing the crop of apples in the whole country last year to have been about 65,500,000 barrels; for 1894 about 57,500,000 barrels and for the census year and 1889, 57,250,000 barrels.

* * *

Speaking of the crop of apples for this current year the same paper says: We shall have some five or more million barrels more than the crop of 1895. If the editor of that paper had said four or five times as many as the crop of 1895 he would have hit the truth more nearly. Four or five million barrels have been raised in any two good counties of New York State this season. The Pacific coast has not yet waked up to the fact that a miracle in apples had been performed in the East. We could paint the Pacific slope all red and green and yellow with the surplus of the apple crop of the East this fall. Suppose we take the crop of 1895 at 65,000,000 barrels for the entire United States, and compare it with the crop of this season as far as estimated. The State of New York alone has, it is estimated, 95,000,000 barrels of apples this season. This is as much as the whole country raised last year, with almost 50 per cent. added to it. And last year was not to be sneezed at as an apple year.

* * *

New York leads the list of states with an estimated 95,000,000 barrels of apples, and Michigan follows second with 30,000,000 barrels, almost half the entire crop of last year. New England is a great apple country. Appletrees there grow wild, and grow old, and raise just as good fruit as though they were raised in a hothouse. New England will have over 50,000,000 barrels, they say. Now, we have not yet spoken of the states of the Middle East, or the South, which would be said to have raised a big crop had not the East done so much greater things. It is believed that the total crop of this year will foot up 210,000,000 barrels. This would give every man, woman and child in this country three barrels of apples. We know that three barrels is about all an average man or boy can use, while anyone will admit that the women and the babies will not eat three barrels in the course of the season. Moreover it is not every woman and baby that will have the opportunity to eat apples by the barrel, for some of them will not have the wherewithal to buy apples, even if they had to pay but the freight charges.

Michigan White Clover Honey

Lemons, Oranges, Cape Cod Cranberries, Spanish Onions.

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We are the People **SWEET POTATOES** to supply

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F. J. DETTENTHALER, Grand Rapids, Mich.

THANKSGIVING

November 26, 1896.

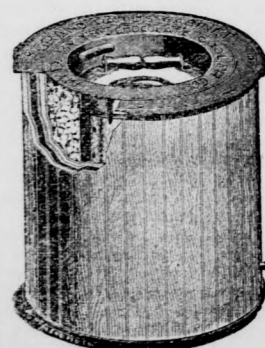
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We are the only exclusive Wholesale Oyster Dealers in Grand Rapids. Prompt attention given to Mail and Wire Orders. Remember we will meet all honest competition.

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ALLERTON & HAGGSTROM.

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.

It is a fact that people have not as much money this year as they used to have in the days gone by. Though grapes have averaged this year but 10 cents a basket in this market, there have not been as many sold as during 1892, when they averaged 18 to 19 cents. So it is but a matter of how many apples we can save from rotting on the ground this year. The foreigners will not do much for us. The largest export trade we have ever had was 3,000,000 barrels. Suppose we export 10,000,000 barrels this year, it will only take a drop out of the overflowing bucket. We shall have to lie down in the midst of our apples and give it up. The apple was too much for us this season. We shall go into the winter with about 150,000 barrels of apples in store here, to have on hand during the winter "shut for sickness," as the Dutchman said who put in his barrel of sauer kraut.

How to Dress and Ship Poultry and Game.

Chicago, Nov. 16—In killing chickens and turkeys, they should be kept from food twenty-four hours. Kill by bleeding in the mouth or opening the veins in the neck; hang by the feet until properly bled; head and feet should be left on and the intestines and crop should not be drawn. For scalding poultry, the water should be as near the boiling point as possible without actually boiling; pick the legs dry before scalding; hold by the head and legs and immerse and lift up and down three times; if the head is immersed it turns the color of the comb and gives the eyes a shrunken appearance, which leads buyers to think the fowl has been sick. The feathers and pin feathers should be removed immediately, very cleanly and without breaking the skin, then "plump" by dipping ten seconds in water nearly or quite boiling hot, and then immediately in cold water. Hang in a cool place until the animal heat is entirely out; it should be entirely cold, but not frozen before being packed. Dry picked chickens and turkeys sell best, and we advise this way of dressing, as they sell better to shippers; scalded chickens and turkeys generally are sold to the local trade. To dry pick chickens and turkeys properly the work should be done while the bird is bleeding; do not wait and let the bodies get cold, as dry picking is more easily done while the bodies are warm. Be careful and do not break and tear the skin. Pack in boxes or barrels, boxes holding 100 to 200 pounds being preferable, and pack snugly; straighten out the body and legs so that they will not arrive very much bent and twisted out of shape; fill the package as full as possible to prevent shuffling about on the way. Mark kind and weight and shipping directions neatly and plainly on the cover. Barrels answer better for chickens and ducks than for turkeys or geese. When convenient avoid putting more than one kind in a package. Endeavor to market all old and heavy cocks before January 1, as after the holidays the demand is for small round fat hen turkeys only, old Toms being sold at a discount to canners.

For geese and ducks the water for scalding should be the same temperature as for other kinds of poultry, but it requires more time for it to penetrate and loosen the feathers. It is a good plan, after scalding, to wrap them in a blanket, providing they are not left long enough to partly cook the flesh. Another method, and no doubt the best for loosening the feathers, is to steam them, and whenever proper facilities are at hand, we advise this process. It is poor policy to undertake to save the feathers dry by picking them alive just before the killing, as it causes the skin to become very much inflamed, and greatly injures the sale. Do not pick the feathers off the head and it is well to leave them on the neck, close to the head, for a space of two or three inches. The feet should not be skinned, nor the

bodies singed, for the purpose of removing any down or hair, as the heat from the flame will cause them to look oily and bad. The process of plumping and cooling is the same as with turkeys and chickens. There is no kind of poultry harder to sell in this market at satisfactory prices than poor, slovenly dressed geese and ducks, and those who send in such must not be disappointed at low prices. No poultry of any kind sent to this market should be drawn.

Game must not be drawn except in warm weather, and then ice should be used. Wild turkeys and ducks should be packed in their natural state. Partridge, grouse (prairie chickens), woodcock and quail arrive in better order and sell better when wrapped in paper. Trapped birds sell better than those that have been shot; those badly shot should not be packed with others, as they may injure or spoil the whole package. Pack large game in barrels and small game in boxes. Venison, when shipped whole, should have the liver and lights removed, as they only have to be thrown away here. When sending saddles, strip the skin from the forepart of the deer and wrap about the saddle to keep it clean and in good order.

SPRAGUE COMMISSION CO.

Buying Cheese by Rhyme.

E. A. Haven, the Bloomingdale, Mich., cheese manufacturer, recently received the following rather unusual order for cheese from Desenberg & Schuster, the Kalamazoo grocers:

Your postal just received to-day.
In answer, we have this to say:
Your cheese have pleased us full and well—
Much more so than what others sell.
Our patrons never cried, "enough."
No wonder, for it's "H(e)avenly" stuff.
Your politics, so true and chaste,
Make it so much more to our taste.
If, then, you have full cream and straight,
You may again send six or eight.

On receiving this effusion Mr. Haven apparently had a dangerous attack of the "fine frenzy rolling," for he promptly evolved the following rather dubious reply:

This morning, when I went up town,
I strolled the postoffice around,
And there a nice letter I found,
Which pleased me as I heard the sound
Of praise bestowed on the cheese I made.
It seemed so awfully gold-darned funny
That any man who had the money
To buy some cheese, so nice and fine,
Should order more of this same kind,
And not howl and kick about the price
And try his best to beat me down
A half a cent or more a pound.
It must be owing to the fact
That the people elected William Mc.,
And not young Billie B.,
So that our dollar, don't you see,
Is worth 100 cents, instead of 53;
Then, too, the letter it has shown
That your firm does not do
As many others I have known,
Who think that cheese can be used like brooms
And left around in their warerooms
With turnips, cabbage, kerosene
And other rank, ill smelling stuff
And still keep its flavor "up to snuff."
Or, if a skipper should be found—
Although the cheese had been around
Their stores for three weeks or more—
Will write, "Mr. Cheesemaker, you dishonest
cuss,
You never again can sell cheese to us."

The readers of the Cheesemaker will probably be glad to learn that Mr. Haven turns out better cheese than he does poetry, and they will join the Cheesemaker in expressing the hope that his "po'ems" may be better cured in the future.

Thanksgiving Oysters.

To supply your customers with oysters worthy of the day, order only the celebrated Anchor brand. F. J. Detten-thaler, of Grand Rapids, receives daily shipments from Baltimore and, in order to get the choicest and freshest just when you want them, you should notify him as early as possible, to avoid the rush.

OATS
HAY
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Good market in Detroit Write

F. J. ROHRIG, Jr.,

693 Mack Ave.

THE EGG KING OF MICHIGAN IS

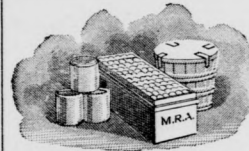
F. W. BROWN,
OF ITHACA.

HEN FRUIT

Is always seasonable. Eggs "just laid" get the very highest market price with me.

Write me

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M. R. ALDEN

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WE CAN FURNISH

FINE FULL CREAM CHEESE

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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,
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Telephone 1091.

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We are in the market daily for Beans, earlots or less. Send large sample with quantity and best price f. o. b. or delivered Grand Rapids.

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WE GUARANTEE

our brand of vinegar to be an absolutely pure apple juice vinegar. To any one who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength.

ROBINSON CIDER & VINEGAR CO.,

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SALTY OYSTER CRACKERS

Finest on the market.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 18, 1896.

REGULATION OF CORPORATIONS.

One of the prominent features of the recent political campaign in Michigan was the development of the fact that there is a strong popular feeling antagonistic to corporations. One of the successful candidates attributes the fact that he ran far ahead of his ticket to the interest of the people in this question, and he promises to give the corporations a thorough overhauling when his opportunity presents.

There are, doubtless, some questions connected with the public relations of corporations in the State of Michigan which warrant attention or investigation. These may include the consideration of the rates for public service, equality in charges (involving the abolition of passes and special individual rates, as half fare tickets), the matter of proper taxation and the prevention of frauds in promotion and over capitalization. There is a great work to be done in these lines and, should the incoming administration undertake it, its efforts would be seconded by the business men of the State.

It is the fear of the Tradesman, however, that in the consideration of these subjects there will be so much introduced of a general character that there will be little specific result. The declarations of the speakers were largely the expression of general antagonism to corporations, rather than an antagonism of these abuses. There was too much of "playing to the galleries," which seems to have served its purpose effectively in securing popular endorsement. Among the declarations epitomized by the recognized authorities on the incoming policy is this: "The suppression of trusts and monopolies as far as the State can go in that direction."

In the suppression and regulation of "trusts," as far as that term may mean an unjust use of the power of combination to interfere with the natural and proper course of trade, this policy will be seconded universally. But in the combination of the term with "monopolies" there is suspicion of a regard for the popular ear and the declaration assumes the form of a general antagonism of corporations. For most corporations are, to a greater or less extent, monopolies. A railroad connecting two points without other communication is necessarily a monopolist in the traffic. The operation of a street railway is necessarily monopolistic. It is the same with

a municipal gas company, or any company furnishing a special product. Indeed, the principle of monopoly obtains wherever there are special facilities for any productions which will furnish them so cheaply as to prevent their production by others. Thus a pledge for the suppression of monopolies is a sweeping one, and its execution would change the production of commodities to a basis on which all could compete, a basis which means the doing away with specialization in all business enterprises. But the declaration really means the expression of an antagonism to corporations to meet the prejudices of popular ideas, instead of any consistent defined purpose.

Corporations are not the terrible monsters of popular prejudice. Many of them are the creations of the public for the public service. Their conduct is regulated by the laws the public has made, and as far as these laws may be imperfect or incomplete it is the fault of the public, and the correction of these will meet universal commendation. The corporations are public servants. The work they do cannot be accomplished by other means. None but corporations could operate our street railway lines sometimes at a loss for years, trusting to municipal development for remuneration in the future.

But much of the popular spleen has been expended against the great monopolies having to do with special industries. A most prominent example is the Standard Oil Company. This has been subjected to the most opprobrious names and epithets in the English language. And yet who shall presume to say that its product could be served so cheaply and of such uniform quality if the work were done by hundreds of companies, instead of by one? And so with many other of the large companies where the purchase and distribution of materials, and co-operation in modes of production and of distribution of product, give an advantage over the smaller local concerns. It is an advantage which operates for the good of the community or these could not exist.

If the incoming administration will devote its energies to the elimination of the abuses in public corporation management, it will receive the hearty co-operation and commendation of the business public. But a general war against corporations, as indicated by the anti-corporation sentiment, will be unprofitable and involve serious interference with many of our best industrial interests if successfully prosecuted.

One of the most notable incidents in connection with the development of the transmission of electrical power was the turning on of the current at the Niagara power houses Monday morning for the use of the Buffalo street railway lines at a distance of about twenty-eight miles. The franchise given by the city calls for the delivery of 10,000 horse power by June 1, 1897, and an increase of 10,000 more annually for four years. It is contrary to the usual rule in installing great enterprises of this character that the projectors should have anticipated the time by over six months. In the transmission of the current it is necessary to transform a 2,200 volt current to one of 11,000 volts and then to reduce it again by a "step-down transformer" to its original voltage as it enters the city. The progress of the experiment will be watched with the greatest interest, as it is the most extensive ever tried in that direction.

GENERAL TRADE CONDITIONS.

The improvement which became so decided upon the decision of the election has continued in nearly all lines. The resumption of work in the idle factories and the increase of hours and forces in others have been very remarkable. Bradstreets is authority for the statement that nearly 200 mills and factories started up during the week and that 130 others made increase of time or force. Jobbing demand is active for dry goods, clothing, millinery, shoes, leather and hardware. The tendency of most prices has been to advance, although there have been some speculative reactions, noticeably in the wheat trade.

While the iron situation is not yet entirely satisfactory, there is decided improvement. Bar iron and steel advanced \$2 per ton in Chicago. The combinations are continuing the struggle to maintain rates on the various products, but they are cut in numerous instances.

The transactions in wool in five weeks aggregated 46,000,000 pounds, but it is now decreasing, although the price is on the advance. Many mills have started, but the demand is not as encouraging as should be expected. Cotton has declined 1c, on account of favorable crop reports. The demand for its products is not yet active.

The grain market continues its general upward tendency, except that there is a decided reaction in wheat this week, probably speculative, to be followed by recovery. Corn and oats are generally on the up grade.

In the financial and stock markets the general condition of strength and activity has continued, except that there is something of a reaction this week in the demand for industrials and there has been a falling off in prices in many instances. On the other hand, the bond market has shown remarkable activity and a general strengthening in prices, the result of a desire to invest the money which had recently been hoarded. The same cause has made the money market easy and the gold reserve in the Treasury has increased over \$7,000,000.

The increased volume of business has continued, until the bank clearings began to respond. The increase for last week over the preceding week was 20 per cent. On the other hand, there has been an increase of failures of 35, amounting to 258.

SELLING MUNICIPAL BONDS.

During the period of greatest depression included in the last six months an interest to suffer most severely was that of municipal bonds. It will be recalled that \$75,000 of Grand Rapids bonds, for the purchase and improving of a market site, was the football of the bond-buyers for nearly five months. This was a condition which was repeated by a large proportion of the cities of the country. Public enterprises of all kinds depending on municipal expenditure have been held in abeyance for the reason that funds could not be obtained for their prosecution. This has worked hardship in that employment could not be given to the many thousands of the needy.

This condition has now suddenly changed. Since the settlement of the financial policy of the country there has sprung up an active demand for such bonds. During the summer New York City, which has always stood among the best in its financial credit, undertook to sell a block of its bonds. The result of the offer was a humiliating failure,

as the bids were so low and few that the bonds had to be withdrawn. Since the election that city has ventured to try the market again by offering over \$16,000,000 of 3½ per cent. bonds. The result was astonishing. The bids aggregated more than twelve times the amount of the bonds offered, exceeding in quantity any former sale. The sale was made at a premium of \$755,794. Several other large cities have ventured in the same direction and with unexpected success in every case.

GENERAL MILES' REPORT.

General Miles, the Commanding General of the United States army, has presented his annual report to the Secretary of War, in which the work of the army during the past year and its present condition are reviewed. General Miles reports that there have been but few demands upon the troops, either to punish hostile Indians or to enforce respect for the law on the part of lawless mobs.

The Commanding General of the army renews his last year's recommendation as to an increase in the army. He says that the present force is no longer proportionate to the increased population and wealth of the country. He suggests that the minimum enlisted strength of the army should be one soldier for every 2,000 of population, and a maximum strength of one for every 1,000, the exact figure to be determined by the President according to the necessities of the public service. This would give a minimum strength of about 35,000 men, or 10,000 more than the present strength of the army, and a maximum strength of 70,000 men.

As to the proposed increase in the army, it is very doubtful if Congress will be induced to grant it. Such an increase would not be popular with the masses, although there is abundant evidence that it is needed.

There is considerable speculation among the retail trade of the State as to the identity of the new Food Commissioner which Governor-elect Pingree will appoint to succeed the present incumbent of that office. No poorer appointment could possibly be made than the selection of Mr. Storrs by Governor Rich, and unless the new officer makes more stir than Mr. Storrs has made, the Legislature will probably come to the conclusion that the office is not a necessary one and abolish it altogether. It is claimed by the friends of John I. Breck, of Jackson, that he has prior claims on the position, but those who are most intimate with Mr. Pingree assert that he has not yet reached a conclusion in the matter and will not do so until he has carefully investigated the merits of the several candidates.

The Tradesman heartily congratulates the Michigan Retail Grocers' Association and the produce shippers of the State on the valuable concession secured at the hands of the Central Freight Association last week. It also congratulates the members of the Central Freight Association for taking a broad-minded view of the situation and granting the concession early in the shipping season and continuing it until the season is practically at an end.

The New York Times calls attention to the fact that popcorn is pushing the omnipresent peanut hard for first place. It has an assured position at summer resorts, and its sale is daily increasing.

SOME EFFECTS OF UNIONISM.

If intelligent conservatism in the conduct of trades unions were the rule undoubtedly these organizations would be of benefit, and this not only to their members but to their employers and the community as well—all these interests are interdependent. But unfortunately the management of these organizations does not recognize the principle of co-operation with other interests; their work is entirely and narrowly selfish, and the attitude toward the employer's interest, at least, is that of antagonism.

The first operation of unionism is the leveling of all workmen to one common standard and the entire suppression of individuality. To the incompetent or lazy this is a desirable object. To the man of ability and energy whom circumstances may compel to submit to the leveling process it is an intolerable slavery, and such strive to break away from the bondage by change of location, becoming a proprietor or in any way which may present. Many lines of trade are subjected to undue competition, for the reason that the more enterprising workmen whom unionism would compel to work on the level of the poorest establish themselves in business that they may have opportunity to assert their individuality. Under conditions recognizing personal differences many such would prefer to work as employees, and if they could do so it would materially mitigate the serious overdoing of many lines of work.

Then as soon as the reduction to a dead level is attained the next thing is to secure as high a rate of wages as can be forced from the business. This is the feature of unionism which commends itself most forcibly to the least intelligent of the workmen, and unfortunately it seems to them to be the one thing to be desired, to the exclusion of all others. This is something tangible, which they can comprehend, and the ones among the leaders who will devote their energies to the utmost to the work of increasing wages are the ones who secure the allegiance of all who can see nothing beyond the week or month of the present. To satisfy the clamorings of such the scales of wages must be put up to the highest level which employers can be compelled to pay.

Now, there is a limit beyond which the forcing of wages may be, and usually is, an injury to the best interests of the workmen; and many times circumstances compel employers to accede to demands beyond this limit. In many individual enterprises it occurs that the wages demanded are so far beyond the scale at which the business can be made profitable that the employer is obliged to restrict operations by a lessening of his force and many must seek employment elsewhere.

When an enterprise has become extensive, with large interests in plant and local facilities, the scale of wages may be pushed to the greatest extent and the employer must submit or fight, as he cannot remove without great loss. Sometimes such concerns are profitable to their owners on account of patents or other interests and the wages are thus permitted to be unduly increased, to the injury of all enterprises of the locality involving similar mechanical trades. The forcing of wages beyond the actual market value may seem to be an advantage to the recipient, but this condition is always transient. To the workman without social ties, who prefers to change his location frequently, the present gain

is preferred to permanence. However, there is no real gain even to these, for they are the ones whose accumulations will not increase let the receipts be what they may.

The union towns with unwarranted scales of labor in these "protected" trades quickly lose the industries involved that are susceptible to competition. Contracts quickly go to the towns with reasonable prices and the more permanent industries gradually follow them. The condition of the labor market as affected by these considerations is becoming one of the most serious questions in locating industries. This element is sufficient to make or unmake industrial centers, and it will be a serious matter so long as the utmost obtainable cent for to-day, regardless of transition, is of more importance than permanent homes and social ties, that are of value to those who constitute the better elements in a community.

TO BE RID OF SAMOA.

There are many evidences that the authorities at Washington would gladly recede, if they could, from the Berlin treaty concerning the island kingdom of Samoa. The United States, in accordance with the provisions of the treaty formulated in Berlin, at the close of Mr. Cleveland's first administration, is jointly responsible with Great Britain and Germany for the peaceable government of the Samoan Islands. Affairs in Samoa have been anything but peaceable for several years past, and there has been constant friction between the representatives of the treaty powers residing in the islands.

The maintenance of a representative in the islands is a source of considerable expense, and this country is, moreover, morally responsible for the course of events there. In the way of benefits there are absolutely none. It is difficult, however, to see how the responsibility incurred can be avoided without a shameful disavowal of all the claims this country set up at the time that Germany was prevented from declaring a protectorate over the islands, as it was clearly her intention to do.

It will be remembered that there arose a serious controversy with Germany over the course of that power in Samoa, and a squadron of American warships was sent to Apia to maintain our position. The destruction of that squadron, as well as the German warships, by a storm, will also be recalled, that tragic event having a more sobering effect upon all concerned than even the efforts of the diplomats engaged in reaching a solution of the problem.

It may have been better had we never gone into the Samoan arrangement with Great Britain and Germany; but, now that we are involved in it, it is difficult to see how we can evade the responsibilities with honor.

A comparative anatomist says that the little toe has got to go; that it is a useless appendage, already showing signs of degeneration or withering away. It is proved that the horse, in the course of several centuries, has dropped four toes and now travels on one, and some think that man's pedal extremities are bound to follow a similar line of evolution. In the horse it is the middle digit which has survived as the fittest. In man it will be the first or great toe.

Don't watch your competitors with a view of imitating them, but rather to see that your own methods—or at least the most important ones—are original.

CHANGING BUSINESS.

One of the changes which has resulted from the development of American industries and modes of business is a greater degree of permanence in avocations. In the early days the most noticeable characteristics remarked by observers from the more conservative countries were the wonderful versatility and changeability of the Americans in their business enterprises and employments.

It is not strange that in a new society there should be opportunity and demand for frequent change and adaptation to new surroundings extending to most of the ordinary pursuits. All will recall to what an extent this quality was carried in the opening of new settlements on the frontiers, especially in the mining regions, where the spirit of adaptation was manifest to an astonishing degree. The newcomers into those localities—and all were newcomers—were, very many of them, obliged to do any work that might present, to fill any niche, regardless of previous surroundings or "conditions of servitude." Many stories have been told how in the stage driver or the hostler has been found the village trained doctor or lawyer and in the faro banker or saloon-keeper one trained to a still higher calling. Of course, this extreme versatility is to be accounted for in the necessities of the new surroundings and frequently the need to do anything obtainable for existence.

But as society became older there was still the tendency to frequent change. Thus, there was a time, still in the recollection of many business men, when all lines of trade were subject to much more frequent innovations from the other pursuits than is now the case. At that time the farmer who had accumulated enough capital for a beginning did not hesitate to drop the plow and engage in trade, perhaps with the result of making a success. Or perchance the grocer found a favorable opening as a Boniface and secured a competence as landlord of a hotel, and so on through the list. Not that such changes always, or even usually, proved advantageous—the penalty of change even then was most frequently failure.

But the time has long passed since such changes could be made with frequent probability of success. The farmer who essays merchandising at the present day usually achieves failure, and that right early. There may be an occasional exception to this rule in individuals of phenomenal ability, but these are not so frequent as to invalidate the rule.

The advance of social and business organization has reached a point where special training is essential to success. The successful merchant to-day is the one who has been trained to his calling or who has worked his way from small beginnings in a manner which has given him such a training. And this is not alone the case with the merchant—the farmer who is successful was born on the farm, and has made the best use of his school and other advantages. It is the same with the railway manager—he began in the shop or construction department; and so, as a rule, in all lines of modern work—the successful man is the one "to the manor born."

This feature of our later life is one that is increasing in proportion as society and business methods crystallize under the influence of advancing civilization and competition. The day of sudden opportunity in business, in this

country, is past or is rapidly passing. The time has come when the shoemaker, to be a success, must stick to his last.

But there are many who have this lesson yet to learn. It is natural that other avocations will seem more attractive to the one who is only experienced in the disagreeable elements and disadvantages of his own; so that change is yet too frequently occurring, launching the venturesome voyager into the whirlpool of disaster.

THE SITUATION IN CUBA.

The announcement from Havana, to the effect that Captain-General Weyler has taken the field in person, and proposes to conduct the winter campaign with energy, is a confirmation of the report, published some time ago, that the Spanish government was to make a supreme effort to crush the rebellion before next March. General Weyler is said to have massed a considerable force in the province of Pinar Del Rio, and proposes to open an energetic onslaught on the positions held by General Maceo.

The total force of Spanish troops in Cuba amounts to fully 200,000 men. This force is scattered all over the island, being garrisoned for the most part in the large towns. A considerable strength is massed along the military line known as the "trocha," in Pinar Del Rio, and it is no doubt this section of the army that General Weyler is about to use in his operations against Maceo.

Unless signs fail, there is likely to be some hot fighting in Cuba shortly. Maceo is well armed and has a considerable force. He holds some of the strongest positions in Pinar Del Rio, and is in a position to accept battle or avoid it, as it may seem best. On the other hand, General Weyler is a soldier of ability and determination, and will no doubt do his best to bring on a decisive engagement. Should Weyler fail, and there is no reason to expect that he will succeed better than did General de Campos, it will become evident even to the most patriotic Spaniard that the struggle is hopeless, and that a further continuation of the war would be a useless waste of blood and treasure.

As matters stand, Cuba can be of little practical use to Spain for years to come. Owing to the destruction of the sugar industries, the revenues of the island for the time being are practically nothing, while, even should the war terminate in the near future, it would take years before the island could recover from the shock its business interests have received. The great cost of the war to date must also be saddled onto the debt of Cuba, and for years will be an additional drain upon its revenues.

It is evident that sooner or later the friendly offices of the United States will have to be called into requisition to settle the controversy. It is to be hoped that the initiative may be taken during Mr. Cleveland's administration, as there is a greater assurance that so knotty a problem would be handled with tact and conservatism by the retiring President than by his successor, Mr. McKinley, who has had no experience in dealing with intricate foreign problems, and who will have his hands too full with domestic affairs for some time after his inauguration to give proper attention to the Cuban question.

Mr. Cleveland has earned the hostility of a large number of people because of his conservative course in dealing with the Cuban problem; but there is no doubt that because of his policy he is now in a better position to offer the friendly offices of the United States to Spain in the way of mediating between her and her colony than had he pursued a different line. If there is to be any action on the part of the United States at all, it would certainly be much better for the initiative to be taken by Mr. Cleveland than by his successor.

How the Drummer Found His Wife.

Written for the TRADESMAN.

"Well, well, Charlie! I have found you at last," said a well-remembered voice.

As I looked up from the counter, I gladly grasped the extended hand of the speaker, my old schoolmate, and heartily welcomed him as in days of the long ago.

Edwin McKenzie and I were companions a quarter of a century before but for years had drifted quite apart. We were both drummers, and had started out as such at a comparatively early age; but, more through good luck than merit, I had left the field and become a joint proprietor of the store in which he found me, in Northern Nebraska. Business and a small family on my hands had so completely engrossed my mind and time that private correspondence had been almost completely dropped. We had both at first secured positions to travel for New York firms; but, after a time, through personal friends I secured a better situation, with a wholesale grocery house in Chicago, with an extended route over the then boundless West. About every two months I visited the merchants of Nebraska, which at that time was settling up rapidly. There was an open frankness and hearty greeting from the broad-minded early dealers of those rich prairies which was, to me, contagious, and my first six months' acquaintance caused me to fall in love with everything there.

"Not with the ladies, did it?" interposed McKenzie, with a smile, to whom I was directing my last remarks.

"Yes, indeed!" I replied.

"Then you are a bachelor no longer?" said Mack, as I invited him to

become the guest of Mrs. Walker and myself while he remained in the village. "Did I ever meet the lady who is now your wife?" he inquired, with interest in eye and voice.

"Probably not," I replied. "Her parents brought her here as a child, and she was never out of the State but once afterward, and that was with me in Chicago. But you must remain with us a few days, and I will relate 'how it all happened,' as they say in the story books, although it is a faithful little picture of real life, after all, and for which we are both ever truly thankful. I saved the lady's life, and she, probably feeling indebted to me, and considering cash no equivalent, kindly consented to care for me the balance of my days, when I intimated that I would like 'remuneration' though, of course, money was not to be considered as such. There was a double surprise in the occurrence I will relate, yet the most curious part of it was that I may have saved two lives instead of one."

The evening of the following day I devoted to visiting with my friend, and related to him the following startling incident:

"I had made my fourth or fifth trip into Nebraska, and each time had sold a satisfactory invoice of groceries to my present father-in-law, Mr. A. Matthews. A Canadian by birth, I found him, from the first, a candid, affable, noble-hearted man, and, like most Canadians, generous and hospitable almost to a fault. Thus I received an early introduction to his family, and to my present wife, who was then his book-keeper and cashier.

"From the first I admired the beauty and grace of the daughter—Perdita by name—who gave me the orders for goods; yet no thought of lovemaking

entered my mind. She being an only child, her parents had given her the best educational advantages the new territory afforded, and she early became her father's confidential clerk and adviser, at the same time assisting her father and the one clerk in acting as saleswoman a portion of the day. Thus it happened that she often attended to the book-keeping and correspondence in the evening, and occasionally she would be left alone with her work until quite late. But at such times she always locked and bolted the doors. She did her work by the light of an oil lamp on the desk. If a familiar voice asked for admission, it was granted, but strangers were politely told, if their business was urgent, to call on her father, whose residence was but two doors away.

"In building his store Mr. Matthews had followed the old Canadian custom of constructing heavy wooden blinds for his windows, and these were closed each evening, an iron bar being placed across them, and they were bolted and locked on the inside. The only place then left, even to look into the store, was a circular window about six inches in diameter, in the blind opposite the desk, which was sixteen feet distant. Not more than four feet beyond this desk, with a screen to hide it from view through this window, stood a first-class safe—for that date—the door of which opened behind the broad counter. The village was new and contained only one other store, in which was the post-office, and the entire number of dwellings alone could have been counted on the fingers of two hands. This by way of explanation of what follows:

"One unusually dark and stormy night, after the late hour of ten, the train dropped me at the nearest point by rail

to this village, a station two miles distant. I had ordered, by mail, a young farmer to meet and convey me and my two satchels of samples to the village hotel. Repeated outcries for my conveyance were answered only by the echoes of my voice. The station was locked and abandoned for the night and there was no dwelling in any direction. I afterward learned that my letter to the farmer had miscarried, it arriving five days after I did. Although the night was dark as Erebus, with a satchel in each hand I set off on foot for the village. I know I was more than an hour making the two miles, and it must have been some time after eleven when I came in sight of a light in the Matthews store, the rays streaming out faintly through the circular window.

"The lateness of the hour gave me an uneasy feeling of alarm. Hastening my walk, and dropping my satchels near the building, I hurriedly glanced through the circular window.

"I am quick to act, and a single glance brought everything under my vision and gave me almost instant power of action. I saw Perdita in her chair at the desk, bound and gagged, her open ledger before her, with her face turned partially from me, while behind the counter two stalwart men, one of them with his coat off, were working at the door of the safe with heavy hammers, from which only muffled sounds reached my ears. The light used was not in sight and must have stood on the floor, and, although my face was within a few inches of the window, the intense darkness prevented my being seen from the inside.

"Certainly I was not half a minute in noting everything taking place within. Snatching up my luggage, I fairly

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flew with it to the house. Hastily arousing Mr. Matthews, I hurriedly told him what I had witnessed, and in scarcely a minute both of us, and his man of all work, who lodged in the house, were armed with loaded shotguns and a Winchester and on our way to the store. Priding myself on being an extra good shot, I was given the Winchester, and stationed myself at the circular window. The man of all work stood guard at the rear of the building, while Mr. Matthews violently rattled the front door, calling out to the burglars to open the door and surrender if they would save their lives! I stood watching events through the window.

"At the sound of Mr. Matthews' voice, one of the men jumped over the counter and cautiously approached the door. The other dropped his tools and stood stock-still, for a moment the picture of despair. Perdita, recognizing her father's voice, was now exerting all her strength to loosen the rope which bound her, but was unable to make the least noise. The man standing before the safe, turning just then, saw her frantic efforts to release herself. Just as she loosed one arm and was reaching toward the gag, he drew an old-fashioned pistol from his pocket, deliberately cocked it, and was raising his arm as if to shoot her, when, quick as a flash, I fired through the window, the shot striking a few inches above the wrist, breaking both bones of the right forearm. The pistol fell upon the floor, undischarged, as, with a smothered oath and an agonized cry of pain, the fellow commenced to plead for his life. Mr. Matthews was calling out to the man near the door to make no resistance if he valued his life, but to open the door at once, as armed men were there to arrest them. In the meantime, the wounded man had fainted from pain and loss of blood and fallen to the floor, and, while Mr. Matthews and his servant were binding the man who opened the door, I was busy releasing Miss Matthews.

"This accomplished, I approached the man I had wounded. As I turned up the light of the dimly burning lamp, I shall never forget the expression as he raised his eyes to mine. His fall had produced a reaction by the prone position of the body and the brain was now active and busy. 'My God!' he exclaimed, 'am I Charlie Walker's prisoner?' and the man turned his face from me and groaned aloud.

"With the assistance of Mr. Matthews we raised him to his feet and placed him in a chair, when I recognized him as Lyman Terry, one of my former companions, whom I had neither seen nor heard from for many years.

"Our other prisoner was at once locked in a room for safe-keeping, but I insisted upon taking the wounded man to the hotel, and at once called a physician to his aid. I felt sure he would take no advantage of my kindness.

"The history of Terry's life was a pitiful one. He had married and removed to Kansas. Extreme poverty and evil associates had driven him into crime; but this was his most serious offense. While conversing with him after his wound was dressed, he raised his eyes to mine and said:

"Walker, from the depths of my heart I'm thankful to you for breaking my arm, for it saved me from being a murderer. Joe, my comrade and pal, had instructed me beforehand that, if any one interfered with us, and that girl made any attempt to release herself

so as to scream, I was to shoot her dead before she could do so! When the command from outside came to surrender and I realized my position, I was simply crazed, and a moment later, seeing the frantic efforts of the girl, with her right hand free so that she could remove the gag from her mouth, there was no time to think, only to obey the order on the instant! As God is my judge, there was no murder in my heart. I was simply an automaton, and, had you sent the ball through my heart, you would have been justified."

"This incident in my life, Mack, is the cause of my being here. I made a rather longer visit than usual with Mr. Matthews that time. In talking over the robbery, I asked him if his loss would have been heavy had the men succeeded in opening the safe, also why the scoundrels did not compel his daughter to open it. 'You are aware,' he replied, 'that we are a long distance from any bank, also that they are far from reliable in this State; consequently, I have kept my own deposits, and had \$5,300 in money in my safe that night. I alone have the combination to that safe, and lock it the last thing each night before I leave, and open it each morning, and a printed notice to that effect, with my written signature attached, is pasted on the outside of the door. No one can unlock it except myself. So you see the reason why my daughter was not tortured or threatened. The way the men got in was this: Perdita was expecting a customer earlier in the evening to purchase a few groceries, and, although it was after eleven when the rap came at the door, it was exactly the same signal as agreed upon, so she unbarred the door without question. I owe to you a debt of gratitude, Mr. Walker, I can never repay—not only for saving my filthy lucre, but—and his voice choked—'far more than the paltry dollars, my only daughter!' Recovering from his emotion, he continued: 'Edwin, you and I have been friends for a long time, and I wish you would stay with me. My business is growing rapidly. Can you not be persuaded to take an equal interest with me here? The capital required shall be no bar to the copartnership. Put whatever amount you please into the firm of Matthews & Walker, and place the balance on the debit side of the ledger. You see, Charlie, I mean business.'

"I thought the matter over seriously. The ladies of the household had added their persuasions, so the end of the matter was I yielded, and to-day have reason to bless those burglars!

"Terry, for whom Mr. Matthews and I both interceded at the trial, was let off with a year's service in prison, while his companion was given ten years, with hard labor."

FRANK. A. HOWIG.

Very Different.

He fixed a steady glare on the grocer and began:

"I bought a chicken of you, after asking you if it was a spring chicken and being informed by you that it was. It was so tough that it turned the edge of the carving knife."

"I did not tell you it was a spring chicken," said the grocer. "You picked the fowl up and asked me if that was what I called a spring chicken, and I said it was what I called a spring chicken. If you had asked me direct if it really was a spring chicken, of course my devotion to truth would have compelled me to admit that it was nothing of the kind."

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How the Bicycle Cured Caleb Brown.

Written for the TRADESMAN.

Caleb Brown did not mean to be selfish, Caleb Brown did not mean to be a crank, but he had sunk so deep in the quicksands of prosaic habit there seemed no way of pulling him out.

His had been a hard life. But not harder than a hundred others who do not wear their trials on their sleeves. Whose life is not hard and strangely twisted if he but have the mind to dwell ever on the seamy side? No sky is so fair that some clouds do not loom up, and these, examined at the proper angle, can quite swallow up the blue.

To begin with, Caleb had been a farmer's son. But is that the worst fate that can befall one? Let the great men testify to their own experience. But, after all, the trouble lay with Caleb himself. He took life so hard and serious. While the other boys worked with a will and played with even a greater vim, Caleb concentrated all his energies on his work and tried to do a man's share with a boy's strength. He didn't trade pocketknives—oh, no! He didn't run away from school warm days in September when the birds were practicing their farewell songs, the bees droning in the golden rod and the water in the brook under the willows was just right for swimming. He was never caught in any apple-trees on somebody else's land. The watermelons in his own patch tasted just as sweet as the fruit of others' labor. As to the evenings, he was tired enough to go to bed with the chickens and leave the fun to those who enjoyed it. The simple jokes of the boys and the giggling of the girls were quite wasted on him. And he was conscious of his own superiority, for he was born with fine instincts. He laboriously taught himself to eat with his fork, instead of his knife, and it quite went against the grain to see his father drink out of the waterpitcher and his mother use her own knife in serving the butter to others.

Yes, he thought much in his own blind fashion. But he always tended to his own business. At last, he overdid, which brought on a long fit of sickness. When he recovered, he found a good position in a distant city.

Soon he married. One would have expected him to marry a woman passionately devoted to work, a woman contented to plod all day long through dish-washing, baking, sweeping and all the other drudgery about a house. But no. Caleb Brown's wife was cut after a newer model. She was full of life and spirits, magnetic, and attracted the best people to her. Though she was an enthusiastic worker and accomplished no end, she never seemed to be busy and always had leisure for enjoyment and entertainment. Evenings she was at her best, and wanted to accept the numerous invitations, to feast on the operas and plays, to be a member of some of the popular clubs. But, dear me! Caleb was always too tired to go with her. His sole wish was to settle down to his newspaper after supper and go early to bed. Of course, it goes without saying that he was not interested in that sort of thing.

But there was one thing in which Caleb was interested: He seemed to be willing to sell body, mind and soul for his religion. As he was accustomed to say, he loved his church next to his home and family. But Sarah Brown many times felt that it stood first. She was not an enthusiastic church-goer.

She simply went out of respect to her husband.

It was a pity that Caleb never felt any compunction to go with his wife to places of amusement, instead of compelling her to depend upon other people. At first, the poor dear stayed at home and her spirits steamed like a teapot at the boiling point. Gradually, she became more and more accustomed to depend upon her friends and neighbors to accompany her wherever she wished to go. Truly, Caleb's and Sarah's interests were getting widely separated. How widely the gulf would have grown, who can say?

It was about this time that the bicycle began to be so popular. Of course, Sarah wanted one. She was going to make the attempt to persuade Caleb to buy her a wheel. So one evening she put on her red dress, of which he was so fond, and had for supper baked beans and brown bread "made after his mother's receipts." (Oh the arts of women!) His dressing-gown and slippers were waiting by a blazing grate fire. While he was getting ready to stupidly settle down for the evening she timidly began:

"Caleb! do you know that both Mr. and Mrs. Yocum have wheels?"

"No! but I should expect such rattle-headed creatures to take up with such outlandish machines!"

There was a pause and Sarah looked hard at the burning coals. Meanwhile, Caleb had drawn his chair to the side of the table holding the lamp. He opened up the paper, cleaned his eyeglasses with the clean corner of his five-days-used handkerchief and then began reading the headings of the first column on the first page. There was no glancing over the paper with Caleb. He began with the latest railroad accident or blizzard and read through every word to the end of the fascinating story on some patent medicine. The coals were getting ruddy. Mrs. Brown did not take up any work. She was waiting for Caleb. Anyway, the light was not good where she sat. At last, he stretched himself, went to the window, looked out, pulled the shade a trifle lower, returned to his seat and once more took up the sheet, when Mrs. Brown put in her oar:

"Oh, Caleb! I want to tell you! Mr. Reed is so delighted with his bicycle, that he ordered the same wheel for Mrs. Reed, and she is to have it in the morning!"

By this time, Caleb was in the middle of an article on the silver question and had ears for nothing. But, at last, the paper was finished and tossed in the corner for Mrs. Brown to pick up and fold.

Sarah Brown knew now was the chance for the double stroke. Caleb always ate two or three apples before going to bed. He did not choose the fresh rosy fruit in the dining-room, but hunted for decayed stuff in the cellar. He soon came back with several specimens whose days had been numbered some time ago, and laid them, without ceremony, on Mrs. Brown's new silk table-cover. He opened the large blade of his jack-knife, reached down for the paper he'd thrown aside, and began to peel away for dear life. He offered to share his treasures with Mrs. Brown, but she was not feeling hungry at that particular moment. He began, in his matter-of-fact way, to tell of the small happenings of the day. She listened patiently for a while. Then she said, not in the least apropos of his remarks:

"The ladies of the L. H. S. formed themselves, to-day, into a bicycle club. They are to hold monthly meetings to arrange for excursions every week to study the historical ground around Detroit. Many of them hoped, in the summer, to cover New England on their wheels and see for themselves the practical evidences of early American history among the colonies." Her eyes sparkled, her cheeks glowed, the words did not come fast enough as she dilated on the rich treats in store for the Club, of which she was President. She ended with, "Isn't that lovely, Caleb!"

Caleb was chanking apple, but, when thus appealed to, he deliberately laid on the table the newspaper containing the peelings, wiped the stained blade of the knife on a corner of the newspaper, closed it with an ominous click, and stuck it in his pocket. Then he answered with precision:

"Look here, Sarah, I don't know what you are aiming at; but, if you are hinting for a bicycle, just drop the notion out of your head once and for all, for, as long as your name is what it is, you won't have one. It's bad enough for the men to make such fools of themselves, but for respectable women to become such guys—why, they're simply fit subjects for a lunatic asylum! I am proud to say that I can hoof it better than nine men out of ten. As for you, if you are such a weakling, I'll get you a lady's horse to-morrow, if you say the word."

Mrs. Brown did not say the word, but she clicked her lips together with such decision that, had she been facing the light, Caleb would have realized it meant business.

The days passed rapidly. Blustering March had rudely taken his leave. April had rained in and slid out and jolly May had come dancing in. The word "bicycle" had not been mentioned from that day to this.

Caleb was in the depths of despair these days. He had been brought up to go to church twice every Sunday whatever the weather and whoever the minister, and he could not understand why everybody else did not feel the same way. The new generation seemed not to know the meaning of the word "duty," but questioned only "whether the sermon was interesting." Already, when the warmer days of May had come, the congregation had dwindled until only a few old bald-headed men and violet-hatted, wabble-jawed women were left to preserve the dignity of the church. What should be done? All at once it occurred to Caleb Brown, as if by inspiration, to change the sermon for a service of song in the evening. He rushed at once to the Reverend Howard Johnson's house.

"I am so sorry that Mr. Johnson is not at home," said the worthy gentleman's worthy wife. "Perhaps you know he has a wheel? These delightful warm days he has taken it into his head to ride out in the country and do his studying there. I expect him home in a couple of hours. Urgent? Then you had better take the street cars. Such a round-about way, and you will have a twenty minutes' walk afterwards!"

Caleb Brown found the minister deep in his books, but the Reverend Howard slapped him on the back.

"Glad to see you, old man! But what brings you here at this time o' day—and on the street car, too? Why, that is an all day's job. You ought to have a wheel like mine. Greatest thing in the world! Every pleasant day, I ride down

here for the morning and, when possible, remain until the middle of the afternoon. A few weeks ago, I was so tired and worn I feared I would not be able to get through with the spring's work. But the bicycle has made a new man of me! I don't feel a day over 20! I get a lunch at a near-by farmhouse and have plenty of pure milk and genuine hen's eggs. There seems to be something wonderfully inspiring about the woods, for I do double my usual work, and that with less fatigue. Mrs. Johnson thinks I'm a crank on the subject; but I'd rather be a crank than a worn-out tool. Why don't you get one?"

Caleb did not assign any reason. He just said, "Nonsense!" and went on with the matter in hand.

That week he seemed just fated to run against the bicycle snag. Every particular person he wanted at every particular moment seemed to be riding a wheel on all occasions.

One evening, when he went to call on his special friend, George Winter, he found him just returned from a long bicycle ride. He suggested (merely as a joke) that Caleb should try his machine. Caleb did try it, and went home delighted, though he did not mention the matter to his wife. But he rented a wheel the next morning and practiced all his spare time at the riding school.

A few evenings later, he took Mrs. Brown's breath quite away by riding onto his lawn on his new safety!

He simply remarked: "You see, Sarah, I have learned to ride a wheel."

"Yes, I see!" (with perceptible sarcasm.)

"Well, I guess you had better learn, too. I don't find it so bad as I thought."

"Never mind about the learning, Caleb; but I should enjoy a wheel of my own. You see, I just had to learn on account of our Club; and I have used a rented wheel. I hope you do not mind, Caleb, do you?" she said, in her bewitching way.

There was no reply. But the next morning, the finest wheel in town was ordered for Mrs. Brown!

Mr. and Mrs. Brown began going out together. They suddenly discovered they had a great deal in common. They joined many parties, for none was considered complete without Mrs. Brown, and for the first time Caleb realized what a treasure he had in his wife, who seemed to fit in everywhere and to be equal to any and every occasion. Caleb grew so enthusiastic that he joined the husbands of some of the members of the L. H. S. and they all went on the excursion to New England.

From that time he was a different man. He began to understand people better and to enjoy society—so much so that the next winter he was present at most of the important gatherings. And Mrs. Brown does not any more have to hunt for excuses on account of her husband's absence. His business now prospers as never before; and every one has a good word to say for him. Yes, he seems truly happy for the first time in his life, and is ready to exclaim, with the Reverend Howard Johnson, that the bicycle is the greatest thing in the world!

ZAIDA E. UDELL.

Dresden, Germany.

A woman with money is never found on the remnant counter. She is picked up quick from the bargain counter when first displayed.

The only smoke the insurance agents are not afraid of is that of the S. C. W. 5c Cigar. Best on earth—sold by all jobbers.

Shoes and Leather

Realize the Situation.

From Shoe and Leather Facts.

Our English contemporaries have undoubtedly been accomplishing a great deal in the direction of educating the members of the shoe and leather trade in that country to a proper appreciation of the true situation and what is necessary in order to enable them to gain what they have lost by reason of the continued pursuance of antiquated or obsolete methods. The Boot and Shoe Trades Journal, in a recent number, frankly states that English manufactories are almost destitute of efficient factory superintendents. Its comments on this subject are sufficiently important to warrant us in quoting them at length, as follows: "It may be there must be a new creation, though there is need now, and their services are indispensable to the further well-being of the trade. How is it that in the same classes of goods the Americans are still able to beat us in the price of manufactured articles? We buy the same leather at equal or lower rates. We have their machines, and our labor is no dearer. Our workmen are no less skilled in the art of bootmaking, and cannot be inferior in technical skill, when we remember that the average shoe operators in America are usually drawn from all sorts of trades and possess no technical training, but take their place at their machines and in a brief period are classed expert operators."

He then proceeds to frankly admit that, despite all these apparent disadvantages under which the American labors, he beats his English competitor in most instances, making use of this most significant statement: "The productive departments of the shoe trade are as a well-controlled army with most modern and efficient weapons, but without captains, generals and commanders, and in this, we would venture to say, lies the answer to the problem why we are beaten by American competitors."

It is an old saying that to recognize one's own weakness is a long step toward remedying the defect, and, if this be true, our English brethren can be expected to make wonderful progress during the next few years. In the meanwhile, however, American manufacturers can be depended upon to take advantage of the situation, and that they are doing so is well illustrated by the growth of our export trade, as indicated from month to month in the tables of statistics published by us.

That the American manufacturers are going to stand still and wait until the English manufacturers catch up with them is not at all likely, and the chances would seem to be that John Bull has undertaken a greater task than he imagines. It is fair to suppose that what the Americans, with their native ingenuity and vigor of action, have been able to accomplish only after long years of patient effort cannot be approached in any shorter period by mere imitators.

Two or three years ago, when English manufacturers first awoke to the true status of affairs, they seem to have thought that all that was necessary for them to do was to secure American machinery, but they have since learned that a machine, however perfect, is, after all, but a machine, while its utility is gauged very largely by the skill of the operator.

The Keynote of Success.

From the American Grocer.

From small to great results seems to be the law which leads to success in the grocery world, as in the physical or the spiritual world. The representative grocery firms, both in the wholesale and retail trade, and the manufacturing interests allied therewith, without exception began in a small way and step by step grew into greater and greater proportions. When growth stops it is an evidence that decay has begun. As one recalls instances in support of the above statement he is almost startled by the rapidity with which a great business is established, and it naturally leads one to study the methods by which success has been achieved. The farmer boy of New York State is the Armour of today; the retail druggist of Indiana is the Hoagland of the baking powder trade; the boy with a counter in the corner of his father's bakery for the sale of molasses candy is the Huyler of the present; the congressman from Massachusetts, now serving his fourth term and whose stove polish is a household word, has made a fortune since he left the army; the multi-millionaire Russell Sage was formerly a grocer in Troy; Joseph Park, the greatest retail grocer in the world, started forty years ago in a little store on Sixth avenue; James Butler ten years ago was a hotel steward; Thomas Martindale came from the oil regions and started a California store in Philadelphia; Hans Jevne went to Los Angeles a poor man to find health, and won that and wealth. We might multiply such instances by the thousands, but in every case we would find that simple principles are put into operation, viz., industry, economy, perseverance and brains. The exercise of these traits begets confidence and creates an environment which stimulates growth. When strength is acquired the power of resistance is intensified and the life of the business fortified.

The sturdy oak, with its deep, far-spreading roots and wide spread of limb, is un mindful of the smaller trees that struggle for life in the same forest. They all live and grow, but the supremacy of the oak is undoubted, notwithstanding it started from an acorn and took its chances with the other trees.

These remarks are prompted by some made to the writer by a retailer into whose neighborhood had come a new and formidable competitor, and who believed that the advent of the new store meant increased trade and no troublesome rivalry, for, said he: "We have grown into our great business, which is the result of twenty-five years of faithful service, which has welded the relations between our store and its patrons

and whose confidence we have, which competition cannot wrest from us."

The same day, in a conversation with the manager of the new store, he remarked: "The only influence we will have on the older stores will be to increase their business, for we shall bring new people into this district to do their shopping." We believe both men are right.

Most of our successful grocers laugh at the idea that the competition of the department stores injures their trade. Several in different large cities admit that their trade has increased since their advent. They tend to increase demand, for they are extensive advertisers, and their policy of small and quick profits results in the sale of shelf and proprietary goods upon small margins, which increase the use of such articles. Their faith in themselves; their record of years of successful service; the experience gained, coupled with enterprise and a determination to keep up with the times, is not only an insurance

against decay, but is evidence of growth, and that is the keynote to success in storekeeping.

Train Your Memory.

From the Dry Goods Chronicle.

The merchant who cannot address his customers by name after a first greeting had better not meet them. He should have their name on his tongue when he addresses them, even if he has to post himself especially, a minute before he speaks to them. There is a subtle flattery in the fact that you remember one's name and recall it familiarly that appeals to one's self-conceit and even flatters one's self-respect. The merchant who can walk familiarly up to a customer with a pleasant greeting and salute that person by name has an open way direct to that person's good opinion. On the contrary, the man who can't do it can never hope to have a personal claim on people's individual regard.

Mail us your orders for



**Grand Rapids Felt Boots
Lumbermen's Socks**

WALES-GOODYEAR AND CONNECTICUT

RUBBERS

We have them all or anything else you may need in a hurry, and look for **quick** returns from us.

HEROLD-BERTSCH SHOE CO.,

5 AND 7 PEARL ST., GRAND RAPIDS.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

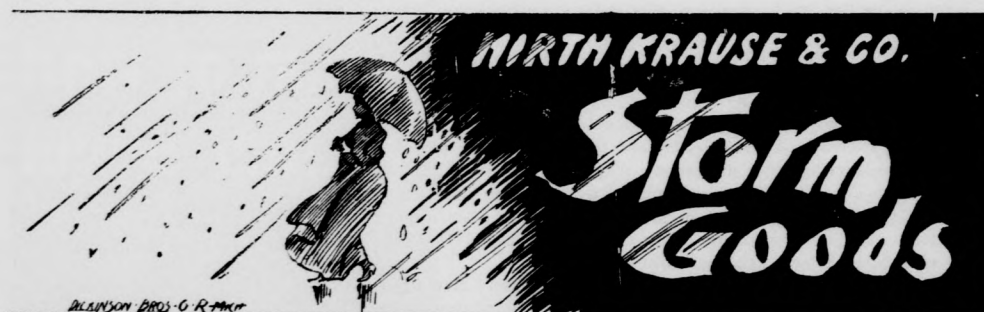
Our Factory Lines are the Best Wearing Shoes on Earth.

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.

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

Governmental Inspection a Cure for Business Failures.

Written for the TRADESMAN.

"You may talk about the retailer's grievances and the ways and means of correcting them," said an old merchant the other day, "but an experience of over thirty years as a retailer of merchandise in three different towns has convinced me that the thing that tries merchants' souls the most is the meeting of bankrupt stock competition. Give us an even chance in a fair game and merit will take care of itself; but, when the fellows who pay too cents on every dollar their invoices call for have to face a stock of goods as good as their own which have been compounded, or sold to some bargain hunter, at 50 cents on the dollar, business brains cut no figure. Like the pulling of a tooth, it doesn't last very long but it hurts like sanko while it does last! Many a good sound business has been undermined and forced into a condition of insolvency by these too-frequently-occurring trade eruptions, and it is high time something was being done to check the evil.

"What would I suggest as a remedy? Why, simply governmental inspection. Don't laugh. I know that a corner grocery store is not considered a fiduciary institution by the wise men who are at present charged with the duty of formulating laws for the protection of legitimate business. The retail merchants are not entrusted with the people's money, but they are entrusted with the products of our factories and the goods of wholesalers; and, when gross recklessness or flagrant incompetency ends in bankruptcy, the defaulters not only cause loss and sometimes ruin to those who placed trust in them, but the wreckage they have made has a devitalizing effect on legitimate business interests generally. Yes, I would apply the remedy that gives the banking interests such a strong, healthy tone, and thus keep all criminally negligent and totally unfit persons out of the business, and prevent those who do engage in it from playing the usual confidence game or filling up too full of wind.

"How would I manage it? Well, in the first place, I would appoint a state inspector of retail stores and endow him with governmental authority for enforcing the prescribed regulations. I would have every retail merchant pay a government license fee, annually, for the privilege of engaging in the business, said fee to be a nominal sum sufficient to cover inspection expenses, and graduated according to the size of the business or amount of capital invested. I would make the granting of a license contingent upon the applicant's sworn statement setting forth the line of business to be followed, his qualifications for the business and the amount of capital to be invested. The regulations for conducting the business of retailing merchandise would be embodied in a general law. In this enactment provision would be made for appointing an inspector, also as many deputies as might be required, and their duties; for fixing a limit beyond which no retailer could obtain credit, said limit to be a certain percentage of actual capital used in the business; for the compulsory taking of an inventory at least once during each year, and for the periodical rendering of sworn statements to the inspector or his deputies showing the exact financial status of the business. I would have it also provide for giving the inspector power to wind up any

business concern found lacking the statutory requirements, and it would be highly necessary that all business statements be published in a sort of mercantile Blue Book, to be accessible at all times by all parties concerned.

"Is a wind-up by the inspector as demoralizing to the trade as any other kind of wind-up? Yes, and no. Yes as to the disposal of such bankrupt stock, but No as to the general effect, for I would make all business failures caused by downright recklessness, willful negligence or the obtaining of more than the prescribed maximum amount of credit a criminal offense, punishable by fine or imprisonment. You see, there would be no incentive to fail for gain, as is the case now. Ninety-nine smash-ups in a hundred may be attributed to the three causes just mentioned; and, instead of playing sharp with their creditors on a 17 per cent. basis, thereby starting off on a grander scale than before, they would be adjudged criminal offenders and be punished accordingly. Under the new plan these fellows wouldn't fail; and the small percentage of failures caused by honest incompetency would not end in sudden collapse through ignorance, as at present, as inspection requirements would show them 'where they were at' before it was too late to dispose of their unprofitable business.

"Kick at governmental interference? Who is it among our hotel-keepers that kicks at the government license inspectors? It is generally the very fellow who is most unfit for the business and who, if he were not under control, would make a public nuisance of himself and cheat everybody with whom he had dealings. Do the bankers kick? Do they consider it beneath their dignity to comply with the governmental regulation of their business? Do they hedge and squirm when required to state the true condition of their affairs? Most certainly no. On the contrary, the bank business manager who keeps his business in a safe, sound condition is only too willing to avail himself of this most excellent means of impressing a knowledge of the fact on the minds of his patrons. Why, if a man is doing a thriving business on a safe and honorable basis, it would be the very essence of sound business policy to let his patrons know it. How can he do this? If he proclaim the fact from his own housetop, it would be looked upon as arrogance and, instead of inspiring confidence, would arouse suspicion. But, when his business is subjected to governmental inspection, his good standing is made known to the public by official declaration, which is the most effective way of accomplishing it, and in this way he secures the benefit without impairing his modesty. And, suppose the trade did squirm a little at first at the thought of turning themselves inside out, would it not be better to cause a little squirming, in the pricking of all bubbles in their incipient stage, than to cause a panic of squirming, by allowing the bubbles to swell up in the darkness of ignorance, and finally burst suddenly and unexpectedly on a hoodwinked and confiding public, causing utter confusion and sometimes downright ruin in the ranks of legitimate trade?"

The above suggestions are submitted to the readers of the Tradesman with the assurance that they come from a man who has made a success of business and thoroughly believes in what he says. He is very much in earnest in his advocacy of governmental inspection

as a general tonic for the retail trade, and believes that the time is not far distant when this old and well-tried business principle will be extended and applied to the business of retailing merchandise.

E. A. OWEN.

A Commercial Calculation.

From the Washington Star.

"I called to see you about this note of mine," said the man, who walked briskly up to the counter.

"Do you wish to take it up?" inquired the clerk.

"No, I want you to extend it. I've just made a discovery."

"It's a perfectly regular note, isn't it?"

"It may be regular, but isn't fair. This charged me just as much interest for thirty days of September as you did for thirty days of June, notwithstanding the fact that the days are hours shorter now than they were then."

"I don't see that that makes any difference."

"Of course you don't—you don't want to see it. But the principles of eternal justice and the calendar are both against you. If the note had read thirty days and nights, you might have had some argument, but in its present form I don't see how you are going to escape the censure of a fair-minded public unless you help me a little."

A Business Crisis.

Senior partner—Where's der office poy?
Junior partner—I shoost fired him.
He orter be in Sing Sing. He led dwo bosdage stambs ged stug togedder und dere vas a dead loss of—

Senior partner—Two cents! Merciful Rachel! two cents!
Junior partner—Even vorse dan dat. I dried to ged dem abard und shpoilt both of dem. (Both faint.)

We have cigars to burn. G. J. Johnson Cigar Co., manufacturer of the S. C. W. 5c Cigar.

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.

Pingree
"NEVERSLIP"
PATENTED
FEB. 22 1892

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.



Remember

The largest stock of Ladies' and Gentlemen's

Mackintoshes

In Michigan is with

Studley & Barclay,

Grand Rapids.

Send for.

SAMPLES OF CLOTH.
PRICE LISTS AND DISCOUNTS.



New Clippers New Clippers New Clippers
Special Run on Clippers.

"GOUVERNEUR, N. Y., Oct 2nd, 1896.

Grand Rapids Cycle Co., Grand Rapids, Mich.

Dear Sirs:—

I am so well satisfied with the business associations we have had that I am pleased to say your postal of Oct. 1st, is correct in every way. Better value, better service, and better treatment than we get as a rule from Bicycle Houses. I especially value your promptness and willingness in the repair line. I have not sold as many wheels as I anticipated this year, but shall make a special run on New Clippers next year and hope, the times being better perhaps, to do a good business.

Thanking you for all favors, I remain,

Very truly,

E. D. BARRY."

Pratt 217.

New Clippers New Clippers New Clippers New Clippers

Clerks' Corner

Clerks Should Have Opinions—Care in Making Change.

From the Shoe and Leather Gazette.

Not long ago the Clerks' Corner Man saw an item in a business paper admonishing clerks not to be eager to give their opinions or to relate incidents or adventures in which they figured, because, as the paper went on, it appears like an effort of the clerk to place himself on a plane of equality with the customer, which, continues this adviser, is very frequently displeasing to the patron. What a lot of rot this is to place before the average country clerk. If it was intended for salespeople in large department stores in the big cities, it might have some claim to attention, but it wasn't. It was written for and to country clerks, and to them almost altogether.

* * *

Unfortunately there are a great many persons living in the cities who, because of some property accumulations, have come to regard themselves as of better clay than was used in the construction of ordinary mortals and these specimens of "quality" are, as a matter of course, offended if they are approached on an apparent footing of equality by those unfortunates who have been so unlucky as to have been born into the world outside the limited sphere of their social "set." The average clerk in city stores is familiar with this class of snobs and can usually tell them at a glance, and is sensible enough to humor them by remaining passive and attending strictly to business and nothing else.

* * *

But there are not many such. Most people are of a common sense class who do not consider themselves one whit better than the clerk and are as ready to converse with him on ordinary topics as on the business matter in hand. The clerk is not an inferior person nor is his vocation one of which he need be ashamed. The writer does not believe he should refrain from stating his opinions lest the customer be offended at his presuming himself to be the customer's equal. He is the customer's equal in nine cases out of ten and oftentimes the customer's superior morally and mentally if not financially. The writer does not believe the counter a dividing line between the elect and the inferior.

* * *

This does not mean, however, that clerks should impress every customer with their views as to what the customer should or should not buy. On the contrary, the good salesman will carefully keep himself in the background until his personal opinion is asked for, and many of the best clerks will not give it then. Neither will the good clerk regale the customer with an experience of his own or an adventure or a funny story unless the customer gives him some first-class reason for doing so. But the reason is not that the customer might thereby take offense at the clerk for presuming to consider himself an equal, but that the average customer comes in to buy goods and a recital of his troubles by the clerk is tiresome and uninteresting.

* * *

In country towns this rule won't often hold. Here everybody knows everybody else, all are neighbors and all are interested in everybody else. The clerks are usually "up" in society and on excellent terms with everybody. Waiting on customers is a neighborly sort of occupation, in which politics, the weather and ordinary news topics enter. The clerk is expected to be friendly and the idea of his hesitating to relate personal experiences or crack a joke is in most cases absurd. The opposite course pays best. Time is not a great factor and customers like to sit and gossip. It makes the clerk stand more "solid" with them and of course he is not averse to talking.

* * *

In most small towns the clerk can ad-

vance his opinions with perfect safety, but it isn't always policy to do it even under such conditions. Talk the shoes; tell what they are; call attention to the style; note the counter; speak of the weight, and make every point tell. Let the customer decide. If the clerk's advice is asked for it should be given plainly and honestly. The clerk will lose nothing by honesty. Neither will the merchant. The customer who finds that he can rely on what is told him at a certain store—particularly a shoe store—is pretty sure to cling to that store. In the same way, if one clerk lies about his goods and another is known to tell the truth, the latter clerk is the favored one, other conditions being equal.

* * *

Drifting off onto another topic, still in keeping with the spirit of Clerks' Corner, the writer would suggest to salesmen that whenever money is handed them by customers they should be careful to mention its amount. In a shoe store the other day a clerk neglected to do this. A lady tendered a \$5 bill in payment for a \$3.50 pair of shoes. The change came back \$1.50. "I gave you a \$10 bill," said the customer, "I should receive \$5 more."

"I beg your pardon, but you are mistaken," returned the clerk, "it was a five." The lady insisted that it was a ten; that she had only the one bill and her husband had given her that in the morning, specifically remarking that he guessed \$10 would last her until night. The cashier was appealed to, but there was no taker in the five compartment. Still insisting that she had been beaten out of \$5, the lady left to lay the matter before her husband. In ten minutes she was back smiling and apologetic. "Oh," she exclaimed, "that was all my mistake. I remember now I paid \$5 to the grocer on my way down and I had forgotten all about it. I saw his wagon down the street and it came back to me at once. I am awfully sorry I made so much trouble about it, but I had entirely forgotten paying that \$5."

* * *

These incidents occur periodically in a great many stores where the clerk receives money from the customer without a word. In other stores the salesman will invariably mention the amount received, even if it is only a nickel. "Twenty-five cents, thank you," is the usual way of expressing it if it is exact change, or "One dollar, your change will be here in a moment," if the money has to go to the cashier. If the clerk makes the change himself he says, "Two dollars, 65 cents change. Thank you." The clerk should be careful in this matter and equally careful to see that the change is correct to a cent.

His Share of the Partnership.

Two boys walking along the street gazed into a tobacconist's window at some pipes. Said one boy: "Those are nice pipes for a cent. If I had another cent to get some tobacco I'd buy one." Said the smaller boy: "I have a cent," so he was persuaded to part with it, and the big boy purchased a pipe and tobacco, and walked along smoking vigorously. The smaller boy wanted a smoke, but was refused. Growing indignant, he said, "Well, I chipped in on that pipe and tobacco. Where do I come in?" "Oh," said the big boy, "you can be a stockholder—you can spit."

Paper can now be hung by machinery. The device has a rod on which a roll of paper is placed, and a paste reservoir with a feeder is placed so as to engage the wrong side of the paper. The end of the paper is fastened to the bottom of the wall and the machine started up the wall, being held in place by the operator. A roller follows the paper as it unwinds and presses it against the wall. When the top of the wall is reached the operator pulls a string, which cuts the paper off from the roll.

After Nov. 1, 1896, the retail cigar dealers will give you a light every time you buy an S. C. W. 5c Cigar. This offer remains good until further notice.



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.



Why are the . . .

Manitowoc Lakeside Peas

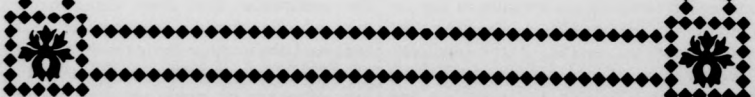
Better than ever?



Because they are grown, handpicked and packed by an experienced force. They have thus become a "Standard of Excellence."

Sold by . . .

WORDEN GROCER 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.

Michigan Commercial Travelers' Mutual Accident Association.

President, A. F. PEAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. Board of Directors—P. M. TYLER, H. B. FAIRCHILD, GEO. F. OWEN, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

A good salesman keeps his eyes and ears open and his mouth shut.

Thanksgiving is close at hand. If trade is good with you, give thanks for that; if it is poor, be thankful it is no worse.

Attend strictly to business in business hours. If you have any outside business look after it in time which is your own and not your firm's.

The mission of the knight of the grip began with the day of man's necessities and to-day he is looked upon as a part of the bone and sinew of our Nation.

Ed. Lustre succeeds E. I. Peck as Lake Superior traveling representative for Morley Bros. Mr. Lustre would make a good lamplighter, being over 6½ feet tall.

Business is on the mend—at least so say the traveling men, and what they say must be so. "Anyhow, dealers are purchasing with more confidence and in much more liberal quantities than some months back," is what the boys all report.

The trials, responsibilities and cares of the commercial traveler's wife are legion—for upon her, to a great extent, devolve the training, moulding and guidance of her children, while the husband is out hustling business for weeks and months at a time.

R. D. Warner, Jr., for several years past with the Michigan Spice Co., will take the position of specialty salesman for the Musselman Grocer Co. "Little Dick," as he is familiarly called, has made rapid progress in the art of salesmanship and is destined to make his mark in the occupation he has selected.

Post A (Lansing) has unanimously endorsed the candidacy of James F. Hammell for the presidency of the Michigan Knights of the Grip. "Big Hearted Jim" has served the organization faithfully in several capacities and richly deserves promotion to the highest office within the gift of the association.

A report having gained circulation to the effect that Hub Baker would change houses Jan. 1, the Tradesman is authorized to state that he has been retained by the I. M. Clark Grocery Co. and will continue his visits to the trade of his old territory. Mr. Baker is an energetic and aggressive salesman and carries a full supply of sunshine with him wherever he goes.

A few business and professional men at Grand Marais have organized a club. They will erect a club house and lease

the upper story to the Masonic Lodge, which is about to be established. Traveling men should wear old clothes and smoke corncob pipes when they go there. They may then escape the assessment fee for honorary membership. The merchants are laying for the boys.

Geo. F. Owen notified his firm about two months ago that he proposed to return to his old line, furnishing goods, the coming year. Yesterday he closed a contract with the Peerless Manufacturing Co., of Detroit, and will cover the same territory for them that he has for the last seventeen years. The engagement dates from Dec. 1 and George will be out on the warpath shortly after that date.

Another death has occurred in the ranks of the Michigan Knights of the Grip—Geo. M. Stone, who held membership certificate No. 2,743, having joined the organization Jan. 27, 1893. Deceased passed away at Archibald, Ohio, Oct. 29, as the result of erysipelas, terminating in an abscess, the original cause being blood poisoning in one finger. The interment took place at Hudson, Mich., Oct. 31.

The death of Member Stone reduces the balance in the death fund of the Michigan Knights of the Grip below the constitutional limit of \$500, rendering another assessment necessary. It is probable that this assessment will be authorized by the Board of Directors at their meeting at Lansing on Saturday of this week, in which case the notice of the assessment and the notice of the annual dues for 1897 will be sent out at the same time.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Nov. 17, President Winchester announced the following standing committees:

Executive—A. Brink, J. Geo. Lehman, L. John Witters, H. M. Liesveld, Frank J. Dyk.

Trade Interests—B. S. Harris, J. J. Wagner, Edwin White.

The matter of closing the grocery stores at an earlier hour evenings was then introduced as the special order of business.

J. Geo. Lehman suggested that the Association decide upon some hour that would be mutually agreeable to the members of the Association and then refer the matter to a committee from each ward to secure the approval of the grocers not members of the organization.

Homer Klap stated that the only opposition to the undertaking came from the grocers who conducted meat markets in connection with their stores. The matter had been referred to S. J. Hufford, Treasurer of the Grand Rapids Meat Dealers' Association, who stated that he would bring the subject to the attention of his organization at the next meeting.

B. S. Harris moved that the President appoint a committee, to be composed of grocers from each locality in the city, to call on the trade and secure signatures to an agreement to close the stores at 6:30 o'clock five nights in the week and 9:30 on Saturday nights, from Dec. 1 to May 1, 1897.

The motion was adopted and the President appointed as such committee A. Brink, B. S. Harris, Frank L. Merrill, H. M. Liesveld, John Witters, Frank J. Dyk, J. J. Wagner, E. White, Fred W. Cole, Cornelius J. Seven, J. Geo. Lehman, Arthur Manley, Homer Klap.

There being no further business, the meeting adjourned.

All traveling men do not agree on the silver and gold question, but they all agree that the S. C. W. is the best nickel cigar on earth.

SUCCESSFUL SALESMEN.

J. B. Heydlauff, Traveling Representative for Frank B. Taylor & Co.

J. B. Heydlauff was born in Detroit in 1853, his antecedents being a combination of Anglo-Saxon and Teutonic, his father having been born in Germany, while his mother was born in Canada, being of English descent. Mr. Heydlauff resided in Detroit until 1859, when his parents removed to Muir. He attended the common school of that place until 15 years of age, when he entered the general store of Stevens Bros., of Muir, as clerk. He remained with this firm a number of years, when he was employed by Harl & Stevens, also general dealers. In 1880 he removed to Jackson and took a position as salesman in the retail store of Tuomey Bros. Three years later he resigned, to take a better position with L. H. Field, also



of Jackson, as clerk in the linen department, where he remained five years. Having a desire to go on the road, he engaged with Frank B. Taylor & Co., wholesale and retail crockery dealers of Jackson, and has represented them in Central and Northern Michigan for the past nine years.

Mr. Heydlauff was married to Miss Hattie E. Hall, of St. Johns, in 1873, and has two daughters—Gertrude, aged 20, who graduated from the Jackson high school with the class of 1895, and Maude, 19 years of age, who is now attending the high school at Jackson.

Mr. Heydlauff became a member of the Michigan Knights of the Grip in 1887 and was elected chairman of the Board of Directors in 1892. He was also chairman of Post B (Jackson) during the year 1893 and at a recent meeting of the Post was unanimously endorsed as a candidate for the position of Secretary of the State organization. He has had his eye on the position for some years, having equipped himself for the work by giving his elder daughter a business education at Devlin's commercial college.

Mr. Heydlauff is affiliated with Jackson Lodge, No. 50, F. & A. M., is a member of Amity Council No. 120, Royal Arcanum and belongs to Jackson Council No. 57, U. C. T., in which order he holds the office of Past Senior Counselor.

Personally, Mr. Heydlauff is well regarded where he is best known. The fact that he has remained with one house continuously for nine years speaks well for his wearing qualities, and in

case he is successful in achieving the position to which he aspires, he will have the hearty co-operation and support of the rank and file of the organization.

Through Fields of Corn.

In solemn hush of dewy morn
What glory crowns the fields of corn!
A joy and gladness in the land,
The lithe green ranks of beauty stand;
Broad aced vales from hill to hill
The lifted plumes and tassels fill,
While birds sing in the cool sweet morn
Through fields of corn.

Like palms that shade a hidden spring
The reeded columns sway and sing;
The breathing censers swing away,
The leafy cymbals clash and play,
And when the breezy voices call
The sea-grown billows rise and fall,
And music swells and joy is born
Through fields of corn.

To fields of corn the summer brings
The rustling blades, the blackbird's wing,
The sharded locust's strident tune,
And the idle raven's mocking rune,
The bobolink's exulting strain,
And cuckoo prophesying rain
In low sweet whistle in the morn
Through fields of corn.

In bannered fields of corn unfurled
God grows the manna of the world;
He waits to bring the yellow gleam,
The harvest song, the reaper's dream;
And still as through the Syrian gold
Of Galilee in days of old,
He leads again, this Sabbath morn,
Through fields of corn.

BENJ. F. LEGGETT.

FREE CHECK ROOM

The Wellington

EUROPEAN HOTEL. Entirely New.
J. T. CONNOLLY, Proprietor, Grand Rapids,
82 S. Ionia St., Opposite Union Depot.

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. PENNOVER, 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.

Loss or Gain?

Young men and women attain greatest financial gain by securing a course in the Business, Shorthand, English or Mechanical Drawing Departments of the Detroit Business University, 11-19 Wilcox St., Detroit, Mich. Send for catalogue. W. F. Jewell, P. R. Spencer.



SELL THESE

CIGARS

and give customers good satisfaction.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Traverse City
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
Four Years—A. C. SCHUMACHER, Ann Arbor
Five Years—GEO. GUNDRUM, Ionia
President, C. A. BUGBEE, Traverse City.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.
Secretary, B. SCHROUDER, 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.

Acids—Manufacturers have reduced quotations on citric. Demand is fair for carbolic crystals in bulk; the recent higher cables from London resulted in an advance for pound bottles.

Alcohol—Movement in grain is still steady. Prices maintained.

Alum—Consuming demand moderately active; values firm.

Balsams—Copaiba, very strong feeling; tendency upward. Tolu is experiencing a demoralized market and quotations are very irregular.

Beans—Demand is still strong for all varieties of vanilla, with the tone of the market upward, and Mexican show a marked advance in values for both whole and cut. From present indications, the new crop will be short. Old crop arrivals have been principally of inferior quality, and high-grade goods of 1895-6 crop are scarce. New crop Angostura are firmly held.

Cacao Butter—Prices are firmer.

Castor Oil—Values of prime have advanced 10 per pound.

Cinchonidia—Offers are sparing and only small parcels are obtainable.

Colocynth Apples—All kinds are strong; demand good.

Cuttle Fish Bone—Prime Trieste, firm at the late advance.

Essential Oils—Anise has dropped again, with the tendency downward, due to offerings for future delivery at reduced prices. Citronella, demand has been more active. Peppermint is looking up, and prices for bulk have advanced about 10c per pound. Sassafras is firm and higher. Wormseed, very firm.

Flowers—German chamomile, tendency is toward higher prices and quotations are ruling firm. Powdered insect, demand is good and market very strong.

Glycerine—Although the market seems to continue quiet, the undertone is strong and manufacturers of C. P. are not anxious sellers.

Gums—Camphor, continued advances abroad in values of both crude and refined have strengthened the market on this side. Although American refiners have not yet altered quotations, an early advance is looked for.

Leaves—Short buchu, consuming demand is good and values are higher, in sympathy with stronger markets across the Pond.

Lycopodium—Tone of the market is downward and values have met with a reduction.

Menthol—Scarce and market is firmer.

Opium—There has been a somewhat better enquiry. The market has been unsettled of late, first there being an advance, which was followed by a reaction. At the close the tone was steady in character.

Roots—Jamaica ginger is firm, being

very scarce. Golden seal is strong. The supply of both mandrake and gentian is very light, in consequence of which quotations have advanced.

Seeds—Prices of Smyrna canary have advanced on this side, owing to higher cables in regard to the primary market. Coriander, demand is good and prices are tending upward. Celery is selling quite freely. Dutch caraway is firm. Demand for poppy has improved. Quotations of English rape have advanced. The active demand for cardamoms causes continued advances.

Higher Prices for White Lead.

From the New York Shipping List.

Indications point to an early advance in the price of white lead. The course of pig lead values is in that direction and delayed improvements are now being pushed forward which require paint on a large scale. The demand for white lead since election day has been unusually urgent. Dealers appreciate the fact that the market is on a comparatively low basis and that it has become very sensitive since the improving conditions set in. For this reason there is a disposition to anticipate wants.

Corrodors held a conference in New York last Tuesday to consider trade matters. They expressed themselves as satisfied with the prospects, asserting that this country is entering upon a new period of prosperity. In regard to prices, it was decided to make no change at present, although the situation justifies a slightly higher range. The corrodors feel that a better price must be quoted, sooner or later, in sympathy with the movement of raw material and general business improvement. Stability is a prominent characteristic of the white lead market, and it is the aim of manufacturers to retain that feature. Changes are never made without good cause, the last one having been ordered on Jan. 23 for the reason that the trend of all values was downward. At that time there was a reduction of 1/4c per pound and it is likely that prices will be put back to the old figures in the near future.

How Cheap Honey Is Said to be Made.

A certain compound is packed into a neat jar, labeled "Honey," and sent into the market, where it enjoys a great sale. The raw material of this mixture is obtained by acting on potato starch with oil of vitriol, to which are added a plentiful quantity of cheap sugar and a small proportion of real honey, just to give the compound the correct flavor. It may be very toothsome, and not very deleterious; but it is not honey. And so skillfully are these ingredients mingled that it is a matter of some difficulty to detect the fraud.

A Possible Advance in Bottles.

The bottle manufacturers of the United States held a conference in Chicago last Tuesday to discuss trade conditions. It is understood that, in view of the expected improvement in business, an advance on a level of 10 per cent. will be made in ordinary bottles.

A Society Incident.

Caller—Can I see Mrs. Van Vooner?
Servant—Not at present, madam, but if you like to sit down and wait until she has read all the bargain sale advertisements in the morning paper, I will send in your name. I would not dare to disturb her before then!

While You Wait.

Customer—You have a sign in your window, "A suit of clothes made while you wait." Do you really do that?
Tailor—Yes, sir. You leave your order with a deposit, and then wait till the garments are finished.

GINSENG ROOT

Highest price paid by

Write us,

PECK BROS.

Cider! Cider!

Save your cider by using Geo. McDonald's Cider Saver. Absolutely **safe** and **harmless** and **does** preserve the cider. Contains no Salicylic Acid or poison of any kind. Does not change the natural taste or color of the cider. Equally good for preserving Grape Juice, Wine, Vinegar or Preserved Fruits. Originated and manufactured by

GEO. McDONALD,

order from Who'sale Druggists.
If they cannot supply you write to me direct.

KALAMAZOO, MICH.

10 Per Cent. Discount

Have you our Holiday Catalogue? If not let us know. We carry the best line of Dolls in the State and our prices are the lowest. We want you to see them. On orders for Dolls amounting to \$35.00 and upwards ordered from our catalogue prior to December 1, 1896, **with this ad. attached**, we will give a discount of 10 per cent. for cash with order. Our Holiday Line is complete in every respect.

Frank B. Taylor & Co.,

Jackson, Mich.

TRY HANSELMAN'S SUPERFINE CHOCOLATES FOR HOLIDAYS

Order early and be in the push.

Chocolate Nunkeys,
Chocolate Montevideoes,
Chocolate Clito,
Chocolate Shell Bark,
Chocolate Nougat,
Chocolate Sour Orange,
Chocolate Sour Lemon,
Chocolate Marshmallow,
Chocolate Angelique,
Chocolate Almonds,
Chocolate Filberts,
Chocolate Pecans,
Chocolate Walnuts,

Chocolate Cherries,
Chocolate Brandy,
Chocolate Opera Drops,
Chocolate Opera Caramels,
Chocolate Peppermint,
Chocolate Wintergreen,
Chocolate Raisins,
Chocolate Extra Pralines Assorted,
Chocolate Extra Vanillas,
Chocolate Pineapple,
Chocolate Hand Made Small,
Chocolate Hand Made Large,
Chocolate Shoo Flee,

HANSELMAN CANDY CO.,
KALAMAZOO, MICH.



GYPSINE

Is the **only** Permanent Cement Base Wall Finish made that does **not set or settle** in the dish.

It is what the consumer wants, for it works easily and satisfactorily, and gives beautiful and varied results.

It is well advertised and well known and profitable to handle.

Send for color card, copy of "Gypsine Advocate" and plans of local advertising, to

DIAMOND WALL FINISH CO.
GRAND RAPIDS, MICH.

COUGH DROPS

100 PER CENT.
PROFIT TO DEALERS

"RED STAR"

Satisfaction guaranteed to consumer.

OF PURE LOAF SUGAR.

A. E. BROOKS & CO., 5 and 7 S. Ionia St.,
Grand Rapids, Mich.

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.



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

are made of the best imported stock.

WHOLESALE PRICE CURRENT.

Advanced—Carbolic Acid, Gum Camphor, Gum Opium Oil Sassafras, Castor Oil, Golden Seal Root
Declined—Balsam Tolu, Oil Anise, Oil Bergamot, Lycopodium.

Acidum		Conium Mac.	35¢ 65	Seilla Co.	50
Aceticum, German	80¢ 10	Copaiba	90¢ 1 00	Tolutan	50
Boracic	75¢ 80	Cubebe	1 50¢ 1 60	Prunus virg.	50
Carbolicum	26¢ 40	Exechthitos	1 20¢ 1 30		
Citricum	44¢ 46	Erigeron	1 20¢ 1 30	Tinctures	
Hydrochlor	30¢ 5	Gaultheria	1 50¢ 1 60	Aconitum Napellis R	60
Nitrosum	80¢ 10	Geranium, ounce	75¢ 75	Aconitum Napellis F	50
Oxalicum	10¢ 12	Gossippi, Sem. gal.	50¢ 60	Aloes and Myrrh	60
Phosphorium, dil.	10¢ 15	Hedeoma	1 0¢ 1 10	Arnica	50
Salicylicum	45¢ 50	Juniper	1 50¢ 2 00	Assafetida	50
Sulphuricum	1 1/2¢ 5	Lavendula	90¢ 2 00	Atrape Belladonna	60
Tannicum	1 40¢ 1 60	Limonia	1 30¢ 1 50	Aurant Cortex	50
Tartaricum	34¢ 36	Mentha Piper	1 6¢ 2 20	Benzoil	60
		Mentha Verid.	2 65¢ 2 75	Benzoil Co.	50
Ammonia		Morruhae, ounce	2 00¢ 2 10	Barbana	50
Aqua, 16 deg.	4¢ 6	Myrica, ounce	75¢ 3 00	Cantharides	75
Aqua, 20 deg.	6¢ 8	Picea Liquida	10¢ 12	Capsicum	50
Carbonas	12¢ 14	Picea Liquida, gal.	10¢ 12	Cardamom	50
Chloridum	12¢ 14	Ricina	93¢ 1 00	Cardamom Co.	75
		Rose, ounce	1 00¢ 1 10	Castor	1 00
Aniline		Succini	6 50¢ 8 50	Catechu	50
Black	2 00¢ 2 25	Sabina	40¢ 45	Cinchona	50
Brown	80¢ 1 00	Santal	90¢ 1 00	Cinchona Co.	60
Red	45¢ 50	Sassafras	2 50¢ 7 00	Cincha	50
Yellow	2 50¢ 3 00	Sinapis, ess., ounce	58¢ 63	Cubelia	50
		Tigili	1 20¢ 1 25	Cassia Acutifol	50
Baccæ		Thyme	40¢ 50	Cassia Acutifol Co	50
Cubææ, po. 18	13¢ 15	Thyme, opt.	1 60¢ 1 60	Digitalis	50
Juniperus	6¢ 8	Theobromas	15¢ 20	Ergot	50
Xanthoxylum	25¢ 30			Ferri Chloridum	35
		Potassium		Gentian	50
Balsamum		Bi-Barb.	15¢ 18	Gentian Co.	60
Copaiba	55¢ 60	Bichromate	13¢ 15	Guilac	50
Peru	40¢ 45	Bromide	48¢ 51	Guilac ammon	60
Terabin, Canada	75¢ 85	Chlorate, po. 17@19c	12¢ 15	Hycosyamus	50
Cortex		Cyanide	16¢ 18	Iodine	75
Abies, Canadian	18	Iodide	2 90¢ 3 00	Iodine, colorless	75
Cassia	12	Potassa, Bitart, pure	27¢ 30	Kino	50
Cinchona Flava	18	Potassa, Bitart, com	15¢ 15	Lobelia	50
Euonymus atropurp	30	Potass Nitras, opt.	8¢ 10	Myrrh	50
Myrica Cerifera, po.	12	Potass Nitras	7¢ 9	Nux Vomica	50
Prunus Virgini	20	Prussiate	25¢ 28	Opil	75
Quillaja, gr'd	12	Sulphate po	15¢ 18	Opil, camphorated	50
Sassafras	12			Opil, deodorized	1 50
Ulmus, po. 15, gr'd	15	Radix		Quassia	50
		Aconitum	20¢ 25	Rhatany	50
Extractum		Althea	22¢ 25	Rhei	50
Glycyrrhiza Glabra	24¢ 25	Anchusa	12¢ 15	Sanguinaria	50
Glycyrrhiza, po.	28¢ 30	Arum po.	12¢ 15	Serpentaria	50
Hæmatox, 15 lb box	11¢ 12	Calamus	20¢ 40	Stromonium	60
Hæmatox, 1s	13¢ 14	Centiana, po. 15	12¢ 15	Tolutan	60
Hæmatox, 1/4s	14¢ 15	Glycyrrhiza, pv. 15	16¢ 18	Valerian	50
Hæmatox, 1/8s	16¢ 17	Hydrastis Canaden	16¢ 18	Veratrum Veride	50
		Hydrastis Can.	16¢ 18	Zingiber	20
Ferru		Hellebore, Alba, po.	15¢ 20		
Carbonate Precip.	15	Inula, po.	15¢ 20	Miscellaneous	
Citrate and Quinia	2 25	Ipecac, po.	1 65¢ 1 75	Ether, Spis. Nit. 3 F	30¢ 35
Citrate Soluble	80	Iris plox, po. 35@38	35¢ 40	Ether, Spis. Nit. 4 F	34¢ 38
Ferrocyanidum Sol.	50	Jalapa, pr.	40¢ 45	Alumen, gro'd. po. 7	24¢ 3
Solub. Chloride	15	Maranta, 1/4s	15¢ 18	Annatto	40¢ 50
Sulphate, com'l	35	Podophyllum, po.	75¢ 1 00	Antimoni, po.	40¢ 5
Sulphate, com'l, by	7	Rhei	75¢ 1 00	Antimoni et Potass T	55¢ 60
Sulphate, pure	7	Rhei, cut.	75¢ 1 00	Antipyrin	1 40
		Rhei, pv.	75¢ 1 00	Antifebrin	15
Flora		Spigelia	35¢ 38	Argenti Nitras, oz	55
Arnica	12¢ 14	Sanguinaria, po. 15	30¢ 35	Arsenicum	10¢ 12
Anthemis	18¢ 25	Serpentaria	30¢ 35	Balm Gilead Bud	38¢ 40
Matricaria	25¢ 30	Senega	40¢ 45	Bismuth S. N.	1 00¢ 1 10
		Similax, officinalis H	10¢ 12	Calcium Chlor., 1s.	10¢ 12
Folia		Smilax, M.	10¢ 12	Calcium Chlor., 1/4s.	10¢ 12
Barosma	15¢ 20	Sylla, po. 35	10¢ 12	Cantharides, Rus. po	10¢ 12
Cassia Acutifol, Tin-	18¢ 25	Symplocarpus, Foeti-	10¢ 12	Capsici Fructus, af.	10¢ 12
nevelly	25¢ 30	duis, po.	10¢ 12	Capsici Fructus, po.	10¢ 12
Cassia Acutifol, Alix.	12¢ 20	Valeriana, Eng. po. 30	15¢ 20	Capsici Fructus B. po.	10¢ 12
Salvia officinalis, 1/4s	8¢ 10	Zingiber a.	25¢ 27	Caryophyllus, po. 15	10¢ 12
and 1/8s	8¢ 10			Carmine, No. 40.	3 75
Ura Ursi	8¢ 10	Semen		Cera Alba, S. & F	50¢ 55
Gummi		Anisum, po. 15	13¢ 15	Cera Flava	40¢ 42
Acacia, 1st picked.	65	Apium (graveolens)	13¢ 15	Coccus	40
Acacia, 2d picked.	45	Bird, ls.	4¢ 6	Cassia Fructus	27
Acacia, 3d picked.	35	Carui, po. 18	10¢ 12	Centraria	10
Acacia, sifted sorts.	28	Cardamon	1 10¢ 1 50	Cetaceum	45
Acacia, po.	60¢ 80	Coriandrum	8¢ 10	Chloroform	60¢ 63
Aloe, Barb. po. 30@28	14¢ 18	Cannabis Sativa	3 1/2¢ 4	Chloroform, squibbs	1 15¢ 1 30
Aloe, Cape, po. 15	12	Cydonium	75¢ 1 00	Chloral Hyd Crst.	30¢ 35
Aloe, Socotri, po. 40	55¢ 60	Chenopodium	10¢ 12	Chondrus	20¢ 25
Ammoniac	22¢ 25	Dipterix Odorata	2 90¢ 3 00	Cinchonidine, P. & W	15¢ 22
Assafetida, po. 30	50¢ 55	Poniculum	10¢ 12	Cinchonidine, Germ	15¢ 22
Benzoilum	50¢ 55	Poncugreek, po.	8¢ 10	Cocaine	4 30¢ 4 50
Catechu, ls.	13	Lini, gr'd. bbl. 2 1/2	24¢ 4	Corks, list, dis. pr. et.	65
Catechu, 1/4s	16	Lini, gr'd.	3 1/2¢ 4	Croosotum	35
Camphore	53¢ 58	Lobelia	35¢ 40	Creta	2
Euphorbium, po. 35	10	Pharlaris Canarian	3 1/2¢ 4	Creta, prep.	9¢ 11
Galbanum	1 00	Rapa	4 1/2¢ 5	Creta, Rubra	8
Gamboge po.	65¢ 70	Sinapis Albu.	7¢ 8	Cudbear	50¢ 55
Gualacum, po. 35	40	Sinapis Nigra	11¢ 12	Cupri Sulph.	5¢ 6
Kino	40			Dextrine	10¢ 12
Mastic	65	Spiritus		Ether Sulph.	75¢ 90
Myrrh, po. 45	2 35¢ 2 40	Frument, W. D. Co.	2 00¢ 2 50	Emery, all numbers	8
Opil, po. 33.30@3.50	2 35¢ 2 40	Frument, D. F. R.	2 00¢ 2 25	Emery, po.	6
Shellac	40¢ 45	Frument	1 25¢ 1 50	Ergota	30¢ 35
Shellac, bleached	40¢ 45	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Tragacanth	50¢ 60	Juniperis Co.	1 75¢ 3 50	Galla	23
		Saacharum N. E.	1 90¢ 2 10	Gambier	8¢ 9
Herba		Spl. Vini Galli	1 75¢ 6 50	Gelatin, Cooper	60
Absinthium, oz. pkg	25	Vini Alba	1 25¢ 2 00	Gelatin, French	3¢ 50
Eupatorium, oz. pkg	25			Glassware, flint, box	60, 10x10
Lobelia, oz. pkg	25	Sponges		Less than box	60
Majorum, oz. pkg	23	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	9¢ 12
Mentha Pip. oz. pkg	25	carriage	2 50¢ 2 75	Glue, white	13¢ 25
Mentha Vir. oz. pkg	25	Nassau sheeps' wool	2 50¢ 2 75	Glycerina	19¢ 26
Rue, oz. pkg	25	carriage	2 50¢ 2 75	Grana Paradisi	15
Tanacetum Voz. pkg	25	Velvet extra sheeps' wool, carriage	2 50¢ 2 75	Humulus	25¢ 55
Thymus, V. oz. pkg	25	Extra yellow sheeps' wool, carriage	2 50¢ 2 75	Hydrag Chlor Mite	75
		Grass sheeps' wool, carriage	2 50¢ 2 75	Hydrag Chlor Cor.	75
Magnesia		Hard, for slate use	2 50¢ 2 75	Hydrag Ox Rub'm	85
Calcined, Pat.	55¢ 60	Yellow Reef, for slate use	2 50¢ 2 75	Hydrag Ammoniat	95
Carbonate, Pat.	20¢ 22			Hydrag Unguentum	45¢ 55
Carbonate, K. & M.	20¢ 22	Syrups		Hydragrym	60
Carbonate, Jennings	35¢ 36	Acacia	50	Ichthyobolia, Am.	1 25¢ 1 50
		Aurant Cortex	50	Indigo	75¢ 1 00
Oleum		Zingiber	50	Iodine, Resubi	3 80¢ 3 90
Absinthium	3 25¢ 3 50	Ipecac	50	Iodoform	4 70
Amygdale, Dulc.	30¢ 35	Ferri Iod.	50	Lupulin	2 25
Amygdale, Amare.	8 00¢ 8 25	Rhei Arom.	50	Lycopodium	50¢ 55
Anisi	2 50¢ 2 60	Smlax Officinalis	50¢ 60	Mucis	65¢ 75
Aurant Cortex	2 30¢ 2 40	Senega	50	Liquor Arsen et Hy-	27
Bergamili	2 2¢ 2 30	Scilla	50	drag Iod.	10¢ 12
Cajiputi	70¢ 75			Liquor Potass Arsinit	10¢ 12
Caryophylli	53¢ 58			Magnesia, Sulph.	2¢ 3
Cedar	35¢ 35			Magnesia, Sulph. bbl	1 1/4
Chenopodii	2 25¢ 2 50			Mannia, S. F.	50¢ 90
Cinnamoni	2 25¢ 2 50			Menthol	3 50
Citroneilla	40¢ 45				

Morphia, S. P. & W.	1 75¢ 2 00	Sinapis	18	Linseed, pure raw	32	35
Morphia, S. N. Y. Q. & C. Co.	1 65¢ 1 90	Sinapis, opt.	30	Linseed, boiled	34	37
Moschus Canton	65¢ 80	Snuff, Maccaboy, De	34	Neatsfoot, winterstr	65	70
Myristica, No. 1	65¢ 80	Snuff Scotch, DeVo's	34	Spirits Turpentine	34	39
Nux Vomica, po. 20	15¢ 18	Soda Boras	6			
Os Sepia	15¢ 18	Soda Boras, po.	6	Paints	BBL.	LB.
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	26¢ 28	Red Venetian	1 1/2¢ 2	2 1/2¢ 2 1/2
D. Co.	1 00	Soda, Carb.	1 1/2¢ 2	Ochre, yellow Mars.	1 1/2¢ 2	2 1/2¢ 2 1/2
Pleis Liq. N. N. 1/2 gal.	1 00	Soda, Bi-Carb.	3¢ 5	Ochre, yellow Ber.	1 1/2¢ 2	2 1/2¢ 2 1/2
doz.	2 00	Soda, Ash	3 1/2¢ 4	Putty, commercial	2 1/2¢ 2 1/2	2 1/2¢ 2 1/2
Pleis Liq., quarts.	1 00	Soda, Sulphas.	2	Putty, strictly pure	2 1/2¢ 2 1/2	2 1/2¢ 2 1/2
Pleis Liq., pints.	85	Spts. Cologne	2 60	Vermilion, Prime		
Pil Hydrag. po. 80	50	Spts. Ether Co.	50¢ 55	American	13¢ 15	15
Piper Nigra, po. 22	18	Spts. Myrcia Dom.	2 00	Vermilion, English	70¢ 75	75
Piper Alba, po. 35	30	Spts. Vini Rect. bbl.	2 37	Green, Paris	15	24
Pilx Burgun.	7	Spts. Vini Rect. 1/2 bbl.	2 42	Green, Peninsular	13¢ 16	16
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10gal	2 45	Lead, Red	5 1/4¢ 5 1/4	5 1/4¢ 5 1/4
Pulvis Ipecae et Opil	10¢ 12	Spts. Vini Rect. 5gal	2 47	Lead, white	5 1/4¢ 5 1/4	5 1/4¢ 5 1/4
Pyrethrum, boxes H.	1 25	Less 5c gal. cash 10 days.		Whiting, white Span	70	70
& P. D. Co., doz.	30¢ 33	Strychnia, Crystal	1 40¢ 1 45	Whiting, gliders	60	60
Pyrethrum, pv.	30¢ 33	Sulphur, Subl.	2 1/2¢ 3	White, Paris Amer.	1 00	1 00
Quassia	80¢ 10	Sulphur, Roll	2 1/2¢ 3	Whiting, Paris Eng.	1 00	1 00
Quinia, S. P. & W.	27¢ 32	Tamarinds	8¢ 10	cliff	1 40	1 40
Quinia, S. German	27¢ 32	Terebenth Venice	28¢ 30	Universal Prepared	1 00¢ 1 15	1 15
Quinia, N. Y.	27¢ 30	Theobromas	43¢ 45			
Rubia Tinctum	12¢ 14	Vanilla	9 00¢ 16 00	Varnishes		
Saccharum Lactis pv	24¢ 26	Zinci Sulph.	70¢ 8	No. 1 Turp Coach	1 10¢ 1 20	1 20
Salacin	3 00¢ 3 10			Extra Turp	1 60¢ 1 70	1 70
Sanguis Draconis	40¢ 50			Coach Body	2 75¢ 3 00	3 00
Sapo, W.	12¢ 14			No. 1 Turp Furn	1 00¢ 1 10	1 10
Sapo, M.	10¢ 12			Extra Turk Damar	1 55¢ 1 60	1 60
Sapo, G.	15			Jap. Dryer, No. 1 Turp	70¢ 75	75
Siedltz Mixture	20					

Seasonable Products



Of our Laboratory

White Pine Expectorant

Popular with Physicians for the treatment of Throat and Lung Diseases.

\$3.00 per gallon.
\$5.00 per dozen.

Syrup Hypophosphites Comp (Churchill's)

Syrup Hypophosphites Comp With Iron.

Syrup Hypophosphites With Iron, Quinine and Strychnia.

\$3.00 per gallon.
\$5.00 per dozen.

Cod Liver Oil Norway.

In pints, \$4.50 per dozen.

Cod Liver Oil Palatable.

In pints, \$6.00 per dozen.

Special prices for quantity in bulk.
We guarantee the quality of our preparations.

Hazeltine & Perkins Drug Co.

Wholesale Druggists and
Manufacturing Chemists,

GRAND RAPIDS, 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. doz. gross Aurora.....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	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	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 Superior 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	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz.....1 00 Farina. Bulk.....3 Walsh-DeRoo Co.'s.....2 25 Grits. Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/2 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....5 03 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	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 Regular Vanilla. doz.....1 20 2 oz.....1 20 XX Grade Lemon. doz.....1 50 2 oz.....1 50 XX Grade Vanilla. doz.....1 75 2 oz.....1 75	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count.....3 50 Half bbls, 600 count.....2 25 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 Cob, No. 3.....1 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 Imported. Japan, No. 1.....5 1/2 Japan, No. 2.....5 Java, No. 1.....4 1/2 Table.....5 1/2 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SEEDS. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....5 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....15 Half bbls.....17 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/2 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....10 1/2 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 1/2 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....40 1/2 Nutmegs.....40 1/2 Pepper, Sing., black.....10 1/2 Pepper, Sing., white.....15 1/2 Pepper, Cayenne.....17 1/2 Sage.....18
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 El Purity. 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 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	CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 Tartarine.....25 COFFEE. Rio. Fair.....17 Good.....18 Prime.....19 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. Imitation.....25 Arabian.....28 Roasted. Quaker Mocha and Java.....29 Toko Mocha and Java.....24 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	Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 3 1/2 Evaporated 50 lb boxes.....@ 4 1/2 California Fruits. Apricots.....10 1/2 @ 11 1/2 Blackberries.....@ 5 1/2 Nectarines.....6 @ 9 Peaches.....5 @ 9 Pears.....@ Pitted Cherries.....@ Prunelles.....@ Raspberries.....@ California Prunes. 100-120 25 lb boxes.....@ 90-100 25 lb boxes.....@ 5 1/2 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 6 1/2 60-70 25 lb boxes.....@ 6 1/2 50-60 25 lb boxes.....@ 7 1/2 40-50 25 lb boxes.....@ 7 1/2 30-40 25 lb boxes.....@ 7 1/2 1/2 cent less in bags	Fish. Cod. Georges cured.....@ 3 1/2 Georges gen'l.....@ 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.....1 30 Round 40 lbs.....1 30 Scaled.....10 Flackerel. No. 1 100 lbs.....11 75 No. 1 40 lbs.....5 20 No. 1 10 lbs.....1 32 No. 2 100 lbs.....8 00 No. 2 40 lbs.....95 No. 2 10 lbs.....95 Family 90 lbs.....63 Family 10 lbs.....53 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/2 No. 2, 100 lb. bales.....8 1/2 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 2 00 40 lbs.....2 90 2 60 1 10 10 lbs.....80 73 35 8 lbs.....67 61 31	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.....60 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	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, 1/2 pints.....2 50 CHEESE. Acme.....@ 10 1/2 Amboy.....@ 10 1/2 Butternut.....@ 10 Byron.....@ 9 Carson City.....@ 10 Gold Medal.....@ 9 1/2 Ideal.....@ 10 1/2 Jersey.....@ 10 Lenawee.....@ 10 Oakland County.....@ 10 Riverside.....@ 10 1/2 Sparta.....@ 10 Springdale.....@ 10 1/2 Brick.....@ 9 Edam.....@ 7 1/2 Leiden.....@ 7 1/2 Limburger.....@ 15 Pineapple.....@ 60 Sap Sago.....@ 20 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42
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, 1/2 pints.....2 50 CHEESE. Acme.....@ 10 1/2 Amboy.....@ 10 1/2 Butternut.....@ 10 Byron.....@ 9 Carson City.....@ 10 Gold Medal.....@ 9 1/2 Ideal.....@ 10 1/2 Jersey.....@ 10 Lenawee.....@ 10 Oakland County.....@ 10 Riverside.....@ 10 1/2 Sparta.....@ 10 Springdale.....@ 10 1/2 Brick.....@ 9 Edam.....@ 7 1/2 Leiden.....@ 7 1/2 Limburger.....@ 15 Pineapple.....@ 60 Sap Sago.....@ 20 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42	CONDENSED MILK. 4 doz. in case.  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 35  Peelless evaporated cream 5 75	FOREIGN. Currants. Patras bbls.....@ 5 1/2 Vostizzas 50 lb cases.....@ 5 1/2 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.....@ 7 1/2 Sultana 1 Crown.....@ 8 1/2 Sultana 2 Crown.....@ 9 Sultana 3 Crown.....@ 9 1/2 Sultana 4 Crown.....@ 10 Sultana 5 Crown.....@ 11	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	MINCE MEAT. Ideal, 3 doz. in case.....2 25  NEW ENGLAND Mince Meat T. E. DOUGHERTY CHICAGO, ILL. & PORTLAND, ME. Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 PATCHES. 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 Cuba Baking. Ordinary.....12 @ 14 Porto Rico. Prime.....20 Fancy.....30	CONDENSED MILK. 4 doz. in case.  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 35  Peelless evaporated cream 5 75

SALT.**Diamond Crystal.**

Cases, 24 1/2 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, 280 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
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Higgins.

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

56-lb sacks.....	21
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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

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.**

Armour's Brands.....	
Armour's Family.....	2 70
Armour's Laundry.....	3 25
Armour's Comfort.....	2 90
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 20
Armour's Woodchuck.....	2 55
Armour's Kitchen Brown.....	2 00
Armour's Mottled German.....	2 65
Gowans & Sons' Brands.....	
Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 50s.....	3 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.....	
Aeae.....	2 85
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70

Henry Passot'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 1/2-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.....	5 12
Domino.....	5 00
Cubes.....	4 75
Lozenges, plain.....	4 75
Lozenges, printed.....	4 87
XXXX Powdered.....	4 75
Mould A.....	4 50
Granulated in bbls.....	4 50
Granulated in bags.....	4 50
Fine Granulated.....	4 50
Extra Fine Granulated.....	4 62
Extra Coarse Granulated.....	4 62
Diamond Confection.....	4 50
Confection Standard A.....	4 37
No. 1.....	4 25
No. 2.....	4 25
No. 3.....	4 25
No. 4.....	4 18
No. 5.....	4 12
No. 6.....	4 06
No. 7.....	4 00
No. 8.....	3 94
No. 9.....	3 87
No. 10.....	3 81
No. 11.....	3 75
No. 12.....	3 69
No. 13.....	3 62
No. 14.....	3 56
No. 15.....	3 50

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, small.....	2 65

TOBACCOES.**Cigars.****G. J. Johnson's brand**

S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	
Quintette.....	35 00
Clark Grocery Co.'s brand.....	
New Brick.....	35 00
Michigan Spice Co.'s brand.....	
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 50
Jamaicas bbls.....	@5 50

Lemons.

Strictly choice 300s.....	@3 50
Strictly choice 300s.....	@4 50
Fancy 300s.....	@4 50
Fancy 300s.....	@5 00

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.....	@11
Figs, New Smyrna.....	@14
Figs, Natural in.....	@7
Dates, Fards in 10 lb boxes.....	@8
Dates, Fards in 60 lb cases.....	@6
Dates, Persians, G.M. K., 60 lb cases, new.....	@7
Dates, Sairs 60 lb cases.....	@

Candies.**Stick Candy.**

Standard.....	bbls. pails @ 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
Kinderarten.....	@ 8 1/2
Moss Cream.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.

Powders.....	@ 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.....	@60
Imperial.....	@60
Mottos.....	@65
Cream Bar.....	@50
Molasses Bar.....	@50
Hand Made Creams.....	80 @90
Linen Creams.....	60 @80
Decorated Creams.....	@90
String Rock.....	@60
Burnt Almonds.....	1 25 @55
Wintergreen Berries.....	@55

Caramels.

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

Fresh Meats.**Beef.**

Carcase.....	5 @ 7
Fore quarters.....	4 @ 6
Loins No. 3.....	9 @ 12
Ribs.....	7 @ 9
Rounds.....	5 1/2 @ 6 1/2
Chucks.....	4 1/2 @ 5 1/2
Plates.....	@ 4

Pork.

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

Mutton.

Carcase.....	5 @ 6
Spring Lambs.....	6 1/2 @ 7 1/2

Veal.

Carcase.....	5 1/2 @ 7
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Crackers.

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

Seymour XXX.....	5 1/2
Seymour XXX, 3 lb. carton.....	6 1/2
Family XXX.....	5 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 1/2
Zephyrette.....	10
Long Island Wafers.....	11
L. I. Wafers, 1 lb. carton.....	12

Oyster.

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

SWEET GOODS-Boxes.

Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoa Nut 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
Jumoles.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzels, Little German.....	6 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	7 1/2
Sears' Zephyrette.....	10
Vanilla Square.....	8
Vanilla Wafers.....	14
Pecan Wafers.....	15 1/2
Mixed Fancies.....	10 1/2
Cream Jumbles.....	11
Boston Ginger Nuts.....	8
Chimney Fadden.....	10
Pineapple Glaze.....	15 1/2

Grains and Feedstuffs.**Wheat.**

Wheat.....	83
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Winter Wheat Flour.

Local Brands.....	
Patents.....	5 25
Second Patent.....	4 75
Straight.....	4 55
Clear.....	4 00
Graham.....	4 40
Buckwheat.....	4 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 75
Quaker, 1/4s.....	4 75
Quaker, 1/8s.....	4 75

Spring Wheat Flour.

Olney & Judson's Brand.....	
Ceresota, 1/2s.....	5 00
Ceresota, 1/4s.....	4 90
Ceresota, 1/8s.....	4 85

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s.....	5 00
Grand Republic, 1/4s.....	4 90
Grand Republic, 1/8s.....	4 80

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	5
Laurel, 1/4s.....	4
Laurel, 1/8s.....	4

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s.....	5 00
Parisian, 1/4s.....	4 90
Parisian, 1/8s.....	4 80

Meal.

Bolted.....	1 75
Granulated.....	2 00

Feed and Millstuffs.

St. Car Feed, screened.....	13 00
No. 1 Corn and Oats.....	12 50
No. 2 Feed.....	12 00
Unbolted Corn Meal.....	12 00
Winter Wheat Bran.....	10 00
Winter Wheat Middlings.....	11 00
Screenings.....	8 00

The O. E. Brown Mill Co. quotes as follows:

Corn.

Car lots.....	29
Less than car lots.....	32

Oats.

Car lots.....	21
Car lots, clipped.....	22
Less than car lots.....	23

Hay.

No. 1 Timothy carlots.....	10 00
No. 1 Timothy, ton lots.....	11 00

Fish and Oysters.

The Hardware Market.

General trade during the past week has been characterized by a much more hopeful tone than for a long time past. The removal of the uncertainty in regard to our finances, which has been a disturbing element for years, has given the business world a feeling of confidence and security which has hitherto been lacking, even in relatively prosperous times. The expectation is now very general that there will be a speedy return to healthful business conditions, with renewed activity in trade, and a large increase in enterprise on the part of both merchant and manufacturer. There are indications already of a better state of things, and the hardware market has a still more hopeful tone. Both retail and wholesale dealers are feeling the effects of this condition and are placing orders with greater freedom than has characterized the trade for many months past. While manufacturers are anticipating better returns for their products, they are not disposed to make any advances which are not fully justified by the low prices which have been prevailing in the past. There is no desire on the part of any one to boom prices. All that any one wants to get is a fair value for what he sells.

Wire Nails—There is little change in the volume of business, although, in view of the condition of stocks and the pressing necessities of some merchants, small orders to meet immediate requirements are being received by the manufacturers in fair numbers. The whole situation is characterized by a good deal of uncertainty and, while there has been no change made by the Association in the price at which nails are to be sold, in many jobbing centers their price is being cut. At the jobbing points in Michigan, we have heard of no deviation from the Association price, but it may come at any moment. At this rate it seems impossible that the present price can be maintained for any great length of time. It is confidently believed that on or before Dec 1 we will see a material decline in the price. It is believed that it will be at least \$1 a keg, if not more, and that the general revision of the card of extras will make the small sizes take a much greater decline. We quote at present \$2.85 from stock, and \$2.65 from mill.

Barbed Wire—While there is no wire moving at the present time, the price is much firmer and manufacturers are declining to make quotations based on the low prices which have been prevailing. In a few weeks the prices will be established for spring shipment and we will then advise the trade as to what they are.

Wrought Iron Pipe—The market for wrought iron pipe is characterized by a firmer tone, with a disposition on the part of the trade to purchase somewhat more freely. Prices have been advanced by most of the manufacturers from 5 to 10 per cent.

Cordage—Further improvement is reported in the condition of the cordage market and prices are now higher than they were a week ago. We quote sisal rope at 6c per pound and manilla at 9c.

Poultry Netting—An agreement has been reached by the manufacturers of poultry netting, establishing a somewhat higher price on this line of goods for next season. The general quotation on ordinary small lots is 80 and 10 per cent., while on lots of 50 rolls or more the discount will be 80 and 15 per cent. Comparatively few orders, it is stated, have been placed at the low price, so it

is not believed there will be any cutting on these figures.

Window Glass—Conditions existing in the window glass market for some time past show no change. No agreement has been reached between the manufacturers and their men and, as it looks now, it will be near January 1 before any new glass is made. Stocks are very much broken in all parts of the country and it is impossible to get a well-assorted car from any one place. Glass stocks in the hands of jobbers are also very much broken and prices have been advanced by them all. We quote at present glass by the box 60 and 20 per cent.; by the light, 60 and 10 per cent.

Sheet Iron—In sympathy with the slight advance in steel billets and pig iron, all grades of sheet iron have advanced at the mill 25c per 100 pounds. No change has yet been made by the jobbers.

Corn Poppers—Prices on this line of goods seem to be somewhat lower than prevailed the past season. We quote at present as follows:

1 qt. square.....	per doz. \$ 65
2 qt. square.....	per doz. 1 25
4 qt. square.....	per doz. 3 00

It is not believed that these prices will suffer any change this year.

Snow Shovels—As this is the time for dealers to lay in their supply of snow shovels, we find the following quotations ruling in this market:

Long Handle Bent.....	per doz. \$1 80
Long Handle Straight.....	per doz. 1 70
Long Handle Common.....	per doz. 1 25
Extra for D. Handle.....	per doz. 15
Wolverine Steel Snow Shovel.....	per doz. 3 50
Cyclone Steel Snow Shovel.....	per doz. 3 00

Proposes to Levy a Special Tax on Department Stores.

Joseph Kroch in Chicago Record.

The department store evil will be the main issue in the next spring campaign. The candidate for mayor and the candidates for aldermen will be business men whom we know and can trust to carry out legislative measures of this character. No political organization of any party can triumph against us, for we have seven-eighths of the people on our side. The reformation of this burden upon the commercial body is now at hand. We will not trust our salvation to either one of the old political parties. Every man—I should say candidate—running on our platform will be one whom we can confidently rely on. Our method consists of a tax schedule, or license, upon every line of goods. All classes of merchandise will be properly classified; any class or line of goods carried outside of this classified arrangement will be subject to a tax fee of \$5 more; for more than one, \$10; three lines, \$20; four, \$40; five, \$80; six, \$160; seven, \$320; eight, \$640; nine, \$1,280; ten, \$2,560, and so on upward. The measure is legally constitutional, as we have submitted it to competent legal authority, and they declare it to be legitimately within the authority of a municipal body to enact into law. I know of no greater menace to constituted government, such as ours is supposed to typify, than the department store. It is gradually reducing the small merchant to beggary, and if not checked soon will in the course of a few years completely exterminate from business the lowly store keeper. It is but proper that we have remedial legislation controlling the further spreading of this enormous parasite.

No Reduction in Price.

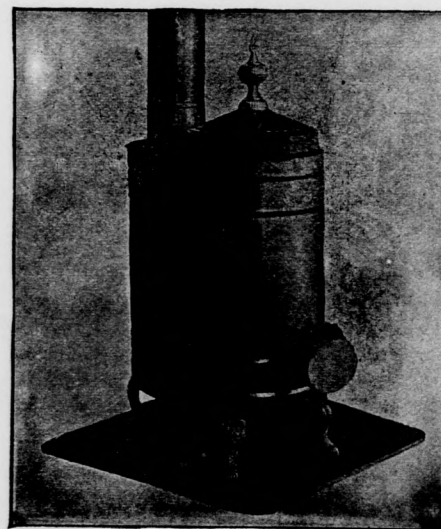
"Eternal vigilance," shouted the orator, "is the price of liberty!" The women electors exchanged glances. "That is the same price as last year," they remarked, and shrugged their shoulders.

Are your goods and store more attractive than they were last year at this season? They ought to be to entitle you to be classed as progressive.

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'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 11 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.

The Battle of the Brave.

The bravest battle that ever was fought,
Shall I tell you, where and when?
On the maps of the world you'll find it not:
'Twas fought by the mothers of men.

Nay, not with cannon or battle shot,
With sword or nobler pen!
Nay, not with eloquent word or thought
From mouth of wonderful men!

But deep in a walled-up woman's heart—
Of woman that would not yield,
But bravely, silently bore her part—
Lo! there is the battlefield.

No marshaling troop, no bivouac song,
No banner to gleam and wave!
But oh, these battles! they last so long—
From babyhood to the grave!

JOAQUIN MILLER.

A Backward Glance.

Written for the TRADESMAN.

Between the old and the new, as we move onward across the ocean of time, the wake that seemingly connects the two grows fainter and fainter. Between the village store of olden days and the plate glass fronted building of to-day—often aligned into ranks with others of equal pretensions—the resemblance is fast disappearing. The old ox-cart or lumbering wagon no longer brings antiquated specimens of womankind in calico and poke bonnet to chaffer and dicker for bargains with the slow clerk or easy-going proprietor. Instead, the newest marvels in vehicles, drawn by gaily caparisoned horses, dash up the village street, and discharge beves of well-groomed customers that, in tact for shopping, rival their counterparts in Broadway. The farmer in homespun is but a reminiscence—to be read about in novels, yet seldom seen except in the back settlements where the shriek of the iron horse is never heard. In his place appears the wide-awake granger, up to date in dress and manners by contact with the world, and thoroughly posted, not only on every topic connected with his calling, but he is also an acute observer of what is going on in the great world outside his own limited range of activity.

Inside the country store the difference between the past and the present is equally apparent. There are modern fittings, high ceiling, larger area for the display of goods and a bewildering variety of stock crowding the shelves, counters and show cases. There is a harmony in the arrangement of wares that appeals to cultured taste, and their abundance promises a wide range of choice to fanciful customers. In addition, there is an air of courtesy on the part of clerk and employer that establishes a feeling of complaisant satisfaction in the minds of shoppers and elevates the once dingy store into the dignity of an emporium.

The old box store, once the target for careless or intentional exhortation, and bearing the marks of needed attention, has given place to the modern massive wonder of the molder's skill, that sends a glow of heat from wood or anthracite around the chilly visitor. No longer is seen the group of rough—though it may be well-meaning—loungers, killing time and patience with boasts of wood-chopping, harvesting or husking feats. The old box stove in the shed no longer blushes at the exaggerations always inseparable from stories exploiting personal adventure. The atmosphere echoes no more the oft-told tales of hunters stating the exact number of rods between the deer or bear and the trusty rifle that laid him low; nor the yarns piscatorial that detail the actual weight and length of the pickerel that proved itself to be royal game by getting away after a hard struggle. The neighborhood gossip that used to sift through tongue and ear—spiced as

often with indignation as with sympathy—has taken a change of venue to the village newspaper, where it is more delicately handled. The bores who were all-day sitters, and the sitters who were all-day bores, are now "conspicuous by their absence." The spirit of progress is abroad and has swept old things into the dust heap of dim recollection, and a new order has been evolved, crowded with aspirations that continually press for recognition.

Perhaps there are a few who regret the change and mourn over the degeneracy of the present. But to the majority, upon whom modern innovation works no harsh memories by way of contrast, every such change is only a natural movement from good to better, or from better to a best that has no limit to its improvement. Occasionally may be heard a croaking cry from the politician that this change is not real but only seeming. He insists that the prosperity indicated is but misery clothed in an optimistic veil of pretense, which direct calamity will, in time, rend and reveal to the mistaken advocates of an opposite party as the result of their selfish policy.

But the philosopher, carefully scanning the trend of modern progress, is inclined to view the business conditions illustrated by the evolution of the country store as a bona fide improvement in the wealth-earning power of the people in territory adjacent, to whom the store is a necessary factor in the distribution of products. Because all who till the soil do not attain uniform success does not prove that farming is, in the main, a profitless occupation. Commerce and manufactures also languish at times, from well-known causes, and many have been the failures recorded of enterprising competitors in each of these departments of the world's industry. Under our free system of government the mass of earnest workers are sure to rise, though all may not attain an equal measure of prosperity, by reason of unequal natural powers or of individual conditions. The influence that propels the mass in the direction of progress comes from the spirit of invention, which is never restful after a triumph but is continually aspiring.

We have noted the country store as one instance of modern progress and development. But the growth of cities is much more wonderful in this age—this splendid age—until they are likely to absorb half the population. We may well rejoice at every sign of progress which appears in rural districts, because in the latter larger proportionate benefits can be realized by each individual, owing to the lessened cost of living. The country store is getting nearer to the people whose wants it serves, thus saving many days of travel each year to larger centers of business. The knight of the grip, who was never known to miss an opportunity to increase trade, has aided much in developing the enterprise of its proprietor. In spite of the fact that excessive competition has increased the number and lessened the profits of each, one may accept the decadence of the typical country store of the olden time as a token of commercial progress, and hail its successor as a visible proof of its being in touch with the demands of the present.

S. P. WHITMARSH.

Now that the smoke of the campaign has cleared away, you will see more smoke from the S. C. W. You do not need silver or gold, but only a nickel to get the S. C. W.

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's..... 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..... 50
8..... 60
7 and 6..... 75
4..... 90
2..... 1 20
Fine 3..... 1 60
Case 10..... 65
Case 8..... 75
Case 6..... 90
Finish 10..... 75
Finish 8..... 90
Finish 6..... 10
Cinch 10..... 70
Cinch 8..... 80
Cinch 6..... 90
Barrel 7/8..... 1 75

PLANES

Ohio Tool Co.'s, fancy..... \$50
Scotch Bench..... 80
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 1/2c per pound extra.

HAMMERS

Maydole & Co.'s, new list..... dis 33 1/2
Kip's..... dis 25
Yerkes & 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, 1/4 inch and larger..... 6
Manilla..... 9

SQUARES

Steel and Iron..... 80
Try and Bevels.....

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, nicked..... 30
Coe's Genuine..... 50
Coe's Patent Agricultural, wrought..... 80
Coe's Patent, malleable..... 80

MISCELLANEOUS

Bird Cages..... 50
Pumps, Clster..... 80
Screws, New List..... 85
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

METALS—Zinc

600 pound casks..... 6 1/4
Per pound..... 6 1/4

SOLDER

1/2 0/4..... 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 IC, 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, (per pound... 9

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.

WEEK ON THE ROAD.

Incidents of Seven Days' Travel
along the Lake Shore.

Manistee, Nov. 15.—My visit to the Tradesman office last Monday morning, brief as it was, did me a world of good and has helped to a week of success. If all the traveling men knew how exhilarating a visit to the Tradesman is, I think it would become the Mecca from which all would start on their weekly pilgrimage. I remained long enough to miss the G. R. & L. train and had to take the West Michigan. This landed me in Muskegon one hour later and forced me to do some "hustling" in order to make my Monday's work a fit pattern for the remainder of the week. I have imbibed the popular idea that "as goes Monday so goes the week." In my opinion the adage is true—perhaps because it ensures one hard day's work and its fruit, success. Success incites to renewed effort and thus, day after day, interest grows and the result proves the theory. What a quaint old town Muskegon is! How perceptible the proofs of vanished lumber booms and business and how promising the new era of factories! To me all towns are alike and consist of depots, hotels and grocery stores. There may be a few churches, parks and city halls, but my eyes are not focused properly to take them in. In grocery stores Muskegon is peculiarly blessed, there being over eighty within the city limits, and as they all look prosperous, the people must appreciate them.

Odd, isn't it, how what one day seems a curse proves a blessing the next? When in Muskegon last summer I almost said wicked words because every two blocks I would have to take off my shoes to pour the sand out, but now, blessed sand! I poured rain all day Tuesday, yet a borrowed umbrella and the sand made it possible for me to come in at night dry of foot and only a little damp and disheveled as to head, also with a fat order book and a happy heart. I guess "confidence is restored," as I noticed all the "other boys" were also busy copying orders. After I had completed mine and had written my regulation billet doux, I re-read the article in last week's Tradesman about a wife who undertook to help her husband and how he lost his ambition and went to the bad altogether. The moral pointed was, "woman, stick to your knitting." I had upon first reading felt quite indignant that this isolated case should be held up as an awful warning and example, showing the result of a woman's effort to do that work for which she was best fitted, rather than that to which popular opinion condemns her. However, on second reading, the grandeur of this woman's character, as depicted—it would seem unintentionally—by the writer, was revealed to me. First, the wifely devotion which prompted her to put her hand to the plow; then the courage which enabled her to meet and surmount the obstacles which women in business must always meet, and, last, her patience, tender and loving, toward the husband when he rewarded her by neglect and misconduct. Is there a man who would act so noble under such provocation? No, I am sure he would simply go off and get drunk. With this new view of your story, my indignation has cooled and I now feel impelled to thank you for your compliment to the "women who work." I am not a sentimentalist, neither do I cry out for woman's rights, but I do believe man's sense of justice will grant to woman all the privileges and rights that she proves herself able to earn. Fate has made me a worker. I have minded my business to the best of my ability and taken what I could get. I begun to realize at a very early age that woman has her limitations—not a very pleasant discovery—but I set about adjusting my talents and qualifications to my scope. I think if more women would put aside pride and idle habits and put their neck under the yoke which their husbands are dragging so hopelessly, they would be happier, healthier and wealthier. Few men there are

who would fail to appreciate it. All women were not foreordained to the keeping of home any more than are all men equal to making one. In my judgment we should do the work that comes to our hands, conscientiously and carefully, and then, failing of success, we need have no remorse. Forgive my homily, but I feel so deeply on this subject. I am trying so hard myself, and it is a very tender point with me.

Let me tell you some more of my experiences this week: Wednesday was a typical day on the road, one of those hurry-scurry kind which I do enjoy—rushing from one small town into the next and then fairly flying to get out and onward to another. At noon I located a freight train in the West Michigan yards and by good luck found the caboose just as the engineer pulled out. At 1 o'clock I arrived at the twin cities of Whitehall and Montague, both "good towns" from the grocery man's point of view. A drive in a higglety-pigglety wagon to Montague and return resulted in an empty order book and an emptier stomach. A good supper mended the latter, and Mr. Sveningston, the buyer for A. Mears & Co., filled the gap in the former, so the 9 o'clock train carried a satisfied "drummer" into Shelby for the night. It must be that the landlord of the Shelby hotel believes in the "early bird" theory; anyway we were all shoo'd off our roosts at 6 o'clock in the morning, while at 6:30 a few laggards, who had not responded to the first call, were just pulled out nilly willy. Shelby is a wide-awake little town, has four good grocery stores and a good table at the hotel—quail on toast and venison steak for breakfast.

By the 10 o'clock train Thursday I continued my pilgrimage. Made Mears four times and reached the town of Pentwater for dinner. Apropos of nothing, here is a funny story—a true one, too—vouched for by Mr. Wren, the veteran conductor of the C. & W. M. I'll first say that the town of Hart is on a spur of the railway, four miles east of Mears, so that the train stops at Mears station both going to and returning from Hart. A gentleman last summer made the trip from Muskegon to Pentwater and return in one day. It was his first trip over the road. Going north, the brakeman called, "Mears!" A little while after, as the train again reached the station on its way from Hart, the call again sounded, "Mears!" Returning to Muskegon, the experience was, of course, repeated. Reaching Muskegon depot, a hackman approached him and enquired if he wanted a hack. The man said, "Do you go to Mears?" The astonished hackman replied, "No! certainly not." "All right then," said the man, "if you don't go to Mears, I'll go to a hotel."

Have you seen Pentwater? Well, you would be reminded of that slang phrase, so popular a while ago, about "biting off more than you could chew," because here stands a mammoth pile of brick and stone some one had hoped to make into a grand hotel and only succeeded in evolving a dismal failure. I am told there are hundreds of miles of electric wiring in it—and the workmen not yet paid. In this town Sands & Maxwell's store is the goal toward which all traveling men turn their toes. Charley Moody, the buyer, is so genial and courteous that one hardly realizes he has been turned down until he gets outside and the blank page proves it. A new cash-carrier system is being put in their store and they report trade "looking up."

The little steamer Maxwell signalled to sail at 2 o'clock, so I hied me away to Ludington. Just as the boat passed out from the harbor into the lake, there was the most terrific crash you can conceive. I shouted, "We are lost!" The Captain answered tersely, "Struck bottom." "Bottom!" I exclaimed, while visions of my lifeless body lying unclaimed at the bottom of Lake Michigan flashed through my mind and recollections of all I must leave behind came to me. "Bottom of the boat," he responded and went aft whistling "Sweet Marie." How reassuring a whistling man is!

One could not be afraid within sound of that cheery music.

They say "All things come to him who waits," so the wish of my life to be seasick was granted Thursday. The waves were long and slow and, as the little boat lifted and fell, the water felt greasy and gave me the most awful sensation. The Captain said it was a dead swell, and it came near to making a dead woman of me. At 4 o'clock we reached Ludington and I was glad to find rest and a chance to recover at the Read House. Friday you know was, also, the 13th—an awful combination to combat. Fortunately, the air was clear and crisp and cold and I set about my work with a grim determination to defeat any evil effects of either Friday or the 13th. My task was increased because Captain Read said I must be very careful not to walk over a cellar door, as it betokened "bad luck." There must be a million in Ludington and I was dizzy with dodging in and out to avoid them. Well, I landed thirteen orders and they aggregated—well, a goodly sum. Friday night I came on to Manistee. At Manistee Junction our train was held one hour and five minutes. I am sure you would have been edified at the patience and good humor with which we endured the delay, for which there was no apparent excuse. Our good host, Killeen, met us with a smiling face. I am sure six more weary knights never struck camp.

Yesterday I was abroad early with grip and grit—my measure must not fall short—so the day must give forth success. Saturday is the grocers' "busy day," and yesterday seemed filled with the spirit of rush. I stopped and asked, "Is life worth living? How quite ludicrous all this wild rush, for no purpose save to feed and cloth a lump of clay. I think it is Amelia Barr who asks, 'Is death worth dying?' and replies, 'No, it is not until life's lessons are all finished and a grave is well earned.' So I presume I must go on until I've earned my grave."

Among my customers here is J. A. John-

son, one of the pioneer residents of the State. He recounts the most intensely interesting stories about early days here in Manistee and his experiences. He was in a reminiscent mood yesterday and among other things he said that in 1844—I think I have the date correct—he was in business here and got his supplies from Grand Haven on the backs of Indians, having sent them from here after them. He also said that at that time Chicago was only an unpromising village, and bought all her goods in Kalamazoo. Conceive, if you can, Kalamazoo supplying Chicago! A Mr. Gale, after whom Galesburg was named, went to Chicago and, on his return, said he didn't think Chicago would ever amount to much, because it was too near to Sheboygan. Strange tricks Time plays! How little we can tell when we and our small affairs may serve him as a plaything, to carry into favor or to destroy!

And now I have another Sunday almost spent. As I write, the bells for evening service are calling the faithful. Sunday means to all laborers, save traveling men, rest; to him it means unrest. If the day be gloomy, then he, too, is gloomy and distraught; if it be bright and sunny, then his very soul sickens with longings for home and the dear ones; and the brighter the day the more lonely and homesick he is.

MRS. W. R. ALLEN.

England's Food Laws Weak.

The pure food laws of Great Britain are supposed to be most effective, but a forty-page report, by a select committee of the House of Commons, alleges certain difficulties in their enforcement. The government analysts have found in the markets large numbers of samples of adulterated butter, the majority, it is claimed, coming from foreign countries.

A Boston tailor says by sign: "Trousers sponged and pressed for 10 cents while you wait." It is hoped the man has a warm shop for the poor dude who is waiting without trousers.

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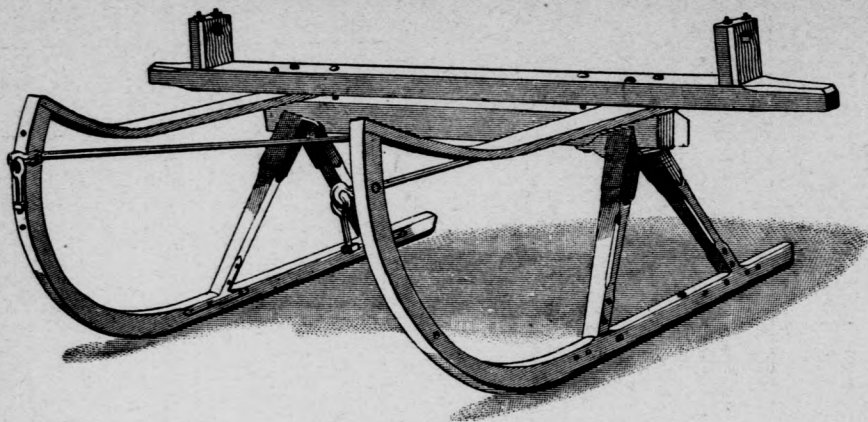
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