

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 25, 1896.

Number 688



We can sell you  
**ANY KIND QUANTITY CORL**  
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

## 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

## "HOW TO MAKE MONEY"

### Sell "Old Country Soap"

It is a big, pure, full weight, solid one  
pound bar (16 oz.) which retails for only  
5 cents. Get the price you can buy it at  
from your Wholesale Grocer or his  
Agent. One trial and you will always  
keep it in stock.

### DOLL SOAP

100 Bars in Box, \$2.50. This is a Cracker  
Jack to make a run on, and it will be a  
winner for you both ways.

Manufactured only by

ALLEN B. WRISLEY CO.,  
CHICAGO.

# Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

# OILS

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac,  
Big Rapids, Grand Haven, Traverse City, Ludington,  
Allegan, Howard City, Petoskev, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

5 AND 7 PEARL STREET.

A  
PURE  
MALT  
SUBSTITUTE  
FOR  
COFFEE  
MANUFACTURED  
BY  
KNEIPP MALT FOOD CO.  
C. H. STRUEBE, Sandusky, Ohio,  
Agent for Ohio, Indiana and Michigan.

## NEVER BEFORE

Have we been able to show such an immense selection of Holiday Goods as this  
season. Our counters are now in shape to suit every one.

**Handkerchiefs**—all sizes, all prices—enough to supply the  
town.

**Good Dolls**—Cheap Dolls, Long Dolls, Short Dolls—in  
fact, all kinds of Dolls.

**Picture Frames**—Toilet Soaps, Perfumeries, Pins, Fancy  
Combs, Tidies, Napkins, etc., etc.

**Gents' Furnishings**—Large line of Ties, Shirts, Collars,  
Cuffs, Socks, Umbrellas, Gloves, Handkerchiefs—  
in fact everything you need.

BUY NOW WHILE SELECTION IS GOOD AT  
**P. STEKETEE & SONS.**

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.

WE CAN FURNISH

FINE FULL CREAM CHEESE

Suitable for winter trade, if ordered at once, at 9c lb.

FRED M. WARNER, Mfr., Farmington, Mich.

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.

# Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

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.

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

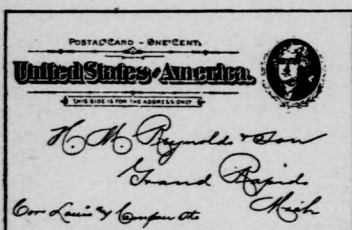


BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

## 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.



For only one cent you can have an expert examine

## YOUR LEAKY

roof and tell you why it leaks and how much it will cost to "stop that hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling all the time and can send them to you on short notice. All kinds of roofs put on and repaired by

**H. M. REYNOLDS & SON,**  
GRAND RAPIDS OFFICE, CAMPAU & LOUIS.  
DETROIT OFFICE, FOOT OF THIRD STREET.



## TRY HANSELMAN'S SUPERFINE CHOCOLATES FOR HOLIDAYS

Order early and be in the push.

Chocolate Nunkeys,  
Chocolate Montevidoes,  
Chocolate Clito,  
Chocolate Shell Bark,  
Chocolate Nougat,  
Chocolate Sour Orange,  
Chocolate S'ur Lemon,  
Chocolate Marshmallow,  
Chocolate Angellique,  
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 Fies,

HANSELMAN CANDY CO.,  
KALAMAZOO, MICH.

## The Staff of Life

should be made of the best flour  
—flour that embodies the greatest quantity of nutriment and strength-giving properties. — If

## GRAND REPUBLIC

did not meet this requirement and please every flour customer of your establishment, we could not expect to enjoy a continuance of your flour trade. Considering the number of flour customers on our books, we know our brand is all we claim for it. Note quotations in price current.



**BALL-BARNHART-PUTMAN Co.,**  
GRAND RAPIDS.

## 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.

# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 25, 1896.

Number 688

## 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.,  
Grand Rapids.  
Telephone 381-1

## Commercial Credit Co.,

(Limited)

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicomb Bldg., Grand Rapids.

## NOTICE TO HOOPMAKERS

CASH PAID for round and racked hoops at shipping stations on D. L. & N., C. & W. M., G. E. & I., T. S. & M., M. C., A. L., D., G. H. & M., M. & N. E., L. S. & M. S. railroads.

ROUND & RACKED HOOP CO.,  
423 Widdicomb Bldg., Grand Rapids, Mich.

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

## 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 Insurance in Michigan in 1895, and is being admitted 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 address the CLASP COMPANY, BUCHANAN, MICH.

## MICHIGAN APPLES.

The Deterioration Due to the Peculiarity of the Season.

"I am so disgusted with Michigan apples that I am seriously considering the plan of handling them only as seconds another season."

\* \* \*

Thus remarked Joseph B. Earl, proprietor of Earl Bros., the South Water street (Chicago) commission house, one a day last week. I recalled the fact that, within the life of the Tradesman, I had seen South Water street men scrape the stencil marks off from New York fruit and restencil it "Michigan Apples" and it occurred to me that, as there is a reason for all things, there must be some good reason why Michigan and York State apples had changed places in the estimation of the people.

\* \* \*

"There are several reasons why Michigan apples have been compelled to take a back seat," remarked Mr. Earl. "In the first place, the climate of the Southern and Central portions of the State is most too warm to raise the best fruit, which always comes from a locality where the temperature is cool and even. Grand Traverse fruit was never finer than this year. I received fifty bushels of Snows from my old friend, G. V. Nash, at Norwood, which were the finest I ever saw—and I have seen a considerable number in my time. My experience has been that Michigan fruit generally has rotted this season before I could get it off my hands, so that I have been compelled to use great caution and act very quickly to avoid loss. Canada and York State apples, on the other hand, are excellent keepers and are meeting with active demand in places where we dare not place Michigan fruit at all."

\* \* \*

"To what do I attribute the depreciation of Michigan fruit? To the fact that the soil on which the apples are grown is running out, while farther East the orchards are located on land which has a limestone foundation, which effectually prevents the leaching of the soil. Then the farmers of Michigan have become discouraged over occasional failures of the crop and have permitted their orchards to run down, so that the trees are in anything but good condition, so far as care and trimming are concerned. Then, again, the farmers do not exercise sufficient care in packing their fruit, but put in too many small and gnarly apples which ought to go to the cider mill instead. I appreciate the efforts you are making to raise the standard of Michigan products and have watched the columns of the Tradesman with much interest. I am afraid, however, that the apple business of the State is too far gone and too low down to encourage you to think you can again elevate the product to its old-time standard."

\* \* \*

Believing that there are two sides to every controversy and that it is unfair to base a definite conclusion on the statement of any one man, I sauntered up the street to the establishment of

Barnett Bros., where I happened to meet the senior member of the firm, Geo. W. Barnett, whose opinion on any topic relating to the fruit business I esteem highly. Without informing him of my former interview, I asked him to give me his opinion on the condition of the apple crop of Michigan this season.

\* \* \*

"I never saw finer fruit than we are getting from Michigan," remarked Mr. Barnett. "When it is carefully picked and properly packed, it is all right, but any spots or bruises quickly develop into rot. The cause of this is a peculiarity of the season, due to the crop ripening a month earlier than usual and the extremes of heat and cold which have prevailed in Michigan during the past month or six weeks. Within a day or two you have had the thermometer at 65 to 70 degrees, which is exceedingly trying weather for apples. York State and Canada did not begin to harvest their crop until a month after Michigan fruit was in market. While New York apples are very small, on account of the enormous yield, the crop has been favored with an even temperature, due to the cool winds from Lake Erie and Lake Ontario, and the keeping quality of the fruit is first-class. I take no stock in the statement that Michigan fruit has permanently deteriorated, because I believe that another season will see Michigan apples on top, the same as has been the case for many years."

\* \* \*

Realizing that local dealers were probably in a better position to ascertain the cause of the trouble than foreign buyers, I approached a couple of Grand Rapids men, with the following result:

C. N. Rapp: "The difference between Michigan and New York apples is mainly a difference in the manner of caring for and marketing the fruit. The Michigan growers have never seemed to realize the importance of care in the handling, and the reputation of the State is suffering in consequence. This is especially noticeable in localities near this city, on account of giving all the care to the handling of the peach crop. To be sure, the condition is much worse this year, on account of the early ripening. In New York, on the other hand, the utmost care is generally taken. The fruit is all carefully picked and handled so as to prevent even the slightest bruises. I take no stock in the idea that there is any permanent change in the quality of Michigan fruit. In fact, it is my observation that we are no worse off this year than are the New Yorkers. I have just returned from a trip through that State and the apples are rotting badly everywhere. New York lacks the variety in apples that Michigan has, a car load of 160 barrels usually containing as much as 125 barrels of Baldwins. I saw the best fruit offered in Rochester by the farmers at 65 cents per barrel, including the barrel, and that without takers. If the farmers will learn the importance of handling their apples properly, Michigan will have no trouble in retaining her prestige as the apple state."

E. A. Moseley: "It is a fact that

Michigan apples are not keeping. We are having serious trouble with our shipments on this account. The slightest bruise or scab quickly develops into decay, destroying the fruit. Then the apples matured very much earlier than usual and the winter varieties were mellow during the fall. Northern Spys were good eating in October. I understand that the Ben Davis, which is the main dependence in Missouri, is keeping as well as usual, but it is an inferior variety. It is true that Michigan apples were poor and bad keepers last year and the preceding year, but the crop was almost a failure both years and the fruit is apt to be poor when that is the case. No, I take no stock in the idea that there has been any permanent change in the quality of Michigan fruit and under normal conditions of temperature it will be all right again."

## The Famine in India.

According to the latest advices from London, the news from India with respect to the scarcity of grain in some of the districts, due to crop failures, is rather disquieting. Lord George Hamilton, Secretary of State for India, in the British Cabinet, in a recent speech, admitted that very nearly a million people are already feeling the effects of the scarcity, although the Government is taking steps to cope with the difficulty.

It is now very evident that the British government will have a serious task on its hands to provide for the wants of the needy in its Indian Empire. It is true that the crop shortage is not as great as it has been in times past, and it is also true that the government is now better equipped, by means of the railroads which traverse the Indian provinces, to distribute food from more fortunate sections to the suffering districts. Nevertheless, the providing of food will be a great expense, as it is reasonable to suppose that those districts which have made crops will not be willing to part with their surplus except at high prices.

Aside from the advantage that the crop shortage will be to those countries which have a surplus of grain to export, there are political considerations attached to the threatened famine which must be considered. Russia has been quick to take advantage of the trouble of the Hindoos to endeavor to win their good will by subscribing means to ship a large amount of grain to India. No doubt attempts will be made to distribute this grain direct by Russian agents, and, should the British government object, the fact can be pointed to that Russia was willing to help the Hindoos in their trouble had not their British taskmasters interfered.

Russia has always coveted India, and has for many years been credited with a secret desire to replace England there. She has pushed her outposts as near to the frontier of India as she dared, and would, no doubt, be glad of an opportunity to win partisans among the people of India themselves, so as to prepare the way for a fire in the rear of the British defenders should the time come for an open attack upon the outposts of England's Eastern empire.

**Fruits and Produce.**

**A Fortune in Preserving Eggs.**

From the Philadelphia Times.

A few years ago it was reported in the papers that an inventor and chemist had succeeded in making artificial eggs, so closely imitating the genuine that a jury of experts was unable to distinguish one from the other. The yolks and whites were made of an albumen obtained from plants, saffron and carrots, mixed in proper proportion, and several other secret ingredients. The shell was manufactured of lime and oyster shells. The reason why the alleged discovery did not revolutionize a great industry and force several million hens out of business was never given, but the story served to call attention to the fact that several hundred scientists had fondly entertained hopes of making artificial eggs some day, and many of them had devoted the best part of a lifetime to experiments along this line.

The idea of spending so much time and thought upon such a small thing appears at first sight a little absurd, but it is more than probable that the inventors were working for the pecuniary rewards they knew would fall to their lot if they could make artificial eggs cheaper than the hens could lay them. But one is tempted to ask: Why so much study over making artificial eggs, when there is a fortune for the man who can invent a method of preserving those produced by the ordinary process of nature? There are a good many million eggs consumed in this country every winter and they are sold at an average price of twenty-five to thirty cents per dozen. These same eggs can be purchased in the middle of summer for twelve and fifteen cents per dozen. Imagine the profits of a dealer who should purchase two or three hundred thousand dozens at twelve cents a dozen, and by using a new preservative sell them in the middle of winter at thirty cents a dozen. But the discovery of a sure egg preservative, one that will keep the eggs in their pristine freshness for six months, has engaged as much attention as egg-making, and we have many methods advocated by scientists which are promised to accomplish the desired result. The fact is eggs have been preserved for years for a certain time, but in the keeping they lose some of their delicious freshness which makes the chief charm of a breakfast. It is a fact probably not generally understood that bakers and confectioners depend almost entirely upon limed and preserved eggs for their winter supply, and if it were not for this their goods would be thirty per cent. higher. These eggs are good, but very strong when broken, and even the appetite of a tramp would be somewhat allayed by their odor. Nevertheless, they are not bad, and when mixed with the other ingredients which go to make pies, cakes and pastries they seem to lose their distinctive flavor and odor. There are several systems of preserving eggs, any one of which will answer for certain purposes. These preservatives will keep the eggs in a fairly good condition for two or three months, but nature places a limit there, after which they begin to decay. The eggs will keep longer than meat or game, simply because they are surrounded by a shell that is well-nigh air-tight. It is this prison wall which makes egg meat the best to keep for any lengthened period. But the shell is more or less porous, and it begins to absorb whatever it comes in contact with, and though the process is slow, it is very sure. The first essential thing to preserving eggs has consequently always been to make the shell as impervious to air and water as possible. Oil, lard, paraffine and similar substances were smeared over the eggs when fresh, and these helped to prolong their life. Later a man invented a patent paint, which was supposed for a time to be the best preservative. When painted over the outside of the shell, it made a perfectly air-tight shell, and as no air could get into the meat to decompose it, the contents must keep for an indefinite period. But the paint inventor had not studied embryonic life as closely as he had his chemicals, or he would have known that nature had already planted the seeds of destruction inside of the shell. Before his paint was ever applied there was a small quantity of air in the shell—only a small quantity, but just enough to cause the mischief. And so the eggs decomposed even under this treatment. Now, an electrician has come to the front with a system that promises some better results. He proposes to place the eggs in a vacuum chamber when fresh, and then, instead of absorbing outside air, the eggs will give it out until they are practically free from all air. When they have been in the vacuum chamber forty-eight hours, they are to be painted with a composition that will keep them from absorbing any more air. But even at this stage decay has not been thoroughly arrested. The electrician then proposes to give them an electric bath. They are packed in barrels, in which fresh water is poured, and a current of electricity is introduced sufficiently strong to destroy all animal life. All germs of decay are thus killed, and the eggs are ready for packing in sand or sawdust. As all decomposition has been destroyed, and the paint-preservative keeps out the poisonous air, the eggs are supposed to keep for many months as fresh as when first laid.

The test of this system will be made, or rather is being made, this fall and winter. Two barrels of eggs that were subjected to the electric bath are now preserved in the storeroom of the electrician's house in New York, and should they prove to be as fresh and delicious four months from now as they were in July, the problem of egg-preserving will be solved. The inventor of the system will, meanwhile, be rejoicing on the highway to fame and fortune. At present the methods of preserving eggs for market in winter are well understood. In the cold storage house they are kept at such a low temperature that decomposition is very slow. If they could be frozen they would keep longer in this way, but the trouble is that the egg shells crack when they reach the freezing point. It is possible to preserve meats and poultry very well by this method because no harm is done in freezing them.

The most acceptable system of preserving eggs for a late market is to pack them away in limed water. This method is employed more extensively in Europe than this country, and vast quantities of Italian and Danish eggs are shipped to the English markets in winter in this condition. The lime closes the shell from the outside air and water, and, at the same time, destroys or keeps dormant any germs that might attack the egg. Preservation of eggs by limed water is very old, and in 1701 William Jayne, of England, was granted letters patent for preserving eggs with a pickle composed of lime, salt, water and cream of tartar. Since that early date about seventy different methods have been patented in England and this country, but no one has yet improved upon this simple system, unless the electrician's plan should prove a great success.

**Shrewd Dealing Down East.**

From the Lewiston (Me) Journal.

That story of a Caribou potato raiser who refused an offer of 48 cents a barrel for eleven barrels of potatoes, declaring that he would have \$5 or nothing for the load, is matched by a yarn which comes from Grand Lake Stream of a man who recently went after a calf he had pastured out all summer and asked what he owed for the pasturing.

"Well," says the farmer, "I've got a bill of \$7 against you, but I will take the calf and call it settled, providing you are willing."

"No sir," was the answer. "I will not do that, but I will tell you what I will do. You keep the calf two weeks longer and you can have her."

The Supreme Court of Minnesota has ruled that a mileage ticket is a contract between the railway and the purchaser, and that the fact of its not being signed by the latter does not abrogate the contract nor permit it to be transferred.

bryonic life as closely as he had his chemicals, or he would have known that nature had already planted the seeds of destruction inside of the shell. Before his paint was ever applied there was a small quantity of air in the shell—only a small quantity, but just enough to cause the mischief. And so the eggs decomposed even under this treatment. Now, an electrician has come to the front with a system that promises some better results. He proposes to place the eggs in a vacuum chamber when fresh, and then, instead of absorbing outside air, the eggs will give it out until they are practically free from all air. When they have been in the vacuum chamber forty-eight hours, they are to be painted with a composition that will keep them from absorbing any more air. But even at this stage decay has not been thoroughly arrested. The electrician then proposes to give them an electric bath. They are packed in barrels, in which fresh water is poured, and a current of electricity is introduced sufficiently strong to destroy all animal life. All germs of decay are thus killed, and the eggs are ready for packing in sand or sawdust. As all decomposition has been destroyed, and the paint-preservative keeps out the poisonous air, the eggs are supposed to keep for many months as fresh as when first laid.

The test of this system will be made, or rather is being made, this fall and winter. Two barrels of eggs that were subjected to the electric bath are now preserved in the storeroom of the electrician's house in New York, and should they prove to be as fresh and delicious four months from now as they were in July, the problem of egg-preserving will be solved. The inventor of the system will, meanwhile, be rejoicing on the highway to fame and fortune. At present the methods of preserving eggs for market in winter are well understood. In the cold storage house they are kept at such a low temperature that decomposition is very slow. If they could be frozen they would keep longer in this way, but the trouble is that the egg shells crack when they reach the freezing point. It is possible to preserve meats and poultry very well by this method because no harm is done in freezing them.

The most acceptable system of preserving eggs for a late market is to pack them away in limed water. This method is employed more extensively in Europe than this country, and vast quantities of Italian and Danish eggs are shipped to the English markets in winter in this condition. The lime closes the shell from the outside air and water, and, at the same time, destroys or keeps dormant any germs that might attack the egg. Preservation of eggs by limed water is very old, and in 1701 William Jayne, of England, was granted letters patent for preserving eggs with a pickle composed of lime, salt, water and cream of tartar. Since that early date about seventy different methods have been patented in England and this country, but no one has yet improved upon this simple system, unless the electrician's plan should prove a great success.

WE PAY CASH FOR  
**SUNDRIED APPLES**  
We have been established 20 years and refer to First National Bank, Chicago. Your banker can see our rating. Also dealers in Honey, Potatoes, Beans, Apples.

**S. T. FISH & CO.**  
189 S. Water St. Chicago.

**APPLES, ONIONS**  
CABBAGE, ETC., in car lots or less.  
QUINCES, SWEET APPLES, GREEN PEPPERS, GRAPES.  
Correspondence with me will save you money.  
**HENRY J. VINKEMULDER,**  
GRAND RAPIDS.  
Telephone 1091.

**BEANS**  
We are in the market daily for Beans, carlots or less. Send large sample with quantity and best price f. o. b. or delivered Grand Rapids.  
**MOSELEY BROS.,**  
26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

**MAYNARD & COON**  
Jobbers of Mexican  
**ORANGES**  
FINE JERSEY SWEET POTATOES.  
54 S. Ionia Street, Grand Rapids. Telephone 1348.

Michigan **Honey** Virginia **Sweet**  
White Clover and Jersey **Potatoes**  
Lemons, Oranges, Cape Cod Cranberries, Spanish Onions.  
**BUNTING & CO.,**  
20 & 22 OTTAWA STREET, GRAND RAPIDS, MICH.

We are the People **SWEET POTATOES**  
to supply  
Cranberries, Grapes, Spanish Onions, Oranges, etc.  
**STILES & PHILLIPS,**  
GRAND RAPIDS.

**M. R. ALDEN**  
COMMISSION **BUTTER and EGGS** EXCLUSIVELY  
98 S. DIVISION ST., GRAND RAPIDS.

**HEN FRUIT**  
Is always seasonable. Eggs "just laid" get the very highest market price with me.  
Write me  
**R. HIRT, JR.,** Market St., Detroit.

**OATS HAY FEED** Good market in Detroit. Write  
**F. J. ROHRIG, Jr.,**  
693 Mack Ave.

**Office Stationery**  
LETTER, NOTE AND BILL HEADS  
STATEMENTS, ENVELOPES, TRADESMAN COMPANY, GRAND RAPIDS.  
COUNTER BILLS.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 21—Trade in grocery jobbing circles during the week has been very good. Some of our leading stores have been obliged to work their force at night, that they might not get behind in delivering their orders. There have been a goodly number of buyers here from out of town and altogether the situation is one of encouragement. Goods of all kinds seem to be in request and stocks in the interior appear to be light. There is considerable holiday buying and Christmas this year promises to be a profitable season for the dealer in food products.

The coffee market is pretty much unchanged. Buyers from out of town seem to hesitate about paying the prices asked, while sellers maintain that they have made very low rates. Rio No. 7 is nominal at 10c and the market rather weak. There are not many bids of over 9 3/4c. Prices for mild grades continue quite firm and a fair volume of business is being done in a jobbing way. West India sorts are steady, with a pretty good supply here. Good Cutcuta, 16 3/4 @ 16 3/4c. There are afloat of Brazil coffee, 672,804 bags, against 549,518 at the same time last year.

The recent display of activity in tea has somewhat subsided. The increased demand of a fortnight ago seemed to be unexpected. A good many orders came in as soon as there was any advance in quotations and interior dealers seem to have laid in a pretty good supply. It is likely that the market will be firm from now on and there may be some further advance.

Refiners have nearly caught up on their orders and seem to be indifferent whether they take any more raw stock or not beyond a quantity sufficient for everyday wants. Refined sugar has been in rather light request. The orders that come are for small lots and there has been a decline in quotations. Imported granulated is moving in a moderate way, but supplies are not large.

The demand for rice has been a little slow, but prices are very firm, with no chance of being any lower. Advances from the South show no change. Prime to choice, domestic, is quotable at 4 3/4 @ 5 1/2c, with fancy at 5 3/4 @ 6c.

Molasses buyers are very conservative, the warm weather having interfered somewhat with the trading during part of the week. Supplies of really attractive goods are insufficient and, until buyers can have a larger selection from which to choose, there is not apt to be much animation displayed. Open kettle, prime to fancy, is worth 25 @ 34c.

There has been a moderate volume of business in syrups. Orders generally are small, but quite numerous, and altogether the situation is rather encouraging, especially for the better sorts. Low grades are not sought for.

The lemon market is very quiet and buyers show little if any interest in the situation. Fancy Sicily are worth about \$4.25 for 300s. There is a very fair supply of lemons in this country and no advance is anticipated in the near future. There has been quite a demand for repacked Jamaica oranges, but the receipts have been liberal and the prices have shown no advance. There is a good demand for Florida oranges, but there is a limited supply. There is a light demand for bananas and prices are a trifle lower. Grapes are in moderate request.

The dried fruit market is quiet and jobbers are doing quite a business, but show no anxiety to replenish their stocks after they have once moved out. California loose muscatel raisins have met with some demand from out-of-town buyers, and are quite firm. For the remainder of the line—prunes, currants and dates—quite a good many sales have been made, evidently for holiday supplies. This is also true of nuts of all kinds.

In domestic dried fruits there is a little better demand for choice evaporated apples. Prices are pretty high

and, if large amounts were wanted, the quotations would have to be shaded a little to effect sales.

The canned goods market is steady. The demand is fair and prices are well held on all lines, some articles being higher. Tomatoes and corn are sought for and buyers do not hesitate to pay the price asked. It is a good time to buy.

The supply of strictly fresh butter is very light and, in fact, unequal to the demand. Holders of the best grades want 22c and will take no less. It must be very good, however, to average this. Lower grades are dull and neglected.

The demand for cheese continues moderate and, the supply being ample, the market is rather quiet. Small size white full cream sells at 10c for Sept. Colored, a fraction higher.

The egg market is quiet, fresh gathered bringing 24c. Western fresh, 23c. Western prime, 21 @ 22c. Quotations are so high as to cause the demand to be rather slack. Eggs are eggs nowadays.

The button craze has naturally subsided since the election, and not only buttons of political significance, but also those of every kind have almost entirely disappeared. A new fashion in this style of decoration has lately made its appearance, and while it serves a more useful purpose than any which preceded it, the cost of the new buttons is likely to be too great for the fashion ever to become so prevalent as the other. Over from Paris there have lately come some diminutive watches no larger than a cent piece, and they are made to fit into a button-hole. The works are contained in a large circle made of platinum. The few buttons of this kind seen so far are of French workmanship, and the watches are said to keep excellent time. They cost too much to become very common, but they are likely to be seen, as the importers are already preparing to put large numbers of them on the market.

One of the curious examples of the way in which certain trades cling to particular neighborhoods can be found in lower Fourth avenue, which for many years has been practically the headquarters of the trade in aquariums, goldfish, and all other objects connected with such aquatic pets. There are probably more shops of this kind there between Fourteenth street and the Bowery than in any other part of the city, and apparently there is no indication of any tendency to remove to other quarters of the city. Few of these shops confine themselves exclusively to the aquarium business, which seems to exist concurrently with the canary-bird industry, and that flourishes with equal evidences of prosperity in this down-town region.

The swell but impecunious society women will open a tea room on Fifth avenue. They had hoped to open their feminine chatting club before horse show week, but the fates were against them. When the new idea, which is European, reaches the proper stage of development it will be possible for the weary shopper to get a more substantial luncheon than orange pekoe and wafers at the tea room. A regular noonday repast will be served until 3 o'clock, after which "afternoon tea" proper, with all its English accompaniments of muffins and bread, or its American ones of sweet biscuit and cake, will be served.

An instructive picture of one phase of metropolitan life is on view at Broadway and Twenty-third street. There a mother and daughter conduct an extensive news business. Though the stand has only an electric light pole and a well-arranged dry goods case for its base, they handle a number of magazines, as well as the daily papers. The daughter spends most of her spare moments studying stenography, and is frequently interrupted in the midst of a difficult "transcript" to make change for a 5-cent piece for a 1 cent sale; but she is always courteous, and, judging from the earnestness with which she pursues her studies amid the roar of traffic and trials of trade, she will some day make her mark in the world.

Buying Swine by Rhyme.

Kalamazoo, Nov. 20—I happened to pick up the last issue of the Michigan Tradesman and therein noticed a copy of a sort of poetical order for cheese from Desenberg & Schuster, of this city, which pleased and amused me in a peculiar way. The firm must be of a poetical turn of mind, since some four or five years ago, when I lived on a farm, I mailed them a postal card offering a quantity of pork for sale and asking them to quote me the price they would pay. I promptly received their reply, of which the enclosed is a copy. I used to preach formerly and I once took their letter along to a convention, where it created any amount of merriment. I think it outranks by far their cheese order and is well worth bringing to the attention of your readers. If, therefore, you wish to use it, it is at your disposal. You need not hesitate on any grounds, since I first asked the author's permission to publish it in the Tradesman, before I sent it to you.

G. L. CAESAR.

This answer, we hope you may see,  
Contains a little pleasantry:  
How strange it seems a man well versed  
And who, no doubt, has oft rehearsed  
Holy Scripture line for line  
Should traffic in forbidden swine!  
And stranger still it seems that you  
Would sell it to the hoary Jew!  
But stranger things than this transpire—  
The Jew, condemned to lasting fire,  
Has set to work his brain and wit;  
Bound to get square with Holy Writ,  
He fights it on another line—  
To draw his profit from the swine.  
Therefore, mark well, the price we've made  
Is seven cents a pound in trade.

Has No Standing Anywhere.

Gladwin, Nov. 16—I wish you would give, through the columns of the Tradesman, if you can do so, the commercial standing and business method of the Farmers' Wholesale Supply Co., 372 Michigan avenue, Detroit.

J. M. SHAFFER.

The concern enquired about has no standing, financially, carrying no stock to speak of and obtaining its supplies from regular merchants after the orders are secured from the deluded farmers who imagine they are buying goods cheaper because they give their orders to a concern which masquerades as a wholesale house. This concern has frequently been referred to by the Tradesman in the past, its operations being confined almost wholly to farmers and denizens of small villages. Contrary to expectation, the goods are frequently found to be of inferior quality; and while low prices are made on some articles, inspection of the goods after delivery invariably discloses the fact that the purchaser has not succeeded in getting lower prices than he could of his regular dealer if he were to buy goods in similar quantities.

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.

ANCHOR BRAND  
**OYSTERS**

Prompt attention given telegraph and mail orders. See quotations in price current.

**F. J. DETTENTHALER, Grand Rapids, Mich.**

**THANKSGIVING**  
November 26, 1896.

YOUR CUSTOMERS **OYSTERS**  
WANT

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.

127 LOUIS STREET. **ALLERTON & HAGGSTROM.**

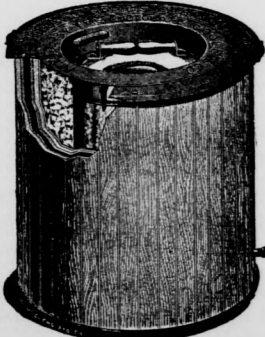
Thanksgiving

**OYSTERS,**  
FISH,  
POULTRY,  
GAME. . . Wholesale . . .

Established *H. M. Bliven*, 106 Canal Street,  
21 years. Grand Rapids, Mich.

**The Oyster Season Is Here**

Are you ready for it? Not unless you have one of our **Oyster Cabinets**. Will pay for itself several times in a single season. They are neat, durable, economical and cheap. No dealer who handles oysters can afford to be without one. Made in sizes from 8 to 40 quarts. Write for information.



**Chocolate Cooler Co.,**  
Grand Rapids, Mich.

## Around the State

### Movements of Merchants.

Muskegon—The Sibley Drug Co. succeeds Sibley & Co.

Charlesworth—Chris Barnes has opened a general store at this place.

Shields—Geo. Arrowsmith succeeds Arrowsmith & Fuehr in general trade.

Coldwater—Chas. Ewing succeeds Ewing & Portner in the marble business.

Devereaux—Clawson & Houseman have opened a general store at this place.

Saginaw (W. S.)—C. L. Grube succeeds C. L. Grube & Co. in the drug business.

Adrian—The style of the Eastern Bankrupt Association has been changed to Marvin & Cook.

Albion—L. G. Rafter & Sons have sold their meat business to Mohrhard Bros., of Grand Rapids.

St. Louis—Max Tyroler has uttered three chattel mortgages on his dry goods stock, aggregating \$5,200.

Cheboygan—H. Hale Cobb continues the book and stationery business formerly conducted by Cobb & Freeman.

Otsego—C. I. Clapp has sold his clothing stock to Chas. F. Strutz, who will continue the business at the same location.

Highland Park—John C. Hickey, dealer in drugs, groceries and meats, has been closed by virtue of a chattel mortgage on his stock.

Traverse City—C. A. Bugbee has definitely decided to re-engage in the drug business here as soon as he can secure a satisfactory location.

Fisher—Cornelius Quint has purchased the general stock of D. Van Bruggen & Son and will continue the business at the same location.

Petoskey—L. E. Clark has removed to this city from Traverse City and announces his intention of engaging in the grocery and meat business.

Traverse City—O. G. Millar, who recently engaged in the musical merchandise business with W. P. Kenny, has retired from the firm and Mr. Kenny will hereafter conduct the business alone.

Menominee—The extensive hardware firm of Dunning Bros. & Co. is in financial difficulties. Local people caused it in securing themselves on \$9,000 of indorsed paper. The assets are said to be ample.

Wayland—The book and stationery stock of the late John Chapple has been purchased by his son, L. D., who will combine the same with his drug business. Mr. Chapple was highly respected in this community and his death is sincerely lamented.

Holland—Den Herder & Witvliet have opened a meat market in the building formerly occupied by Bert Dok. Mr. Den Herder comes from Grand Rapids, where he conducted a market for several years, and Mr. Witvliet is of this city.

Manistee—F. C. Larsen has purchased a site which he will convert into a public market for the use of farmers who visit the city with produce to dispose of. He will lease the property to the farmers free of charge, providing they will fit it up for their use and maintain it.

Kalamazoo—Isaac B. Wentworth has uttered a mortgage on his hat, cap and furnishing goods stock. The mortgage runs to Harry B. Hoyt, as trustee, to secure himself to the amount of \$2,933.38, the City National Bank to

the amount of \$1,450, and other local creditors to the amount of \$2,558.67.

Howard City—Geo. Heilner and G. M. Pratt have formed a co-partnership, and purchased the grocery stock of T. M. Lander. They will move the bakery into the rear of the store and will carry on a restaurant in connection with the bakery and grocery. Mr. Lander will pursue the avocation of an agriculturist.

Mt. Pleasant—A couple of weeks ago a nice appearing young man canvassed all the good ladies of this city and adjoining townships taking subscriptions to the Michigan Farmer. He carried a large lot of dress goods samples and agreed to give a pattern free with every subscription. This took well and the dollars fairly flew into his pocket. The premiums are now overdue, as well as the paper.

Clio—J. G. Davis, of Detroit, patentee of the Davis cash carrier, was here last week. The Consolidated Store Service Co., of Boston, has brought suit to recover rent for the time his carriers were used, alleging that they are an infringement of its patents. Mr. Davis wanted each merchant to subscribe to a fund, engage a patent attorney and defend the suit. He offered to swell the fund, but, as the merchants thought he did not offer to give his share towards it, they declined to consider the proposition.

Olivet—H. E. Green's store was burglarized last Friday night. Mr. Green has an electric burglar alarm system connecting his home, as well as several other places, with alarm bells. This called out several people, who rushed to the store just as the burglars were coming out and caught one of them. Two escaped, after being shot at several times. The captured one was put in jail and all hands turned to pursuing the other two, without success. On returning, they went to take a second look at their "catch," when, to their surprise, they found that their bird had flown through the roof, but he was captured at noon Saturday by Sheriff Clay, near Springport.

Detroit—The produce and commission dealers of the city have undertaken to secure the enactment of an ordinance at the hands of the Common Council, compelling those who deal in goods in carlots or from warehouses, and maintain no store in the city, to pay a license fee of \$100 per year. The penalty prescribed for failure to take out a license is a fine of \$5 to \$100 and imprisonment in the House of Correction. The object of the ordinance is to prevent country merchants from shipping fruit, produce or poultry to the Detroit market and selling it direct to the retail dealers, instead of turning the shipment over to some commission house. In case the ordinance passes, it will operate against the Detroit market very seriously, as many merchants refuse to be muzzled in this manner and will divert their shipments to other markets, rather than submit to the imposition of a tax.

### Manufacturing Matters.

Saginaw (W. S.)—Jackson & Church succeed McGregor & Jackson in the boilermaking business.

Battle Creek—A receiver has been applied for by the creditors of the Homer Steel Fence Co.

Cass City—Frutchey, McGeorge & Co. succeed Frutchey, Ale & McGeorge in the elevator, salt and lime business.

Bay City—The Maltby Lumber Co., not incorporated, has dissolved. Alzina Maltby will continue the business under the same style.

Kalamazoo—S. Salomon continues the manufacture of pants and overalls formerly carried on under the style of S. Salomon & Co.

Sights—Kelly & Covell have started their charcoal kilns again. They have begun logging for the season, expecting to get in about 3,000,000 feet.

Traverse City—The Oval Wood Dish Co. will put in this season about 10,000,000 feet of logs, which will begin to come in as soon as snow flies.

Grand Ledge—The Grand Ledge Chair Co., not incorporated, has dissolved. The business will be continued by E. A. Turnbull under the same style.

Gladstone—The Buckeye Stave Co., of this city, has purchased the elm stumpage on the Cleveland-Cliffs Iron Co.'s lands at Cooks and has started making camps. There is about 6,000,000 feet of it.

Gladstone—Work has been resumed on the new railway to Munising to connect with the Northwestern at Little Lake. A branch is being built to the Big dam on the White Fish River, in Delta county, to tap a large body of pine and hemlock timber.

Houghton—The Sturgeon River Lumber Co. has put in two camps and will establish additional camps later in the season. The cut decided for the winter is 10,000,000 feet of logs, or about one-half the cut of last winter. The Nestors are the only lumbermen who will make as large a cut this winter as last.

Detroit—Hugh Johnson & Son, carriage manufacturers at 102 Larned street west, have uttered a chattel mortgage on their stock and accounts to Robert D. Robison, as trustee, to secure their creditors in the aggregate sum of \$15,000. The consideration named is \$1. A similar instrument, covering the real estate owned by the firm, was filed in the Register of Deed's office.

Benton Harbor—The Orton Manufacturing Co. has been organized with an authorized capital of \$100,000 for the purpose of embarking in the manufacture of tools, implements, mechanical appliances and windmill supplies. The promoters of the company have been negotiating for the purchase of the Buss Machine Works plant, but have failed to meet the requirements exacted by the owners of the property.

Traverse City—The Oval Wood Dish Co. has now fully completed the building which has replaced the factory burned some time ago. The structure is much larger than the old one, more substantial and complete in every respect. It is fitted with all improvements required in the business. There are already seven of the wire-end machines in and the other machinery is being prepared to place in position as rapidly as possible.

Iron Mountain—The Indiana mine, one of the old properties of the Menominee range, which has been idle for a number of years, started work in a small way three months ago and recently has added to its forces. Time has brought back to activity mines which a few years ago were closed down because of the small demand for ores of the class produced by them. A notable instance of this is found at the Traders' mine, of this place, a property producing a high silica ore, low in metallic iron and phosphorous and of the class now in brisk demand for mixing with the Mesaba Bessemer ores. The Traders' is under the management of J. T. Jones, a mining man and metallurgist of much enterprise, who nearly every season manages to find something valu-

able about some abandoned mine or rock burrow. All-rail shipments to Chicago during the winter are anticipated and about fifty men have been added to the force formerly worked there.

Lake Linden—The Calumet & Hecla Mining Co. will begin the erection in the spring of the third stamp mill of eleven stamps. The building will be constructed of steel and require two years to build. When completed, it will give employment to 200 additional men. Last fall the new boiler house was completed, the stack in connection being 252 feet high and 16½ feet in diameter. This improvement is made necessary to stamp the rock which will be hoisted from the Whiting vertical shaft at Calumet, which is 28 feet square and 5,000 feet deep. It contains four compartments. It has already taken five years to excavate it and cost an immense amount of money, as well as seven lives. The hoisting machinery of the Whiting shaft was made by Krupp, of Germany. Few people realize the amount of water required to run the stamp mill as it is now. One pump, with a daily capacity of 60,000,000 gallons, daily pumps from 40,000,000 to 45,000,000 gallons of water now, and when the new stamp mill is completed it will require the full capacity of the huge pump to supply it.

Marquette—As the shipping season draws to a close it becomes evident that the total output of ore by the five Lake Superior ranges for the calendar year will be much nearer 10,000,000 than 9,000,000 tons. Two to four weeks of late navigation remain and as ore freights are remarkably low, considering the advanced season, shipments continue to be heavy. Although there remain unsold on lower lake docks enormous quantities of Bessemer ore, certain grades of non-Bessemer ores are in quite brisk demand, the supply on hand at the furnaces and receiving ports being plainly inadequate to the demand until spring. There are a number of indications which lead to the belief that all-rail shipments will be in order before the opening of navigation next season, notwithstanding the amount of ore now piled up and awaiting purchasers. All-rail shipments to local furnaces in Northern Michigan, Wisconsin and Minnesota are the rule every winter and they will be continued this winter; but shipments to Milwaukee, Chicago, Joliet and even as far east as the Mahoning and Shenango Valley districts may be necessary before spring raises the embargo on lake traffic. One thing is absolutely certain—that when business as a whole really does boom in this country the demand for iron and steel will be so great that the Lake Superior ore output will be much greater than is anticipated by all except the longest-headed and best-informed men in the business. If the boom is to be next spring furnace-men will not allow an all-rail haul of 300 to 600 miles to stand between them and the filling of orders.

## THE WIERENGO

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

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

## HOTEL BURKE

G. R. & I. Eating House.  
CADILLAC, MICH.

All modern conveniences.  
C. BURKE, Prop. W. O. HOLDEN, Mgr.

## Grand Rapids Gossip

The Grand Rapids Paper Co. has removed from 20 Scribner street to 321 South Division street.

Edgar S. Kiefer succeeds Kiefer & Fecht Co. in the wool pulling and hide business on South Front street.

Moseley Bros. have put in a new 10 horse power motor for driving their bean-cleaning machinery and conveyors.

J. C. Sillaway has opened a grocery store at 105 Page street. The I. M. Clark Grocery Co. furnished the stock.

The Hazeltine & Perkins Drug Co. bid in the Minnie A. Watrous drug stock, at Newaygo, at chattel mortgage sale.

C. Van Aarsten has opened a grocery store at the corner of East Bridge and Union streets. The Olney & Judson Grocer Co. furnished the stock.

The Grand Rapids Packing and Provision Co., which had a prosperous career for about fifteen years, but which has suffered severely by the shrinkage in values during the past year, has closed out its stock on hand and will retire from business as soon as the outstanding accounts can be collected. The retirement of this corporation leaves Grand Rapids without a provision house—an opening which some enterprising gentleman will probably undertake to occupy in the near future.

The Tradesman heartily commends the project of the Retail Grocers' Association to curtail the hours of business still further by closing the grocery stores at 9:30 o'clock Saturday night and 6:30 o'clock the other days of the week. Many who are now in trade can recall the time when the stores were kept open until 10 and 11 o'clock, every night in the week, and while the change to 7 o'clock is a long step in the right direction, the Tradesman believes that a further shortening of the day by half an hour would work to the advantage of all concerned. At present the concession is asked from Dec. 1 to May 1 only, but if it is found to be satisfactory to all, there is every reason to believe that it will be continued indefinitely. The tendency of the times is toward shorter business hours and the grocers are simply falling in with the trend of the times in agitating this matter at this time.

### The Grocery Market.

**Sugar**—The market sustained three separate declines on consecutive days last week. Wednesday softs went off  $\frac{1}{8}$ c, Thursday hards met a similar fate and Friday softs set the pace with a downward movement of  $\frac{1}{8}$ c. The market is still weak and lower prices are looked for.

**Tea**—The market is without material change from a week ago. The good prices will probably bring more teas over from China and Japan than would otherwise be the case, but this increase will only slightly lighten the situation. No radical advances in price are expected, but rather a gradual increase which will probably aggregate several cents per pound. The consumptive demand for tea is increasing slowly.

**Coffee**—Brazil grades are a little lower than a week ago and the demand has been rather light. There seems to have been no apparent reason for the decline. The rumor of the purchase of 100,000 bags by the Brazilian govern-

ment is attributed to be the starting point of the decline, but its authenticity has been disproved, however. There is, therefore, no change in the situation to occasion any fluctuation in that direction. Mild coffees are very firm, especially Maracaibos and Javas. Mocha is firm and unchanged.

**Dried Fruits**—The supply of all lines of dried fruit is now practically equal to the demand, except sundried apples, which are scarce. Peaches are in fair supply, with the price well maintained. The business is not very heavy, although there is a good enquiry for the higher grades, which are rather scarce. Prunes are selling fairly. Currants are lower. Raisins are in good demand, especially Sultanas and 2-crown loose Muscatels. The demand is also increasing for fancy clusters as the holiday trade begins to awaken. The price for raisins has not changed. Three-crown loose Muscatels are firmly held and may advance later.

**Provisions**—The market is somewhat unsettled under the enlarged manufacture and increased offerings of product, and values at Chicago show a decline of  $42\frac{1}{2}$ c on pork,  $42\frac{1}{2}$ c per 100 pounds on lard and 20c on short rib sides, in comparison with a week ago, for January delivery. There is little ground for complaint as to current call for meats, although the larger supplies of poultry and offerings of game, etc., have had more or less influence in the demand in some markets.

**Salt**—A Saginaw correspondent writes—The outlook for the salt industry is blue unless Congress tacks on a duty. Sales have been quite free but the price is so low—35 cents for 280 pounds of fine salt with a 20 cent package thrown in—that many have quit manufacturing. The seventeen salt wells at McGraw's have been plugged. The block of Tyler & Son, at Crow Island, burned Friday night and it is not likely to be rebuilt. The well is one of the best on the River and furnished brine sufficient to manufacture 100 barrels of salt a day. The production in Saginaw county has dropped greatly this year, a dozen or more blocks being idle. The inspection year ends November 30, and the product of the State will be about as large as last year. George W. Hill, the present State Salt Inspector, will be unanimously recommended by the salt manufacturers of the State for reappointment. The cost of the State inspection is paid by the manufacturers themselves, hence it has been customary by all of the State executives heretofore to respect the wishes of the manufacturers in the appointment of Inspector. It is believed that Governor Pingree will follow the established precedent.

### New Sugar Card.

The Committee on Trade Interests of the Grand Rapids Retail Grocers' Association has promulgated a new schedule for the sale of granulated sugar, as follows:

5 cents per pound.  
5 pounds for 25 cents.  
10 pounds for 50 cents.  
20 pounds for \$1.

Spain's vexatious and petty impositions upon American commerce in Cuba are breeding trouble for the dons. It looks like a pity they can't get the drubbing they seem to be hankering after so much.

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.

### Purely Personal.

James E. Parks, the Eaton Rapids merchant, has purchased the pacing horse, Lumps, which has a record of 2:16.

Robt. Arnott, Jr., the genial Ludington grocer, was married Nov. 18 to Miss Jennie Wood, daughter of an esteemed clergyman of that city. The happy couple received many valuable presents.

Geo. B. Caulfield, Secretary of the Lemon & Wheeler Company, surprised his friends on Monday evening by marrying Miss Ethelyn M. La Valliere, who has achieved more than a local reputation as an elocutionist and dramatic reader. The happy couple, who start out with the hearty congratulations of hosts of friends, have taken up their residence at 507 South Lafayette street.

The vacancy caused by the resignation of Frank P. Mills as agent of the Cleveland-Cliffs Iron Co., at Gladstone, has been filled, M. M. Duncan, Superintendent of the Antrim Iron Co., of Mancelona, having been appointed to the position. Mr. Duncan will take charge of the business of the company at the beginning of the new year. The position of agent of a Lake Superior iron mine is practically that of general manager and is one of great responsibility.

The Tradesman regrets to learn of the death of John V. Crandall, the veteran Sand Lake lumberman and merchant, which occurred on Sunday. Mr. Crandall was a man of strong parts and made friends wherever he went. He was prominent in the work of the Michigan Business Men's Association and enlivened many a banquet and social gathering with speech and repartee. He died on the farm on which he settled forty years ago. He was respected by his acquaintances and beloved by all his friends. The Tradesman extends heartfelt sympathy to the family in their great bereavement.

### The Grain Market.

Wheat, as is usual of late, followed home influences and was not governed much by foreign trade. While cables have shown a decline for several days past, the amount on passage has been extremely large and the world's shipments exceeded 9,800,000 bushels. Wheat made an advance of fully 3c per bushel, which was fully warranted. First of all, the visible showed a decrease of more than 1,000,000 bushels during the week, against an increase of 1,900,000 bushels the corresponding week last year. We have now 2,000,000 bushels less in sight than at the same time last year. A small decrease was expected, but no one anticipated that it would be so large, and this is something unusual at this time of the year. A decrease is never looked for until about the second week in January. The receipts of winter wheat are exceedingly light, taking into consideration the high price paid, as the difference between winter and spring wheat is 15c per bushel. The Northwestern receipts are also decreasing and are about 33 $\frac{1}{2}$  per cent. less than they were at the same time last year, and they are likely to fall off still more. With the present conditions it looks as though we had not seen the pinnacle yet. We might enumerate several more causes for a higher range of values, but these are the most potent ones.

Corn, while it tried hard to follow wheat, remains practically the same as when last reported. The same is true of oats. We can see nothing in sight at

present that will change the price of either cereal. While the consumption of both corn and oats is large, the supply is fully equal to the demand.

The receipts during the week were as follows: Wheat, 49 cars; corn, 12 cars; oats, 6 cars. The receipts are about normal. Millers are paying 86c for wheat.  
C. G. A. VOIGT.

### Answers to Correspondents.

M. D. Elgin—We have always believed that May was the best month in the year for those who are matrimonially inclined and we commend this month to you, confident that the fates will be on your side in case you conclude to adopt our suggestion.

Charley Remington—Yes, it is a fact that large fortunes have been made through the sale of patented remedies and proprietary articles. Perhaps such a fate awaits you in your contemplated undertaking.

C. S. Udell—If it is a fact that your daughter's contribution in the last issue of the Tradesman embodied a biographical sketch of yourself, perhaps it would be well for you to take the hint and send her that coveted wheel without further delay.

Samuel M. Lemon—We regret to inform you that no one connected with this establishment is a candidate for appointive office under the next administration. If any of our people hankered after a job under Uncle Sam, we would surely commend him to the consideration of so merciful a mediator as we know you to be.

C. G. A. Voigt—We believe it is a part of the curriculum of some business men to forget promises as soon as they are made and then to make new promises with no idea of recalling them afterward.

Ben. W. Putnam—Yes, raising pork and poultry is hardly as dignified a profession as manufacturing confectionery, but we presume it pays about as well.

### Flour and Feed.

Evidence is accumulating that foreign demand for breadstuffs is likely to increase, rather than decrease, for the next six months. The countries which will harvest grain again before we do in America have but very little of old stocks on hand and it is well known that their crops now growing have been so damaged and are in so inferior a condition that they will be more likely to be importers than exporters. With such conditions before us, we may quite reasonably expect that the demand for American flour will be such as to maintain a higher level of prices than have yet been reached. While the movement is likely to be steadily upward, it must not be forgotten that the market is likely to fluctuate wildly at times, and the cautious buyer should watch it closely. The movement of flour from the city mills has been steady and constant for several weeks and the mills are running at full capacity with plenty of orders on the books and more in sight.

Feed and meal are steady and unchanged for the week. Millstuffs are in fairly good demand, with prices well maintained.  
WM. N. ROWE.

Excessive tea drinking is assigned as the chief cause of the high rate of insanity in Onegal, Ireland, and the theory would seem to be strengthened by the fact that there are three female lunatics to one male in the asylums.

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

### The Germans and Trade Schools.

Written for the TRADESMAN.

The American apprenticeship system, while such a system could be said to be in operation, was, naturally, an adaptation of the one in use in the mother country; but to meet the changed conditions on this side the ocean the system was much modified. A most radical change caused by the New World rush was the shortening of the period of service from the ancient rule of seven years to less than half that time, or three years. Still other changes were in the direction of the greater degree of personal freedom which has always obtained in this country. The condition of the early British apprentice at that time closely approximated that of actual slavery if the pictures of the writers on the subject are at all accurate. But now the reflex of American liberty has raised the Englishman to as high a plane of personal freedom as that in this country and the result on the apprenticeship system has been considerable.

But there have been more serious causes for its disintegration in both countries, and indeed throughout the industrial world, than modern rush or the increase of liberty. One of these, of universal effect, is the application of machinery in the arts and another is the operation of modern unionism. This has been most destructive in this country, perhaps, though its power has been seriously felt in reducing the trade learners in many countries of Europe. In this country the effect, added to the introduction of machinery, has been the practical abolition of the system, and, as we have made almost no provision for supplying its place, the acquirement of trades by the young has almost ceased. Recently there have been some attempts to remedy the loss by the establishment of technical and manual training schools in the largest cities, but as yet these are but a drop in the bucket. England has also essayed to supply the place of the lessening trade learners, and has carried the movement farther than the Americans have done, but England can only be said to have commenced the work.

But during this time the Germans, in their quiet way, have been taking the opportunity thus left to them. In the conservatism of the German character there has been less of interference with the ancient system of trade learning either by the adoption of machinery or the action of trades unions. And yet the interference has been considerable. And this interference they have set about promptly to remedy.

The German nation has been criticised by their liberty-loving cousins in Britain and on this continent for the continuance of a spirit of too great conservatism and submission to authority. The paternalism in government, amounting to a supervision of private affairs and regulation of personal conduct, which would not be tolerated for a moment in this country, has been said to have reduced the German soldier, and artisan as well, to the condition of a machine. The effectiveness of the military machine was seen in the results of the Franco-German war of 1870. And now the results of the industrial machine bid fair to become as manifest even on a larger scale.

When the Germans returned to the quiet of industrial life after the episode with France, they did so with the knowledge that the question of their military ascendancy on the continent, where only it was directly interested, was set-

tled. While the military establishment was kept up to a sufficient degree to make that ascendancy assured, it yet left the nation comparatively free to turn its attention to the development of industries. This it proceeded to do by the exercise of the same paternalism which had contributed to make its military power invincible.

Technical instruction had been a characteristic of German schools for many years, but after the war the system was greatly enlarged. Technical and trade schools were established in almost every city, and the exercise of authority over the pupils in such schools was much greater than would be possible in this country. But the German character took to it kindly and the class of workmen turned out by these schools are the superior of any others. They are superior in this, that, while the technical training is the most thorough, there is given with it a broad and liberal education, usually comprising several languages.

The development of these schools during the past twenty years has been turning out the most competent artisans at a rapidly increasing ratio, and these are fast taking charge of the industries of the world. The failure of the other industrial nations to supply the destruction of the apprenticeship system with some other has proved their opportunity. The degree in which they are taking advantage of it is especially manifest in the prosecution of all industrial enterprises in the newer colonies and the recently developing countries south of us, in Africa and other parts of the Old World. This they have done quietly, almost imperceptibly, while the other nations were flattering themselves in the security of industrial prestige, as England, or forgetting the need of preparation in the rush of modern progress, as this country. It is the story of the hare and the tortoise.

The progress of this movement has already assumed great proportions, but we are not yet hopelessly left in the race. We are the cousins of these pioneers of technical education and can claim the same natural abilities which have made them so successful. They are now ahead of us in the race, but there is no reason why we may not yet come in close second, or even dispute the first place, for we have the aid of American inventive genius and of wider facilities for the application of industrial science. But to do this, action must be taken soon. The first work is the establishment of the trade schools. Every moment lost in every important town is opportunity irretrievably lost for that town, for the industrial centers are to be the places first entering upon this form of enterprise. W. N. F.

Otto Shobert, a German machinist who lives in Brooklyn, is a claimant on behalf of his wife of a fortune left by an East Indian nabob named Paul Hofman, who died without leaving a will. Mrs. Shobert is his niece. The fortune is said to be \$50,000,000, but "distance always lends enchantment to the view" of fortunes as well as scenery, and the fortune will probably shrink in size the nearer the claimant gets to it.

A fine wine and vinegar are made of the juice of pineapples in Mexico. The leaf furnishes a fiber of extraordinary strength and fineness, making it even more valuable than the fruit. The fiber is made into ropes, cables, binding twine, thread, mats, bagging, hammocks and paper. A pineapple rope three and one-half inches thick can support nearly three tons, it is claimed.

Parisian Flour	<b>Parisian Flour</b>	Parisian Flour
	<b>Lemon &amp; Wheeler Company,</b>	
	SOLE AGENTS.	
	<b>Parisian Flour</b>	

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.**

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.

**Four Kinds of Coupon Books!**

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

**TRADESMAN COMPANY, Grand Rapids.**



## Getting the People

### Side Lights on Advertising.

The simplest and most effective way of writing an advertisement is to write what a good salesman would say.

\* \* \*

It is not the capital in business but the brains in business that make success. Without brains in advertising capital will soon vanish.

\* \* \*

A merchant puts his money in a safe, and it stays there until he goes after it. He puts it in an advertisement and it multiplies and comes back to him.

\* \* \*

A smart looking delivery wagon, drawn by a good horse, can scarcely fail to secure a retail merchant a considerable amount of respectful consideration.

\* \* \*

If you need any article whatever, from soap up to a sealskin coat, your mind instantly associates with the thing desired the name of the firm which has advertised such goods. That is the beauty of persistent and prominent advertising—it identifies the merchant with his merchandise.

\* \* \*

There is not much use in having a trade-mark and talking about it unless you show it, and show it plainly and unmistakably, every time. It wants to be branded into the reader's eye by repetition, and the plainer, stronger and oftener you can do it, the better. It need not be monotonous, either.

\* \* \*

In hard times the advertisements of sharp merchants contain many great bargains. The failures of unsuccessful firms give stronger ones chances to buy goods cheap and sell them under the usual price. Some people's misfortunes are other people's opportunities.

\* \* \*

I will not attempt to discuss the relative value of weeklies, monthlies and dailies, but I do not hesitate to say that the policy of a general advertiser should turn, in no small degree, upon whether or not he believes that one thousand circulation among one class of persons is just about as good as one thousand circulation among another class of persons, both classes being within the limits of ignorance and highest knowledge, and the mediums going to persons of reasonable buying power.

\* \* \*

A paper in a lively town may get out what is called a "souvenir edition," in which the biography of everybody who has helped to make the town is written, and his face pictured, and in which the various businesses there are described. But, well as it is to do this, and to send a few copies of it to distant parts of the country, its influence is mainly momentary. It is only a somewhat magnified and illuminated edition of a weekly or daily paper, and no single copy of any paper's issue abides long.

\* \* \*

The average advertised article is not apt to be anything the average advertisement reader would have any possible use for just at the time he is reading the advertisement. Therefore, the art is to impress the name and use of the advertised article upon his mind when he doesn't want it, so that he remembers it when he does want it, or wants anything in the same line.

\* \* \*

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

## Returning Prosperity

may not strike us all in a lump, but it's coming, sure as Christmas, and we'll all feel the good effects in a short time. If you've put off buying shoes, come now. Assortments were never better and prices never more favorable—and you must have shoes.

## Be Sure You're Right On Footwear...

There's lots of tricks in the trade, and they're practiced more than you think, but not here. This store makes you sure you're right. This store guarantees you a safe investment of every dollar you put into the shoes we sell you. It is a good shoe store, full of good shoes, at prices that worry our competitors out of their sleep.

## Hard Times Made Easy

By buying your hardware of me. No matter what article you may want, you can save money by buying it here. This season of the year you will be

### Looking for a Stove.

I have several of the most reliable makes at reasonable prices. I am not tied to any one make, so I can suit you in some of them. I have some bargains in second-hand coal stoves I will trade for your wood stove if you want to burn coal. Everything in the hardware line going at prices to suit the times. Come and see my goods before you buy.

## That Tired Feeling

is always in evidence when you've made a bad bargain. Especially is this true in CLOTHING. No other article will show its poorness as a Suit or Overcoat that is of unreliable manufacture and material. You run no risk in coming direct to us for your wearing apparel. We carry nothing but what is first class and up to date and our prices are as low as those quoted on inferior goods by other dealers. We wish to call your attention to our OVERCOATS at \$10. They're all wool Beavers and Kerseys, made up in elegant style, with first-class linings and trimmings, and are equal, if not superior, to any coat you'll find elsewhere at \$12. It costs you nothing to make the comparison and find out for yourself. That's what we want you to do.

## In Buying Groceries.....

The first thing you should decide upon is, "where would I be the most apt to get the best quality of goods?" When you have determined this point, the next question is, "where can I get the lowest prices?"

## In Point of Quality

Anyone who is at all posted will tell you that Hunt keeps the best, freshest goods that it is possible to get. Every article is warranted to be exactly as represented and can be returned if it is not satisfactory.

## The Lowest Prices.....

He will not allow anyone to undersell him on any article, and you are always sure that if you trade at his store you are getting your goods at the lowest possible prices.

## Movements in the Match Industry.

From the N. Y. Shipping List.

Many reports are in circulation regarding competition in the match trade, and if half of them were true, the grocery jobbers would be reaping considerable benefit from a demoralized match industry. The industry, however, happens to be in a flourishing condition, while the numerous statements to the contrary are circulated for speculative effect. Dividends continue to be paid by the leading corporation, and that fact is accepted as evidence that a fair margin of profit is realized from the sale of matches. There is a disposition in some quarters to unsettle the market by agitation, and to make it appear that competition is growing at a rapid rate. At headquarters it will not be acknowledged that prices are being cut, but complaint is made that unknown cheap brands have been placed on the market. These matches are inferior in quality, and find their principal outlet through peddlers.

Production has increased somewhat during the past few years, to meet the requirements of increased consumption. Although some foreign matches are sold under the domestic, the imports are smaller in volume. During the fiscal year to June 30 the total value of matches received from abroad amounted to \$147,377.98, as compared with \$183,614.50 for the preceding year. The tariff duty of 20 per cent. has no effect, apparently, in limiting the imports. Foreign manufacturers have cheaper labor, but lack the improved machinery in use by match plants in this country. The products from abroad have been coming here so many years that they have gained a foothold, and this is what the foreign manufacturers started out to accomplish. Efforts have recently been made to introduce American machinery abroad with the view of an international agreement in the match trade, and we believe negotiations are still in progress, but with little hope of success.

We learn from leading jobbers in the city, that the reports of ruinous competition emanate in speculative circles. If they have been given any opportunity to take advantage of cut prices, the rebate system nips the practice in the bud and maintains a steady market. Like other proprietary articles with a reputation, special brands of matches are called for in all orders, and jobbers are satisfied to fill these at a profit, without using their influence in promoting the interests of new brands.

Considerable chaff finds its way into the daily papers concerning this industry, because misleading statements are made by competitors and others, with the view of influencing the stock market, and reflecting on experienced manufacturers.

## 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.

## A Free Salt Seller.

DIAMOND CRYSTAL SALT is a "free" seller because it is free from all salt objections. No odor and no grit—nothing but pure salt.

See Price Current  
DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

## NEW YORK TRIBUNE 1897.

Recognized as a Great, Safe, Clean Family Paper—A Force in Public Affairs and Potent for Entertainment and Culture of Every Member of the Family.

## A COLORED SUPPLEMENT WITH THE SEMI-WEEKLY.

There is a place in the United States for a weekly of really high intellectual quality, and the American people have given the New York Tribune a lavish welcome. During the past year the weekly was taken in over 245,000 families and read by about 1,250,000 people. Every effort will be made to brighten and enrich the paper and make it necessary to thousands of new friends.

Patriotic, self-respecting, enterprising, the Tribune is fearless and scholarly in editorial comment on public affairs, steadfast in principle, and not whirled about with every gust of passion; and it exhibits in every issue the truly American qualities of quickness, directness, brilliancy and force. It has won from Democratic rivals, by its thoroughly American spirit, the admission that it "commands the respect of all parties." In directing attention, early and pointedly, to the availability of McKinley and Hobart for the Republican nominations in 1896, the Tribune played a now well-known and important part.

The Weekly Tribune ministers to all the sweet and wholesome interests of life; and it is distinctly a paper for families and for those who want the spirit and the editorials of the leading Republican paper of the United States. It has an excellent Agricultural page, a page of Science and Mechanics, a charming page especially for women, a strong array of market reports of unchallenged excellence, and book reviews, foreign letters, and bright miscellany, in addition to the news of the week.

It can usually be subscribed for with local county weeklies. Sample copies free.

The Semi-Weekly is printed on Tuesday and Friday, and gives twice as much matter as the Weekly.

The craving for color on the part of the young, and even of other members of a family, has now been recognized by the Semi-Weekly Tribune in the publication of a colored supplement of 16 pages, with each Friday's paper. If not gratified in a proper way, the liking for pictures and innocent bright reading matter will incline many to seek in less desirable publications that which they cannot find in their favorite paper. The jokes and quaint paragraphs, and the fifty or more political cartoons, humorous sketches and half tones, and other amusing contents of the colored supplement will prove a welcome addition to the wiser and weightier parts of the paper. It is printed on superfine paper, and its 16 pages are themselves fully worth the price of the Semi-Weekly. Sold separately, as a pictorial weekly, "Twinkles" readily brings 5 cents a copy and in the course of a year the reader would receive more than he has paid for the Tribune itself. The piquant comicalities of the supplement will lend new value to bound volumes and make each copy valuable long after the date of publication.

This edition is not offered in combination with local weeklies. The colored supplement will be sent only to subscribers who forward the regular price of the Semi-Weekly, \$2.00 a year, to the Tribune direct.

Sample copies of Friday's Semi-Weekly free.

Daily, \$8.00 a year. Sunday Tribune, \$2.00. Semi-Weekly, \$2.00. Weekly, \$1.00. Tribune Almanac for 1897, with full election returns, out in January, 25 cents a copy.

THE TRIBUNE, NEW YORK.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 25, 1896.

#### GENERAL TRADE CONDITIONS.

Notwithstanding the speculative reaction of last week, the aggregate of the trade movement continues in the right direction. According to the reports at the end of the week the number of establishments resuming operations exceeded 300 and over 300 had increased their working force. While the reactionary tendency of the week caused disappointment as to the volume of the increase in trade, there was no decrease and most lines tended to increase. Some of the reactions in demand were the result of advancing prices, in the same or controlling lines, as that of orders for shoes by the advance in hides. At the close of last week the reaction seemed to be over, as wheat began to advance on Saturday, and the general upward movement seems to have been resumed this week.

In the reaction of last week wheat declined 3/4 cents in New York and probably a little more than that in Chicago. The rapidity of the increase in price naturally checked the export demand, hence the break in price, which was the opportunity of the speculators. Corn and other grains shared in the reactionary tendency, though changes in price were small. The last of the week saw the movement forward again, wheat, of course, taking the lead.

The tendency in the iron market has been toward better demand and improvement in prices, but the situation is greatly complicated by the combinations. The scales these have been striving to maintain are higher than the market has warranted and dealers have sold below them, resulting in an apparent reduction in some lines. There has also been some reaction from the speculative buying attending the result of the election.

Wool continues strong. Cotton, which had advanced above 8c to a price sufficient to check export demand, has declined nearly half a cent and is moving rapidly again. Lumber still continues its upward movement.

Exports in all lines continue to increase in volume, those for the week exceeding those of any preceding week since October, 1890. Imports for the same week were 17 per cent. smaller than for the corresponding week last year. Thus the increase of the trade balance in our favor is unabated.

The general increase in the volume of

business is making itself felt in the bank clearings reported for the country—\$1,236,000,000. This exceeds the unusually large total for last week by 4 per cent. Failures have been 50 more than for preceding week, or 308.

#### WHEAT GOING SOUTH.

A significant feature of the unusually large export movement, especially of wheat, is that it does not unduly crowd the facilities for storing and handling in New York. Of course, everything is full and space for storage and for ship room is engaged far ahead; but ordinarily such an increase in the volume of export would have taxed the resources of the Knickerbocker to the utmost, for their facilities are gauged to the comparatively small export that has prevailed for a number of years past.

The reason why they have met the emergency so easily is that the greater portion of the increased trade has been through other ports. The movement from the Pacific coast cities has been unprecedentedly large and there has been a great increase in the trade of the Gulf and more southerly Atlantic cities. These are more natural directions for the cereal to take, but heretofore it has followed its accustomed channel by the longest way out of the country. The change in the present movement is the result of various causes, such as the improvement of the Gulf harbors, increased and more modern facilities for handling grain and lower rates on the railway lines interested. New York still uses the antiquated system of light-erage, necessitating a double transfer of the grain, while Baltimore and the Gulf cities load directly from elevators, a matter of no small importance in the direction of economy. Still another advantage is the operation of the English rule allowing deeper lading of ships on the southern routes on account of the North Atlantic storms.

Taking into consideration all these advantages for the southern movement, the wonder would seem to be that so much of the movement still continues in the old direction. This is sufficiently accounted for in the fact that New York is the long-accustomed inlet for the import trade brought by the returning vessels. But this, also, is beginning to increase at the southern ports.

That New York will lose her prestige as the great port of the country is a contingency undoubtedly remote but this change of trade into channels naturally so much better adapted to it, to say the least, a matter of significance.

It is significant that in taking up the business of the failed millionaire department store of New York, Hilton, Hughes & Co., John Wanamaker begins his advertising as "Successor to A. T. Stewart & Co." The career of the failed concern is a forcible illustration of the appreciation of the value of the advertising of a long-established and widely-known enterprise. As compared with the original house, the later names are not considered worthy of notice by the present advertiser, although many thousands were spent annually for a long time in making them known. The original name, A. T. Stewart & Co., is considered of such value that it will likely be used for many years, yet the original successors of the firm seemed to think nothing of dropping it for the sake of seeing their own given prominence. The name of the original concern would have been of great value if it could have been continued.

#### THE PROBLEM OF IRRIGATION.

The United States Supreme Court has rendered a decision in which a large portion of the country is deeply interested. The Court affirmed the constitutionality of the California irrigation law, which had been attacked in the Federal courts. There were two cases involving the constitutionality of the law before the final tribunal, and the decision covers both, as they were identical in character. One of the cases was an appeal from a decision of the California Supreme Court, affirming the constitutionality of the law, while the other was an appeal from a decision of the United States Circuit Court, declaring the California law to be unconstitutional.

The constitutionality of the California act was tested in the Federal court by a property-holder who is an alien, the claim being that it was contrary to the Federal constitution to alienate property for private use, or to permit the use of water from the streams for private purposes. The Supreme Court reversed the decision of the Circuit Court, and at the same time affirmed the ruling of the State Court, holding that the use of the water for the irrigation of large tracts of arid lands was using it for public purposes and conferring a public benefit besides. The Court decided that the California Legislature was competent to legislate on the subject, and that the act was constitutional and binding.

Several states have adopted irrigation laws based upon the same general lines as those of California, hence very great interest attaches to the ruling of the Supreme Court in the matter. There are vast tracts of arid land in the Western States which are susceptible of a high degree of cultivation if properly irrigated. To irrigate these waste lands has long been a great public problem with the states interested. Hence, now that means have been found of accomplishing the great work, and laws covering the case have been passed, it would have been a severe disappointment and hardship had such efforts been neutralized by an unfavorable decision of the tribunal of last resort. The decision of the Supreme Court, however, settles the question permanently, and makes it clear that states have the right to provide for the irrigation of their waste lands, to levy taxes for the purpose, and to utilize water in the public streams.

#### AN UNJUST JUDGE REBUKED.

A notable case of tyranny and insolence on the bench appears to have been popularly and emphatically rebuked out in the Sacramento, California, judicial district in the recent election, and the Sacramento Evening Bee is laughing best because laughing last over a foe against whom it has been bidding its time for more than a year.

Too many of our judges are disposed to abuse the power to punish for contempt and it seems that one of that category was on the bench in Sacramento. In a case whose testimony was reported by the Bee, the judge desired to shield an attorney against whom damaging evidence was taken. Upon the publication of the testimony in full in the Bee, the judge characterized that portion relating to the attorney as "a gross fabrication" by the reporter. The Bee sustained the reporter and declared the judge had not told the truth in charging a fabrication. The editor of the paper was cited before the court, the judge became prosecutor and jury and

finned the editor \$500. In the recent election the Bee opened its batteries and kept this case before the people and they repudiated the unjust judge by a large majority.

The people are always, and justly, quick to uphold the dignity of the courts, but they will not indorse arbitrary and tyrannous conduct on the part of the judges. Too often men dressed in a little brief authority play fantastic tricks and browbeat and abuse their fellow men simply because the mean spirit and opportunity have met, but inevitably such a course results in arousing popular contempt or indignation and ultimate humiliation for the petty tyrant. It is gratifying to know that such cases are exceptions, however, to the rule. The majority, possibly, of the members of the American judiciary are men who have a proper appreciation of the dignity and demands of their position and fully recognize, at the same time, the rights of the public, including freedom of speech and immunity and propriety of honest and decent criticism of public officials.

It will be a great day for the American people when the freedom of criticism and publication by the press is enlarged still further. If legislatures and courts would take the bridle off the press, public office would soon become in reality a public trust. Punish the press only for malicious mis-statements and let the truth be a justification in every case where no malice is displayed or evil purpose disclosed.

#### REFORMS CAN WAIT.

Although, as a result of the recent election, the country has declared unequivocally in favor of sound money, it must not be supposed that all the financial ills from which the nation suffered are at an end. It is true that the accumulation of silver bullion has been stopped by the repeal of the Sherman law, but the problem involved in the existence of the legal tender treasury notes and in the menace they create to the gold supply remains unsolved, while the matter of providing adequate revenue for the maintenance of the Government is still a burning question.

These are problems which will not be solved in a day, and it is even doubtful if the coming Congress elected at the recent election will be able to dispose of them. It is equally true that the country will not have fully emerged from its financial difficulties until these questions are disposed of. Granting all this, however, the business world may still view these matters with complacency, now that it is convinced that the sturdy common sense of the American people can be depended upon to take the proper view of financial problems and to promptly dispose of unhealthy and unsound propagandisms.

Never was the country in better position to await with complacency a deliberate settlement of these very important questions. The recent vast importations of gold have so fortified our gold reserve that there is no early prospect of further bond issues to meet the drains permitted by the legal tender notes. Moreover, the necessities of Europe will compel her for a long time to come to buy more heavily of us than we are likely to buy of her, thus maintaining a balance in our favor and turning the flow of gold in this direction rather than the other way. With good crops and reviving business, it is likely that the revenue of the Government will also improve, and that, as a result, a delay in revising the tariff will not be seriously felt.

## LABOR AS A MORAL AGENT.

Every person who thinks and observes knows that there would be without labor no civilization—no progress, no invention or discovery—nothing good, indeed, in material life; but it is not so generally known that work is also a great moral agent.

The races of people which perform no regular and systematic labor are simply savages. They live in idleness, except when engaged in war or hunting. They have no agriculture and they store up no stock of provisions for the winter, or to be used in bad weather. They live each day without regard to the next, and, in consequence, they suffer extremes of privations and often lack almost every necessary of life; yet these peoples are so averse to any sort of regular and useful labor that they will suffer before they will undertake it. They prefer to live in a state of absolute idleness, except when their violent passions and the necessities of existence impel them to some spasmodic action.

It has been said that an idle brain is the devil's workshop. It is true that persons who are by preference persistently idle are pretty sure to be addicted to vice and crime. All persons possess certain degrees of vital energy which must be worked off in some sort of action, and which, if not employed in good and useful exertion, will be exerted for evil purposes.

When a man's physical forces are consumed in useful labor, he has no disposition to engage in displays of violent passion. In the course of centuries of the civilizing and subduing power of work, society has come to be what it is. Savage nations are constantly engaged in warfare. Perpetual strife is the chief feature in the life of all primitive peoples. In the middle ages, in Europe, violence and rapine were the rule, and almost within a century past, in Europe, it was the custom of every man to wear a sword or other weapon on stirring out of his house.

The peaceableness of the people in all civilized countries at the present day is the result, to a large extent, of the regular and constant employment of the great masses of the population in systematic work. It is not always the case that the men who desire to be regularly employed can find congenial employment; but it is often the case that men who are out of employment are not willing to work steadily, but are given to changing location and occupation. Some statistics, quoted by William Ferrero in the November Forum, present some instructive lessons of the relation between work and morals.

A work on the economic conditions in their relation to crime in the United States, by William Wright, shows that, of 4,340 convicts at one time in Massachusetts, 2,991, or 68 per cent., were returned as having no occupation. The adult convicts numbered at that time 3,971; of these, 464 were illiterate, and the warden of the State Prison for the year in question stated that, of 220 men sentenced during that year, 147 were without a trade or any regular means of earning a living. In Pennsylvania, during a recent year, nearly 88 per cent. of the penitentiary convicts had never been apprenticed to any trade or occupation; and this was true also of 68½ per cent. of the convicts sentenced to county jails and work-houses in the same State, during the same year. Further, in Mr. Frederic Wines' recent report on homicide in the United States in 1890, it is shown that, of 6,958 men, 5,175, or more

than 74 per cent. of the whole, were said to have no trade. Sichert, a German savant, found among 3,181 prisoners, 1,347 (42.3 per cent.) who hated work and who were classed as follows: Of 1848 thieves, 961, or 52 per cent., hated work; of 381 swindlers, 172, or 45 per cent., hated work; of 155 incendiaries, 48, or 31 per cent., hated work; of 542 sexual criminals, 145, or 26 per cent., hated work; of 255 perjurers, 21, or 8.2 per cent., hated work.

Mr. Ferrero holds, with good reason, that capacity for methodical work is, in short, the very essence of morality, the quality upon which all others depend. Those who do not possess it may be able to partially make up for this defect by brilliant intellectual qualities, but they will always remain fundamentally imperfect individuals; those who possess this quality and do not endeavor to develop it by practice are dissipating the most precious treasure with which Nature could endow them.

There is no more effective relief from a great personal grief or anxiety than to spend one's time in constant and useful labor. The Hindoo philosophers and religious fakirs teach that the best means of relief from such depressing influences is to live a life of retirement, idleness and contemplation. Such a course may suit the peculiarities of the Oriental character, but it is wholly out of place among the active and restless Western races. As the writer quoted well remarks: "The capacity for methodical work is the inheritance which a father ought most especially to desire to transmit to his children and to see increased by a wise education; because it is the magic shield behind which a man can defend himself in the most terrible adversities of life."

However it might be with the Orientals, it is certain that, in Western Europe and the United States, if men were to live in idleness in order to meditate more freely upon the moral aims of life, they would at last grow weary of this meditation and would become irritable, impulsive, easily roused to violence; the amount of mental equilibrium that exists in the character of civilized man would be lost, to make room for the continual want of balance noticeable in the savage and barbarian character; for it is only in very strong and lofty minds that such elevated and abstract meditation as that upon the moral aims of life could possibly maintain the equilibrium of character, just as the mechanical exercise of methodical work does nowadays for all men in our society.

Without systematic and constant labor for the production of useful articles, and for the development of natural resources and the control of physical forces, the human race would in time relapse into ferocious and blood-thirsty barbarism.

If the coffee planters of Brazil do not exactly want the earth they at least want a good slice of it if the proceedings of a recent congress held in Sao Paulo be any criterion. It was proposed thereat that the state should found a bank, with funds to be raised by a foreign loan of £10,000,000, the bank to advance loans on the growing crop, taking 10 per cent. interest. Of course, the coffee had to be predicated at a certain price per arroba, but if the present state of the market for the bean be any criterion there is little likelihood of any foreigner advancing the wherewithal to found the bank.

## A SAMPLE OF NERVE.

"I'll tell you just how 'twas, Mr. Barnum. You see—"

"One moment, Forney. If I didn't know about how it was without your telling me, I wouldn't be fit to hold the position I do. You were in charge of switch tower '77,' just this side of the Sempiola Bridge, last night. You were ordered to run west-bound freight '82' onto the construction spur, and let the fast mail through. While the switch was open a walking delegate came up into the tower and commenced talking politics to you. Something he said made you forget for just two minutes to clear the main line, and the mail was on top of you before the levers could be reversed. Seeing that the engineer was running by the 'home' signal, you landed at the foot of the stairs in one jump, grabbed a red lantern which happened to be lighted, and succeeded in stopping him before the trains came together—though the engine was within four feet of the freight caboose—after which the mail backed down and proceeded on the main line as soon as you cleared it. Am I right?"

"Yes, sir, that's just how 'twas—but you see there wa'n't no real harm done. The mail was ten minutes late, but I guess Jefferson made that up before he struck Pittsburgh."

"No, he didn't! He missed connections at Perryville Junction, and the despatcher had to keep him on orders all along the line—he was over an hour late getting in! '49' and '65' were running in two sections each, on account of the convention, and you kept my hair standing on end for six hours, expecting every minute to hear from that cussed mail in a smash up. But the loss of time is the smallest part of it, Forney. That delegate had no business in the tower—you disobeyed orders in speaking to him—and you must have known—it was your business to know—that the red glass was broken out of that 'home' signal, so that it showed a white light, running west. If Jefferson hadn't slowed up at the 'distant,' saltpeter wouldn't have saved him from smashing into that freight caboose—he said the weather was so thick he couldn't see the semaphore arm in the dark, until he was right under it, and a second later he caught sight of your lantern. Now you know it's dead against the rules to talk with any one while you're on duty. How did it happen?"

"Why, Mr. Barnum, I didn't mean to at first, but when that jay said if I voted for Bryan I'd get sixteen silver dollars for every paper dollar, and wouldn't have to work as hard as I do now, I asked him did he think I was a d—d fool! Then he sez: 'No,' sez he; 'I thinks you're a down-trodden workin' man what the corporations is a-grindin' an' oppressin'. I thinks you ain't makin' enough to buy bread for your famby, an' that you could get all the money you want by jest votin' to down the m'nop'lists an' the gold they speckylates with, an' I thinks you'll be a d—d fool if you don't do it!' Then I makes a jump from where I was standin' by the levers, an' pushes his face in for him, an' chucks him down-stairs—him a-cursin' an' a-sayin' the union'll be takin' my card away for a blasted m'nop'list sympathizer; an' between pinnin' up my shirt where it got tore an' gittin' over the mad I was in, I clean forgot about the switch until I heard a stone go smash ag'in the 'home' signal, an' before I could git my fist on the lever, Jefferson's headlight was right

on top o' me, an' I had to jump down for that lantern. I could see the light a-hangin' on the semaphore all right, an' I didn't know, until Jef told me, that the red glass was out of the frame."

"I see! Mmmmm—how did that fellow get into the tower, anyhow?"

"Just opened the lower door and walked in, I suppose. You can't keep people from goin' where they like on a dark night, Mr. Barnum—leastways, not without an army of watchmen. If the section gang don't happen to be around, there's nothin' to hinder 'em, an' I reckon if you'd be'n in my place when that feller pitched into me, you'd ha' did about as I done."

"Perhaps I would, Forney. But the question just at present is, what am I to do with you now? Put yourself in my place—suppose that you are sitting in this chair as Central Division Superintendent of the road, and that I am called before you as switchman in charge of tower '77.' Considering all the circumstances, what would you feel obliged to do to me?"

"Well, sir, I suppose I'd dock you for a few weeks to make you keep your mouth shut next time."

"But that wouldn't make Jefferson feel any more secure when he runs over your switches in future. I've no doubt he understands just how it occurred, and doesn't blame you; but he wouldn't be human if he didn't get nervous running by your signals at full speed. And when a 'runner' gets rattled, just a little bit, all kinds of trouble may come of it inside of half an hour."

"I hope you ain't a-go'in' to discharge me, sir?"

"I've got to—haven't any choice in the matter. But I'll do the best I can. If you don't find another job within a month, come back here and I'll get Mr. Johnson to give you something on the Western Division. It won't be a responsible position at first, but in a year or two you can work back into one of the towers, or something even better."

The perspiration was standing in great beads upon the switchman's forehead, and in pulling out his red bandana, a small object fell upon the mat at his feet. This he was too disturbed to notice as, with a muttered "All right, sir; good morning," he turned and left the office. Then the superintendent swung his chair around and looked sadly out the window. The interview had been one of the hard things that enter into the daily life of a railway authority; he knew that the switchman's discharge probably meant privation and want to his family, yet his duty to the road admitted of no half measures. The most vital necessity in railroad management is that discipline shall be rigidly maintained and every possible element of danger to life or property removed. Trainmen, ordinarily, seem utterly regardless of the perils to which they are exposed; but let them get an impression that a comrade in whose hands their safety or destruction may lie has been found careless in one single instance, and it is a long time before they get over an unconfessed nervousness in his vicinity.

Looking absently around the office, Mr. Barnum presently noticed the object on the mat where Forney had been standing. It was a child's shoe—just an ordinary baby's spring-heel dongola, such as one may buy in small stores where the poor man's dollar goes a long way. The stubby toe had been worn through, and three of the buttons were

gone. Evidently the switchman had put it in his pocket as a sample for the new pair which he intended to buy when the pay car ran through next day. As the superintendent examined it, noting the fact that his own little girl's feet were about the same size, he thought for the twentieth time that the irregularity in tower "77" was one into which the most trustworthy man on the line might have been led, even himself. Finally he took from his pocket a roll of bills and stuffed several notes into the little shoe. Then, hastily wrapping it in brown paper, he called to one of the brakemen sitting outside the train despatcher's room, and told him to find Forney's wife as soon as possible. "Give it to Mrs. Forney herself, Brown," he said; "and simply tell her that one of the men on the road saw Tom drop it—you want to forget the name of that man, too. Understand?"

Meanwhile, Tom Forney had left the building and was walking toward the yard, where he expected to find a fast freight starting up the road. As it was only five o'clock, the strings were not yet made up, and two of the road crews were standing near the operator's office waiting until the yard master was ready for them. Among the best of railroad men there is always a certain percentage of discontented ones and a number who are vicious by nature; these are always the first to breed trouble and precipitate strikes. Forney's affair was by this time known all through the division, and the result of his "dance upon the carpet" in the superintendent's office was under discussion when he appeared. That he would lose his tower was the only logical outcome of the matter; but, in discounting this fact, three of the more unruly spirits had worked themselves into a rage against the "supe," out of sympathy for their fellow-workman. Such thoughts form pretty explosive material when they are warmed by direct evidence of personal distress; and the group of trainmen, though ordinarily loyal to the road in which they took so much pride, soon shunted the conversation into dangerous channels. At six o'clock the first crew pulled out, with twenty "straight" and fifteen "mixed" cars, Forney accompanying them in the caboose. Unfortunately, one of the brakemen happened to be his brother-in-law, and, by remarks concerning the switchman's family affairs, strengthened the impression that his discharge meant imminent starvation to them—on account of the expensive last baby and the doctor's bill for girl number three. Suspending him from the switch tower was one thing, they argued, but "the old man" certainly ought to have given him another job with as much pay. To make matters worse, a walking delegate from District Assembly "99" happened to be taking a sociable ride with the engineer, and, hearing of the affair, crawled back to the caboose with the benevolent intention of magnifying the incident if it were possible to do so. His destination had been Palmerville, but instead of dropping off there, he ran over the entire division and spent several hours in the junction yard at the end of the run. By this time Forney and his mates had been talked out of their ordinary commonsense, and were chewing over reflections chock-full of trouble for both the road and themselves.

During the following two weeks, business on the line ran along as usual, with no apparent disturbance, but there was an undercurrent of apprehensiveness all

through the Central and Western Divisions—a feeling which no one put into words, but which penetrated even to the executive offices and in a measure prepared the officials for the startling intelligence, one morning, that the Central Division was practically tied up, and that others were likely to be at any moment. Forney's case had been bunched with those of several men discharged for various reasons, and the unions were at their old game—a sympathetic strike.

Mr. Barnum was an official who recognized the unions because they were a daily menace to his organization—not because he considered them desirable either for the men or for the company; and in order to maintain his position in various skirmishes with them, he was careful to examine each new situation in all its bearings. So, for the first three days after the trouble commenced, he waited for the master workmen to show their hands—keeping his passenger service moving, but not attempting to haul the stalled freight until matters assumed a more definite shape. On the evening of the fourth day he walked into the train despatcher's office, after a consultation with the general manager, and ran over the telegrams from up the line. As he did so, he began to whistle softly.

"This begins to look serious, Frank," he said. "Calling out half our best men is one thing, but stopping mails and expresses is another matter. Anything later than these?"

"Yes, sir—I'm talking with Perryville now—wait a minute. All right. He says they've taken possession of the Junction yard and the three nearest sections. They've put Forney back in charge of '77,' with orders to run everything onto that spur at the river-bank—mails and all—and they're talking of burning the stalled freight if the company don't give in before Saturday."

"Are they! Well, I guess it's about time for me to take a hand. Confound the boys! What gets me is how the devil men of ordinary sound common sense like ours can be so badly fooled by these cussed delegates from the assemblies. Most of them are at the Junction, are they? Have they put an operator in '77' with Forney?"

"Yes; man that was fired from the Richmond-Danville."

"All right; give him this for Tom, straight. The Chicago mail will pull out of here on time, with me in the forward car; and a limited express will follow as a second section ten minutes later. The mail will pass tower '77' at 1:10 a. m., running sixty miles an hour, and will not stop for any signal in that vicinity. If Forney's switch is open on the spur, the entire train, myself included, will go to everlasting smash at the bottom of the gorge. If the line is clear, across the bridge, I'll go through with the mail, and return to the Junction, where I'm going to talk to the boys in a way they'll understand, by next train. Now, when you get that off, send for George Harris, tell him to put a couple of green lanterns on the pilot of '38,' and get ready to pull me with that mail. Give him my message to Forney, so that he'll know just what sort of a run he has before him; and if he weakens, try Frazier. Use your own judgment, but have those two trains ready to pull out on time. Understand?"

"Perfectly; but I've a darned good mind to knock you down and lock you in the closet here until the doctor can sit on you. Forney and those other fel-

## LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE  
GROCERIES AND  
PROVISIONS

F. C. Larsen,  
61 Filer Street,  
Manistee, Mich.

Telephone No. 91.

JESS

JESS

PLUG AND FINE CUT

TOBACCO

"Everybody wants them." "You should carry them in stock." For sale only by

MUSSELMAN GROCER CO.,  
GRAND RAPIDS, MICH.

JESS

JESS

GREAT VALUE

SANCAIBO  
COFFEE



I. M. Clark  
Grocery  
Co.

lows aren't lambs just at present—they're raving crazy. They're not their own masters, anyway. Suppose the district assembly says that you had fair warning and deliberately persisted in going to smash? There ain't a man on the line who'll believe that either you or George Harris would actually run past danger signals onto a spur that ends in a buffey and trestle hoistway, ninety feet above a stony river-bed; and salvation isn't more of a certainty than that they'll make Forney open the switch in just that way."

"Well, that remains to be seen. I think I know these men, and this strike is going to end inside of forty-eight hours. I may lose my life, of course, but the chances are against it. Come now, get a move on that message. That mail must pull out of here at eleven, sharp."

Shortly before one in the morning, Forney and three other men sat by the levers in tower '77," excitedly discussing the superintendent's message. One burly fellow with an ugly face, who represented District Assembly '09," expressed himself violently to the effect that it was all a d—d bluff; but Forney disagreed with him.

"You don't know 'the old man,' Brady," he said. "What he says he'll do, he generally does; but even if he'd run by a red light himself, I don't think George Harris would pull him. George has got a sick mother besides his wife and ten kids."

"Well, we'll see what they'll do in about nineteen minutes. Daniels, here, says the mail has just passed Perryville goin' like h—l. That there spur's open, an' the signals 'll tell 'em so; if they want to kill theirselves, 'tain't any of our funeral."

At this moment a woman came up the stairs. When the shawl was unwrapped from her head, it proved to be Forney's wife. Without even glancing at the other men, she went close to her husband and said:

"Tom, one of the boys has just told me about Mr. Barnum coming on the mail; do you s'pose he really will?"

"Don't suppose anything about it, Mary; he passed Perryville at 12:45. The operator there saw him talking with George on the machine."

"Then, for God's sake, clear the line for him before it's too late. If he said he wouldn't stop for signals, he won't."

"D—d if I think he will, myself. Say, look here, Brady; we can't go kill the 'supe' and one of the squarest runners on the line. Suppose 'the old man' did fire me, he reckoned he was only doing his duty by the road. I'm a-goin' to close that switch."

"The h—l you are!! Well, you've got to take hold o' me first! D'you s'pose the unions is a-goin' to be monkeyed with by the likes o' you, Tom Forney!" (Here Mary Forney broke in passionately.)

"The unions are a curse to every man on the line, Mr. Brady; they make trouble for us all the time! Look here! Do you see this little shoe? Well, Tom dropped that when he was 'dancin' on the carpet;' and after Mr. Barnum took away the tower, what does he do but put a hundred dollars in it and send it to me by Paddy Brown. 'Tell her that one o' the men on the road saw Tom drop it,' he says to Paddy, 'but you forgit the name o' that man.' Paddy, he come up on '84' an' done as he was told, but when I asked him what man on the road had a hundred dollars to give 'way, he seen he was caught—an' then he said

who 'twas what sent it! Would District '09' do as much for Tom? I reckon not! Here! If you want to know the kind o' stuff Mr. Barnum's made of, clear the main line, but hang a green lantern in place of the white one on the 'distant,' hang a red one back of the top arm on the 'home,' an hook the white light outside the glass in the lower arm, 'stead o' behind it. Fifty feet away there ain't a runner livin' what would know the spur wa'n't open or the main wa'n't blocked!!! If he's goin' to stop, that'll stop him—if he ain't, you won't have his blood on you!"

"By thunder! That's a great scheme! John, grab those lanterns in the corner and run down to the 'distant,' while I open the line! Come now, Brady, you sha'n't kick at that! If you do, I'll chuck you clean through the window, an' my old woman here'll help me!"

Just as Grogan came up the stairs with the white lanterns which he had taken from the semaphores, they heard the rumble of the approaching mail around the curve; and a second later the headlight flashed from behind a clump of trees. The green "distant" was now in full sight of the engineer, but though they strained their ears, there was no sound of the air-brake. On the train came, running all of sixty-five miles an hour, though the danger lantern on the "home" shone red as blood in the engineer's eyes. Nearer—nearer—with the roar of four hundred tons thundering over the metal—until the train flashed by the tower and they saw the superintendent leaning in the doorway of the forward mail car, the strong light behind him revealing the fact that he was calmly smoking a cigar, and that his hands were thrust deep in his trousers pockets, as if the thought of personal danger had never occurred to him. At the same moment the fireman opened his door, and in the red gleam from the burning coal they could see Harris, the runner, sitting on his box like a statue, keenly watching the track ahead. It was an exhibition of nerve which afterward became a part of the road's history, and it broke the strike. When Forney could get command of his tongue again, he said:

"That's the kind o' man that took away my job 'cause 'twan't safe for the road to have me stay—leastways until I'd had a lesson. An' he know'd I meant to do my duty, too. I reckon if he ain't afraid to risk his life for the sake o' the line, it ain't for the likes o' us to say we'll tie him up 'cause he won't take back men what he found wa'n't safe. Daniels, you tell the despatcher I'll work these levers for the comp'ny until 'the old man' sends a new chap to take charge of them; an' I reckon, when they hears o' this night's run, them men at the Junction 'll go back to work if he'll take 'em! There's your d—d old union card, Mr. Brady! If I ever join another assembly, it'll be one what's got some sense an' knows a little more 'bout railroadin'."

CLARENCE HERBERT NEW.

Practical Suggestions in Window Dressing.

From the Chicago Dry Goods Reporter. As a background for cloaks and suits, furs are as attractive and harmonious as anything that can be used. Robes or rugs of fur are found in the ordinary stock at this season of the year, and to display them in combination with other goods is a convenient plan. They are rich in effect and give the air of warmth to the window that is altogether appropriate in the winter. Another thing in their favor is that they can be used a

great deal without the danger of damage by tearing and soiling that is so expensive when good fabrics are used.

A scheme that is used a great deal now as a decorative effect is a net work or basket weave of ribbons for part of the background for arches or designs. Ribbon usually of narrow width and of different but harmonious colors are woven in a frame or from one place of attachment to another. It gives sort of a checker board effect, and is either artistic or gaudy, as the operator has been successful in manipulating the shades.

In a millinery display a pleasing feature that is frequently seen in State Street windows is a number of stuffed birds suspended from invisible wires. In the millinery trade there is some realistic work done in the way of stuffed birds, and to see a number of them apparently flying about the window makes one stop and take a second look. It is a good way to fill in the vacant space over the display of hats, which is usually filled with an elaborate design.

Goods that must be kept before the public for several weeks should be changed from one window to another, so as to allow other lines to share the benefits of the best location.

For a small window a beautifully and simple display of black and white silks can be made by covering the background and sides alternately with widths of them. The body of the display need be only three of the piped pyramids.

Small articles should be comparatively

near the glass and large pieces back. If a large object is close to the glass, the eye of the passer-by will not take it in quickly, and this is necessary if the window is to be a success. It is hardly necessary to say that the smaller the articles the nearer the glass they should be.

Reflection is one of the hardest things the dresser has to contend with, and considerable skill has to be exercised to overcome it. Some windows are situated so that this is exceedingly annoying. Even some of the finest are practically a failure on this account. The only way to overcome reflections is to have plenty of white and light colored goods and as little dark as possible. Dark colors make good reflectors and must be avoided.

A variation to the usual line of price tickets has been suggested. For a fall opening, press bright colored autumn leaves and print prices on them. For spring new green leaves can be used in the same way.

A department store on State Street took advantage of the harvest season by having a "Harvest Home Celebration and Sale." The store was profusely decorated with agricultural products. Over the entrance was an arch covered with corn stalks, with grapes, apples and other fruits attached here and there, and piles of pumpkins at the base. Three similar arches were across the front of the store on the inside, and at every possible place fruits and vegetables were used for decorations.

**SALTY OYSTER CRACKERS**  
Finest on the market.  
**CHRISTENSON BAKING CO.,**  
GRAND RAPIDS.

**BUTTER CRACKERS**  
..The..  
**Battering Ram**  
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.

## JANE CRAGIN.

## An Invitation to Dinner, Which Cy and Sid Accept.

Written for the TRADESMAN.

"Will that be all to-day, Mrs. Walker?" asked the proprietor of the Milltown store, as he tied the string of the last package she had ordered.

"All in this line, thank you," replied his white-haired customer; "but I shall be glad to have you, Mr. Huxley, and Mr. Benton come to dinner this evening at six o'clock, if you will. I indulge Mrs. Willowby occasionally in a bit of city foolishness, and to-day it is a late dinner. Shall I have the pleasure of seeing you then, and will you kindly tell—oh, here he is. I was just asking Mr. Huxley and you to dinner this evening, Mr. Benton, and I hope nothing will prevent you from coming—at six o'clock."

"Thank you, I shall be glad to come," was the reply; and hostess and guests parted with smiles and bows.

"Well," remarked Sid, "that means swallowtail, I suppose. We shall probably see a good deal of splendor on the part of Mrs. Willowby, for they do say it's stunning the way she blossoms out on occasions. It must be, Cy, that you are the victim this time. I'll do my best to keep Mrs. Walker interested so you can have a fair field. I wonder what started them off?"

"Well, Sid, I don't mind telling you: I know I am agreeable to both of the ladies, and they think that I'm a little bit put out because Mrs. Willowby didn't go to ride the other day when I called for her. Women are queer, sometimes. If anybody makes a little of 'em—anybody, you know, that they can take a fancy to—they get perfectly bewitched. Now I think that Lilian—that is, Mrs. Willowby, you know—is a fine woman, a magnificent woman, and all that sort o' thing, but—well, the fact of the matter is, my boy, she's altogether too easily impressed. Mr. Willowby was, no doubt, a fine fellow, but I hear he was one of these handsome men, with not much stability to him, and I fancy that the widow intends to profit by her experience when she makes a second choice. With all the world to choose from, it seems sort o' odd that she should be satisfied with what she finds in Milltown, doesn't it now? Of course, I've asked her to ride, and have been over there considerable, and, of course, she sees that we are prosperous here and can have what we want; but thunder! Sid, she ought to know—and if she doesn't, Aunt Walker ought to—that I am only trying to be perlitte. But that's the way with 'em all—they pick out what they think's the best and set their cap at him for all they're worth. They'll find, though, they're barkin' up the wrong tree this time and, if the worst comes to the worst, I shall have to 'look a leedle oudt.' Now, this dinner business is gotten up just to show me that they didn't intend to hurt my feelings. Well, if it'll make 'em feel any better, I s'pose I ought to be glad to sacrifice myself. I think, though, I shall have to play off so far as Mrs. Willowby is concerned; and, so far as you can, Sid, I want you to help me. Between you and me and the hitchin' post, Sid, I've just teetotally 'made a mash' on pretty Mrs. Willowby—and I can't say that I care to go on with it. Now, I wish, every chance you can get, you'd sort o'—sort o' cut in, don't you know, and give me a little rest, for I'm 'fraid she'll be hanging 'round me from the time I go in till we come away;

and, if you see a chance, I want you to make the most of it."

At first, there was something like a smile pulling at the corners of Sid's mouth and creeping into his eyes; but, as the twaddle went on and Sid could see that Cy was "gittin' gone on himself," and, what was worse, that he, Sid, was considered too stupid to see the real condition of things, the smile faded and something strongly resembling disgust took its place. Then he began:

"You don't seem to be aware of the fact, Cy, that you have been playing a mean, contemptible part in this business. You don't seem to know that, if half you say is true, instead of inviting you to dinner, Mrs. Walker ought to wring your neck for you. What if Mrs. Willowby had been my sister—do you think you would have come to the house every day, and stayed three hours out of the twenty-four, and taken her to ride, and lavished no end o' candy on her, and got all sorts of notions into her head—all just because you wanted to try to make Jane Cragin think you are a 'deuce of a fellow' around the girls, and to get her jealous? Well, I just don't think you would! I think, when you had got about as far as you have now, you'd find that you'd gone a little too far to back out. And I think that's what this dinner party means. There isn't a court that wouldn't decide against you, if the matter had to go there; and you know pretty well by this time what the temper of the town is. It's a mighty ticklish business, this foolin' with women; and you'll find it so before you get through with this. Take this dinner. You've got to go, for you've accepted the invitation. Looks to me as if you'd been invited to it as a kind of public recognition that Mrs. Walker, Mrs. Willowby's nearest relative here, accepts you in this formal way into the family. That looks to me the fix you're in. Don't you want to stand off and admire yourself? Of course, this isn't any affair of mine, and I'm not supposed to know anything about it—furthermore, I don't want to know anything about it; but, when a man of your age deliberately goes about to try and get a woman to liking him because he wants to make another woman jealous—well, somebody'd ought to call a halt; and in this case it looks as if I'm the fellow. I don't see, though, what you can do now. It looks like a gone case; and I guess you'd better carry the matter out as you've begun."

"What do you mean, you kid?"

"Why" (ignoring the appellation), "swallow the dose you've been mixing and make the best of it."

"Thunder, Sid! I don't want Mrs. Willowby!"

"You want her now as much as you have wanted her all along, don't you? And that's all she has to go by. I guess, Cy, you'd better not make a bad matter worse. Go home a little earlier to-day and rig yourself up in your togs long enough beforehand so you can get over feeling like a gawk in 'em; then call for me on your way over there and we'll face the music together. But I tell you now, if Mrs. Walker gets out the family plate and the cut glass, and the ladies have on their dinner gowns, it means—well, you'll know what it means. And you'll just have to govern yourself accordingly!"

The customers were getting too numerous for Jim to take care of, and Sid went from the office to help him, while Cy, chewing Jane's lead pencil, stalked out of the store with a scowl on his face.

RICHARD MALCOLM STRONG.

## Philosophy of Telephone Service.

Written for the TRADESMAN.

"What a wonderful practical invention the telephone is!" remarked a rural friend one day when I had hung up the receiver at the close of a call from another office on the State line. "It takes one back to the old times when marvelous tales of genii enthralled one's youthful imagination with the most dazzling impossibilities, that, when reason returned, made actual life so dull and insipid. And now we have a part of them at least accomplished facts, while every day brings more wondrous things to the evidence of our senses."

Remarks like the foregoing have often been uttered in my hearing by people brought for the first time in direct contact with this peculiar invisible agency that has arisen from a myth of the inventor's imagination, until, like a gigantic spider web, it has spread over every part of the civilized globe and, though no better understood than the mysteries of sunshine and darkness, is almost as frequently used and enjoyed.

Viewing this instrument of modern progress in a philosophical mood, one who has for years noted some of its vagaries and unexplained peculiarities is less inclined to wonder at the dynamic effect of sound displayed than at the remarkable effect it produces on the general public, whose interests it is intended to serve. Nearly every agent now employed for the use and benefit of humanity had once its day of novelty and experiment. Many seemed at first to contravene natural law, until their modes of operation became better understood. Afterwards, they grew to be the abject servant of man, to be used, abused, grumbled at or altered to suit every freak of fancy; but never more to be viewed in the light of romantic contemplation. Any invention that becomes a useful servant of the public, no matter how wonderful in its inception, drops to the commonplace as it is followed by some fresher novelty.

Of all agencies ministering to universal needs the telephone is surely the most erratic, uncertain and aggravating in service between distant points. Whatever the cause—whether rarity or density of atmosphere, induction, crossed wires or weak batteries—the fact is apparent that it is not a uniformly accommodating servant of the public. Yet the public are generally disposed to be patient even with its most seemingly ungracious whims. Business men especially, who are usually pressed for time, show consideration for the perversities displayed—perversities calculated to try the best of tempers. I have seen them spend long periods of precious time waiting on its capricious moods, and making most powerful efforts at vocalization in trying to converse through the inconstant medium—quite as the votaries of spiritualism hover around a table to catch the faintest sign of intelligence from another world. As business men they consider the instrument a servant to command, but a servant to be humored rather than abused, no matter what the cost in time or money necessary to command its reluctant service.

Elsewhere, circumstances appear to alter cases. Let the traveling salesman receive ever so little slight or lack of efficient service at a hotel and his cholera—if not his collar—rises at once. The landlord is sure to receive marks of his "distinguished consideration," sub rosa or otherwise, and fellow knights of the road are warned against that hostelry

for all time to come. Should the train be late by which he hopes to make quick connections, his grumblings drown the click-click of the telegraph sounder and he vents his exasperation on the operator. The temperature of the railway car is frequently commented on with emphatic allusions to Nova Zembla—or the other place. Time tables are compared with one another, and praised or blamed in proportion as they suit or ignore his convenience. The public functionary who faithfully collects fees for excess baggage comes in, at times, for volleys of his protests, and lost or damaged property finds in him a pertinacious defender and an unyielding claimant for equitable remuneration.

Yet before this one instrument and agent that promises to give audience with those desired he stands and waits in humble submissiveness, or shouts and spells words into the transmitter with desperate energy, straining all the time his auricular muscles to catch the faintest wave of sound in reply. It is hard to explain why the hustling man of business, always anxious to accomplish results by the quickest and most direct route, submits so meekly to conditions that from other sources would not be accepted without protest, much less with patient silence.

And that is why the writer, watching this mental phenomenon exhibited by persons whose practice is to insist always on value for money expended, finds it a problem difficult to solve. He considers it far more wonderful than the mystery of sound waves that so miraculously transmit the human voice to distant points every hour of the day and night, over miles of wire, through heat and cold, tempest and sunshine, and thus perform practical service to the world at large.

Concerning one's own experience gained as manager of an office on the State line, there may be something worthy of note in a future article.

PETER C. MEEK.

## Motocycles in New York.

An experiment has been in progress for some months in New York City in the use of collecting and sorting postal wagons which is about to offer an exceptional opportunity for the testing of the feasibility of using horseless wagons for regular service in city streets. The experiment referred to has been the use of wagons or large vans with interiors arranged for sorting and stamping the mail while in transit from the street boxes to the general postoffice or mailing station. This experiment has been so far successful that the use of the system is assured and it is probable that arrangements will be made for delivering the mail to postal cars direct, thus greatly expediting the service.

It is now proposed to substitute the horseless wagon for those in use. One which is nearly ready for use will be put into the service in the course of a week or two. This experiment will be watched with the greatest interest, as it is the first in this country where the self-propelling wagons have been put into regular daily service. Six months' steady use of a wagon under these conditions will do more for the advance of the coming mode of street transit than many exhibits at races and experimental trials.

The Boston Post draws attention to the fact that a number of bogus dollars, halves and quarters bearing the date 1860 are in circulation. The coins are made of brass, heavily silver-plated, and have the genuine ring to them.

## H. Leonard & Sons' Thanksgiving Letter

Grand Rapids, Mich., Nov. 25, 1896.

To the Subscribers of the Michigan Tradesman:

Gentlemen--We really feel under obligations to our friend, Mr. Stowe, for establishing such a medium of communication as the Michigan Tradesman between us and his subscribers, nearly all of whom handle more or less goods in our lines, and it is very gratifying to consider that we can write an ordinary business letter and know that it will be read by 6,000 or 7,000 business firms largely interested in the lines of China and Holiday Goods. We have such a sense of the value of this opportunity that we are showing our appreciation to-day by a Thanksgiving letter of a full page, which we are sure will at least meet with the hearty approval of the managers of the paper.

We attribute the extraordinary number of orders now on our books largely to the fact that dealers everywhere are beginning to believe, with us, in a most extraordinary Christmas trade. The people will eagerly demand of their merchants a full assortment of TOYS, DOLLS, GAMES, BOOKS and HOME AMUSEMENTS for their children. They will certainly want ALBUMS and the many novelties in that line, and they will demand to see the extraordinary assortment we are showing of DECORATED CHINA, NEW VALUES AND NEW DECORATIONS, which will certainly never be so cheap again, owing to the undoubted increase in our tariff, under the new administration.

Christmas is the one time of the year when parents never count the cost. The mother will spend money freely and the father will rejoice in the happiness of his family. It is the merchant's opportunity and must be planned and prepared for in advance. Our receipts of Dolls, Toys and China, since our last letter, consist of sixty cases from Europe, just cleared through the Custom House here, which happened in in the "nick of time," to fill up many items which had been sold out, and this, with our domestic receipts, makes our stock to-day more complete than Thanksgiving has ever found it before. We are very busy in all departments, working our full force thirteen hours a day, and the Christmas presents that are going out on every wagon-load, and the many compliments we have received on our display, show that the buyers are satisfied with our lines, and, best of all, the re-orders show that the people are already buying for Christmas. The holiday air is over all and the confident faces of the buyers predict, as we have said, the greatest holiday season on record. We are ready for it. If you have not our catalogue, we will send it to you on request. If you cannot leave your store, communicate with us and we will endeavor to show you our goods. Hoping everybody sees occasion, and is glad of an opportunity, to give thanks to-day, we remain,

Very sincerely,

H. LEONARD & SONS.

## Shoes and Leather

### Prices Advanced Again.

From the Shoe and Leather Gazette.

Higher prices are still the all-absorbing feature of the shoe and leather trades and they are occasioning much uneasiness in wholesale and manufacturing circles. Men's grain goods are now held at 17½ to 20 cents higher than last season; women's grain shoes are 10 cents higher; men's calf shoes 7½ cents, and kid and split boots \$2 to \$2.50 per case of twelve pairs. These prices are held too stiffly by some Eastern manufacturers, while others are compromising by accepting a half-season's order from jobbers at a little more than half these advances, the jobbers agreeing to take the balance of the season's goods later on at prices then prevailing. This makes the condition very unsatisfactory and a difficult one to estimate.

Eastern manufacturers are confident that the prospects are such as to make lower prices an utter impossibility for a year or more at least. They have an unimpeachable argument in the low status of retail and jobbing stocks. The trade revival that has set in with such a tremendous rush is another point in favor of the permanency of present or higher prices and it is admitted even by jobbers that had trade been even satisfactory a year ago the slump in prices would not have occurred. Scarcity of leather is indubitable and hides are absolutely hard to get at the very sky-rockety prices asked. There seems in truth nothing lacking that is essential in bracing higher prices. The law of supply and demand is operative here and the advanced figures held to firmly by packers, tanners and shoe manufacturers find ample justification therein.

Yet jobbers are not yet taking the precautions that they should. They are slow to mark prices higher and with the bitter competition existing all seem intensely apprehensive of taking the initiative. All want the other fellow to try it first. This is a phase of the situation that favors distinctly the retailer and merchants are quite generally taking advantage of it, as the many heavy spring orders now being placed attest. The Gazette would not advise its readers to overstock through fear of higher prices, but to place orders for spring goods at once in safe quantity. Every indication now is that unless this is done more money will have to be paid, as jobbers will not delay much longer in putting prices on a profitable basis. Heavy goods at to-day's prices are an excellent purchase.

### The Road Question.

There is no time in the year when agitation of this subject is more likely to be of effect than the present. It is the time for the meeting of farmers' clubs and other kindred organizations and the time for ambitious legislators to gather the material for distinguishing themselves in their winter work. It is,

therefore, encouraging that considerable attention is being given to the subject by the press, which argues that it will receive a hearing this winter. The importance of the matter is such that it should receive even greater attention, both by the press and by its advocates in public assemblies.

The work of educating for good roads is scarcely begun in Michigan, although a few counties have taken up the systematic improvement plan. To the great mass of farmers the subject appeals with a visionary vagueness and impracticability that do not attract their attention, and their perception in this direction is not sharpened by the scarcity of money which has been so manifest a condition the past few years. This has co-operated with the mutual conservatism of the class to provoke antagonism to any scheme which suggests systematic work and cash expenditure in place of the customary and conventional expenditure of energy in "working out the tax."

The farmer is not the only one to be educated. Indeed, it is not the farmer alone who should pay the expense of improvement. The interests are mutual for town and country and every merchant and business man should be brought to a recognition of the fact that he has a direct pecuniary interest in the matter. While the interest may be less direct, every owner of village or city property is a sharer in the advantages of good roads and should be a contributor. Thus the subject is one of universal interest and should receive attention at the hands of every one interested in the welfare of a community. There is danger that the universality of the interest may operate against the cause, on the principle that what is everybody's business is nobody's business.

There is no direction to day promising so good returns for public enterprise as the improvement of the roads. The advantages have been sufficiently reiterated and are acknowledged by all of intelligence who have given the subject attention. But there is an idea prevalent in the towns that it is the farmer's business and the farmer, as I have intimated, is too poor financially, and too conservative, to do anything of a permanent character. What can be done?

If the improvement of the roads is for the benefit of all, some plan should be devised for a sharing of the expense by all. Thus, some plan of state, county or township prosecution of the work should be put into operation. This is a matter for the action of the Legislature and its

members should have their attention directed to it.

The question of which system is the best is one that needs careful consideration. New Jersey and Massachusetts have been very successful in devising a state system, which seems to meet their needs, but it may be that a county system, such as has been tried in some of the counties of this State, is better adapted to our needs, and more likely to produce early results.

Let the importance of the subject be urged. Every newspaper should be an apostle of good roads, especially just at this season. Every business man should give it attention, and not only urge the farmers whom they may influence, to take up the matter, but they should recognize the fact that it is their own business and should join actively in taking measures to secure the accomplishment of the work.

W. N. F.

Less than eleven years ago there were only six firms engaged in the business of manufacturing bicycles, with an output of a few thousand wheels. There are now more than 500 firms with a product of 1,000,000, and innumerable smaller ones, which will probably add 200,000 more. As nearly as can be learned, more than 3,000,000 bicycles are already in use in the United States, and some authorities make the number greater than this by nearly 1,000,000. Even the smaller estimate shows that nearly one person out of twenty-four has already taken to the cycle as a matter of business, amusement or health. In France, where the number is known because of the collection of a tax, the proportion is only one in each 250 of the population.

Many physicians in Russia charge only 15 cents for a consultation, and, although their number is small, suicides are frequent among them, the cause being inability to make a living.

## 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.

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.

## HIRTH, KRAUSE & CO., Grand Rapids.



THE BEST WEARING

GOODYEAR GLOVE RUBBERS

THE BEST FITTING

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.





**LET THE CURRENCY ALONE.**

Written for the TRADESMAN.

It is not to be expected that public attention, which has been engrossed by the financial question to such an extent during the past months, will drop the subject entirely, even though it would seem to be so effectually settled by the popular verdict. While the particular phase under consideration will generally be dismissed with the nausea of weariness, other phases will come to the front, for there is a considerable proportion of the people, and of their servants the lawmakers, who cannot be convinced that much of the recent financial distress is not owing to some defect in the forms of our currency. Thus, as the time approaches for legislative meddling, there is much speculation as to the changes to be made.

It would seem as though the experience of recent years would have sufficiently demonstrated the fact that legislative and political interference with financial questions has become the most serious drawback to business prosperity in this country. The effect of the recent campaign, as demonstrated by the industrial rebound when the incubus was removed, is an example of the consequence of political interference, which is sufficiently fresh in the minds of all. A salient example of the effects of legislative meddling was the long-pending consideration of the Wilson tariff bill two years ago, when purchases were so long suspended awaiting the affect on the value of commodities. In addition to these there have been silver bills, bond bills and currency bills almost without number, having more or less direct effect on current business. It would seem as though the country is unaccountably blind to the effect of these disturbing elements or that it is driven by some infatuation to keep up a destructive meddling with business interests.

Now that the silver question is out of the way, all sorts of schemes are being projected for the improvement of the currency. That the system now in operation is absolutely or nearly perfect is a proposition that none will undertake to maintain. There are, doubtless, too many kinds of money, with too many distinctions as to legal tender qualities and modes of redemption. Thus, the silver certificates were an element of uneasiness during the campaign, on account of the provision for their redemption in silver coin, with possible depreciation. In the same way the National bank notes are redeemable in Government legal tender or silver. While, practically there is no difference in any of these so long as there is no danger of a depreciation of silver or other forms of currency, they were a source of uncertainty while the silver question was pending. But, while these forms of currency are not theoretically perfect, it is the opinion of the Tradesman that vastly more harm will be done to business prosperity by efforts to change them than can possibly result from their imperfections.

But it is not to these questionable forms of the currency that the attention of the reformers is directed. Actuated by the spirit that prompted the wild-cat banking scheme in Congress last year, or by the interests of those who would like to furnish the paper circulation, or of those who still have a prejudice against the name "greenback" on account of the "greenback craze" of twenty years ago, attacks are being made on the best forms of the

currency, not even excepting gold—the greenback and the treasury note. Seventeen years' use of these, since the resumption of specie payments, has demonstrated to those who have given the subject the most careful attention that they are the best forms in every way, as well as the cheapest and most economical.

The furnishing of a circulating medium has been claimed as a prerogative of banking; but there are comparatively few who would advocate the exercise of the prerogative independent of Government guarantee. The experience of the past has sufficiently shown that the most essential quality of the circulating medium is absolute reliability. This can only be given by the Government. To give this guarantee requires a cumbersome and costly system of guarantee deposits on the part of the issuing banks and supervision on the part of the Government. Thus, if there is any real banking in the furnishing of circulation, the Government has to do the most essential part, and then, according to Matthew Marshall, the people would have to pay \$15,000,000 a year to the banks for the expense of the \$400,000,000 of circulation, which now costs nothing.

The grave charge has been urged against the greenback that it constitutes an "endless chain" for the pumping of the gold out of the Treasury, thus compelling the issue of interest-bearing bonds. This has been urged with a plausibility which has given the idea quite extended credence. The point which has given it the fatal quality is that the notes are re-issued and can be used over and over again to draw out the gold. A little consideration shows the absurdity of this idea. If the notes were retired when received, the currency would be contracted to that extent. If, to prevent this contraction, new notes were issued and the old destroyed, what difference would result? As a matter of fact, the gold went out of the Treasury to pay the Government expenses, and it was to reimburse these that bonds were issued, and not as the consequence of an "endless chain." And it went out of the country on account of an unfavorable condition of the trade balance. As this has changed, it has come back into the country; and, in spite of the continued deficit in the expenses of the Government, it goes back into the Treasury, for it is not wanted in the circulation. With right trade conditions and sufficient revenue for Governmental expense the gold would remain in the Treasury to any extent desired.

Let the currency alone. It may have been the growth of conditions affected by legislative tinkering, which has caused imperfections; but it is now serving the purposes of trade better than at any time in the history of the country. The volume is approximately the correct one, in that business is based upon it, and radical change means radical business disturbance. If changes in volume should be found desirable, let them be made gradually and to as small extent as the needs may seem to require. It is probable that all needful changes will be provided for in the maturing of Government securities and the proper issue of silver under the present coinage laws. The proposition and urging of any radical changes in form or quantity will only result in industrial disturbance more serious than any possible good to be attained. We have had enough of this. Let the currency alone!

**Aluminum in the Kitchen.**

For domestic utensils, aluminum is destined to be in increasing demand. They are so pretty, so light and so easy to keep clean, and they cost just enough more than other kinds to make them fashionable. Complete kitchen outfits, from coffee pot to frying pan, are now manufactured. It is certain that water can boil quicker in an aluminum pot or pan than in a vessel of any other metal, for two reasons—the aluminum is made very thin, and it is an excellent conductor of heat. For covered dishes designed to retain the heat aluminum is the best metal we have.

It is a remarkable feature of some of these utensils that they are cast and not stamped. A tea kettle can be cast only the sixteenth of an inch in thickness, that will stand any amount of banging and denting, which would lead anyone not familiar with the facts to suppose that it was made of rolled or stamped metal.

See that the goods in your store are the kind that people want. Don't think they are; make sure of it. If you have any goods that are out of style, or soiled or wrong in any way—and there always are in the best of shops—get rid of them even at an apparent loss. It's not a real loss; it's a gain, for goods are only worth what they will sell for. All people make mistakes, especially buyers, but if you do make a mistake admit it and rectify it at once. Don't wait—it's more money lost to wait.

A motor car scheme is being promoted in Liverpool. It is intended to introduce motor cars capable of drawing three wagons carrying ten tons of produce. The wagons are to be loaded at the ship's side, and the ordinary highways are to be utilized without laying rails or using any other mechanical aids.

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



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.

**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.



**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

**New Clipper Bearings.**

DETROIT, MICH., Oct. 5, 1896.

Grand Rapids Cycle Co., Grand Rapids, Mich.

Gentlemen:— I want to congratulate you on your Clipper Bicycle bearings for '96. So far we have not replaced a single bearing, nor heard of one wearing in the slightest manner.

Yours truly, J. F. MACAULEY."

Mr. Macauley sold 344 1896 Clipper Bicycles up to Sept. 1st, 1896.

New Clippers New Clippers New Clippers Pratt 218.



**Clerks' Corner**

**How the Society Inclined Clerk Can Bring Grist to Mill.**  
From the Shoe and Leather Gazette.

Winter coming on again brings with it the season of sociables, parties, dances and so on—the social season, as it's called. It is not necessary to say to the average clerk, "You want to be in it." The average clerk usually is in it from start to finish; and thereby he sometimes makes mistakes. He wants to go so much that his employer doesn't like it. This is short-sighted policy on the employer's part, no doubt, for a clerk who is popular about town with the class of people who buy goods can bring a no. inconsiderable amount of business through "society." But shortsighted as this policy is, there are some employers who believe in it and, as they are the boss, the clerk must knuckle to it.

\* \* \*

I speak of this subject because I am reminded of a young friend in a small town who was a social favorite, but who was obliged to curb his desires in that direction, owing to the objections of his employer, an old merchant, who seemingly had lost all count of the fact that he had ever been young himself. The young man stood it one winter, but the next he determined to quit rather than miss most of the affairs, so he bided his time and waited. The first dance of the season he attended, going after the store closed. The next week there was a church sociable that he was anxious to go to, owing, perhaps, to the fact that a certain fair-haired damsel was to sing a solo early in the evening. His employer objected to his getting away before the closing hour—9 o'clock. Visions of the fair hair rose up before him and nerved him to end it then and there. He did.

\* \* \*

"Mr. Slater," he said, respectfully, "I am aware that you do not believe in my going to balls and parties. All last winter you refused me every time I asked to get off a little early for that reason. You have just denied me again. Now I want to ask you to talk this matter over with me on a strictly business basis, if you will. I won't deny that I want to go to social affairs for the pleasure I derive from them—but there is a business side, too, that I don't believe you have given sufficient attention. Last Friday night I went to a dance. Purposely in my conversation I mentioned to Bessie Ellis and Sadie Harris the new patent leather slippers we got in last week. Sadie Harris was in yesterday and bought a pair and Bess has looked at them and says she will get a pair Saturday. Harry Myers was bothered about a birthday present for his sister, and I had his promise to come in and look at the fans we got in last month before I left him. He bought a \$3.50 fan to-day. I have made five good sales this week that I traced directly to that dance. Now, if you will let me get away early when something of that kind is going on, I will continue this same policy and will guarantee you that it will be profit to you, as well as a big favor to me."

\* \* \*

Contrary, really, to expectations, "the old man" did not go off in a huff. He said, "Well, I'll think about it. You can go to-night and I'll tell you what I think about your proposition to-morrow." The young man thanked him and that evening did his best to talk just enough shop when he could without giving opportunity for offense or carrying the impression that he was a walking advertisement. He got two returns the next day, and as luck would have it, Bessie Ellis came in and got a pair of patent leather slippers. In an off-hand way these facts were put in possession of "the boss." He capitulated. "I'll agree to your proposition," he said, "only don't abuse the privilege or I shall nullify the contract immediately." In this unique way that clerk secured the desired permission. It paid the merchant, too.

Saying that the clerk should make himself popular with those who buy goods does not mean making himself popular with only the bon tons. The bon tons are not the big buyers, but the average class are the customers to work for. The clerk makes a mistake in becoming dudish or too good for the blacksmith and the bricklayer. It is not necessary to look down on the carpenter in order to become popular. On the contrary that is the surest way to win dislike. Be a friend to everybody. When you meet Hank Smith on the street salute with a "Hello, Hank, how's Pete?" as pleasantly and scrupulously as you greet Maj. Bond, the banker. At the party make yourself generally agreeable. Don't eschew the girls and fellows who are not quite top notch, as it were, and keep yourself with the "dead swell" set exclusively. There's policy in all this and playing policy isn't always a disadvantage by any means.

\* \* \*

There's one thing, however, that a clerk should look out for, and that is getting mixed with too many social enterprises which engross his attention and keep his mind on matters other than his work. Making arrangements for parties, etc., requires time and many consultations. It keeps people running into the store to talk it over. This is not right and the clerk should discourage it. Such consultations should be held during the clerk's lunch or supper hour or after hours. The merchant who finds that his clerk is devoting most of his thinking to dances and parties isn't apt to like it. It may do no harm, but the merchant is pretty sure to look at it as being a good deal too foreign to business for the clerk to become wrapped up in it. It is well, therefore, for the clerk to fight shy of getting too deeply interested in matters social, to the extent, at least, that there may be cause for "the boss" to fancy his interests neglected.

**The Tyrant on the Mantelpiece.**

From the Pall Mall Gazette.

It is no exaggeration to say that the clock is gradually enslaving the whole of the civilized world. Not one of us but can call to mind among our acquaintances individuals who belong body and soul to the clock—whose whole lives are dominated by its chimes and intervals. The attitude of such persons is one of servile deference to the clock. Everything they do is with a view of conforming to its wishes. They sleep by the clock, dress by the clock, eat by the clock, sit, walk, read, smoke, work by the clock. Their heads are full of periods of time—hours, minutes and seconds. They spend their lives counting them. They can never enjoy themselves or let themselves go without pulling themselves up suddenly for fear they should forget the clock. They will stop doing something useful, interesting and enjoyable and force themselves to do something dull and uninteresting, simply because the clock happens to strike. And no matter how greatly they desire to change an irksome occupation, they will stick to it, because, forsooth, the clock has not yet struck. They may be enjoying the most delightful slumber, of a morning, but will bound out of bed like a skyrocket because the clock happens to strike. And though they have not the slightest inclination for sleep, they will put themselves forcibly to bed because the finger of the clock marks a certain hour. Their whole lives are spent in trying to force their natures into accordance with a mere machine. Such people are as much slaves to the clock as the genii in the story of Aladdin were slaves to the lamp. They are perpetually at its beck and call and must obey its voice as they would that of the veriest tyrant.

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.

Mexico produced 53,983,509 pounds of coffee last year, the yield of more than 50,000,000 trees.

Warren's Liquid ASPHALT ROOF COATING  
Contains over 90 per cent. pure Trinidad Asphalt when dry. You can get full information in regard to this material by writing  
**WARREN CHEMICAL AND MANUFACTURING CO.,**  
81 Fulton street, NEW YORK. 1120 Chamber of Commerce, DETROIT.

**Weatherly & Pulte,**  
99 Pearl St., GRAND RAPIDS.  
Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.  
Pumps and Well Supplies.  
Hot Air Furnaces.  
Best equipped and largest concern in the State.

**CHARLES MANZELMANN**  
MANUFACTURER OF  
**BROOMS AND WHISKS**  
DETROIT, MICH.

SEND US A  
**Photograph of your Mother-in-Law**  
**OR**  
**THE BABY**  
**YOUR PET DOG**  
**YOUR STORE FRONT**  
**THE OLD HORSE**  
**THAT STRING OF FISH**  
(You didn't catch)  
**YOUR OWN "PHYS."**

**YOU ARE NOTHING NOW-A-DAYS IF YOU ARE NOT ORIGINAL.**  
**ANYTHING**  
You would like to hand out to your friends or customers on January 1st. We will reproduce it and get you up a Calendar with an individuality that won't need a trademark or a patent.  
**WE ALSO HAVE A VARIETY OF DESIGNS IN STOCK WHICH WE CAN FURNISH ON IMMEDIATE NOTICE.**

**Don't Hang Fire! Talk Now!**  
**TRADESMAN COMPANY,**  
Getters-up of Original Printing.

**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—F. 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.**

The successful old timer on the road never has a good trade, at least he always answers, when asked the conditions of trade, "very dull," but he continues on his route when the great salesman is forgotten.

So far as the Tradesman's information goes, there are six candidates for the position of Secretary of the Michigan Knights of the Grip—Geo. F. Owen, Grand Rapids; Dell C. Slaght, Flint; W. V. Gawley, M. Howarn and J. W. Schram, Detroit; J. B. Heydlauff, Jackson.

The Tradesman hopes to see a large turnout of the Grand Rapids boys at the first social party of Post E, which will be held at Imperial Hall the first Saturday evening in December. All members of the Post are requested to come early, to participate in a meeting held for the purpose of making the preliminary arrangements for attending the Detroit meeting.

R. N. Hull in Ohio Merchant: Commercial travelers have much to be thankful for this year and should hold Thanksgiving day in grateful remembrance. They should rejoice that the wheels of commerce are still rolling onward; that they have been able to hold their jobs through the depression until the light of better days now illumines the departing gloom. And, last but not least, abundance in sight is a guarantee that a prosperous and happy career is opening up that will lead on to success.

Two Grand Rapids gentlemen will respond to toasts at the annual banquet of the Michigan Knights of the Grip at Detroit Dec. 29, S. M. Lemon having been assigned the topic, "The Employer," while W. Fred. Blake will discuss the subject, "The Employed." The first assignment is all right, but whoever has undertaken the preparation of the programme made a serious mistake in the latter assignment. There is only one subject on which Mr. Blake is thoroughly posted, and that is a topic on which he is admirably fitted to talk, both by association and experience—the simple topic of "Girls."

Stephen T. Bowen, who has covered the clothing trade of Michigan twenty-five consecutive years for Clement, Bane & Co., transfers his allegiance to B. Kuppenheimer & Co. Dec. 1, taking the same territory as heretofore. The transfer is occasioned by a contemplated change in the old house, but whether it will culminate in Clement, Bane & Co. retiring from trade will be determined at the annual meeting of the stockholders

in December. Mr. Bowen insists that his new line is strictly up-to-date, and asserts that the day of "job lots" and "bankrupt stocks" is passed, so far as he is concerned. Mr. Bowen is universally conceded to be the smoothest salesman who ever traversed the State, his wonderful fertility of resource, per suasive eloquence and nonchalant manner enabling him to undertake and consummate deals in alleged bankrupt stocks which would stagger a man of less ingenuity and determination. The Tradesman has on file full particulars of several transactions of this character; and, now that Mr. Bowen announces his intention of abandoning the "job lot" feature of his work hereafter, the Tradesman will take pleasure in regaling its readers, from time to time, with the amusing details of the transactions.

**Quarterly Meeting of the Board of Directors, M. K. of G.**

Grand Rapids, Nov. 23—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Lansing Saturday, Nov. 21. All of the members of the Board were present except Director Street.

Secretary Owen presented his financial report, showing total receipts for the death benefit fund of \$94 and \$10 in the general fund, for both of which he held the Treasurer's receipts. The report was approved by the Finance Committee and adopted and placed on file.

Treasurer Frost presented his report, showing cash on hand in the general fund of \$361.78 and disbursements of \$330.07, leaving a balance on hand of \$31.71. In the death benefit fund he had on hand \$2,288.06 and had made disbursements of \$1,150, leaving a balance on hand of \$1,138.06.

The report was accompanied with a certificate from the Cashier of the City National Bank of Lansing, showing that Treasurer Frost had the above amount in the Bank to his credit.

The report was approved by the Finance Committee and adopted and ordered placed on file.

The following bills were presented and, on recommendation of the Finance Committee, the Treasurer was instructed to draw orders for the amounts:

Geo. F. Owen, salary for quarter	\$ 7 20
Tradesman Company, printing and stationery	19 25
John R. Wood, printing	2 50
S. E. Symons, attendance Board meeting	4 95
Geo. F. Owen, attendance Board meeting	4 85
A. F. Peake, attendance Board meeting	3 08
F. M. Tyler, attendance Board meeting	3 20
John R. Wood, attendance Board meeting	5 02
B. D. Palmer, attendance Board meeting	4 76

Post C (Detroit) was voted \$50 to meet the expense of sending out the invitations for our next convention.

Proofs of death of Neil J. Browne and Geo. M. Stone were presented and approved and the Secretary was instructed to issue warrants on the Treasurer to the amount of \$500 for each beneficiary.

Treasurer Frost reported that, after the payment of above claims, there would be less than \$500 in the death fund. The Board ordered the Secretary to issue Assessment No. 3, to be sent out with the notice of the annual dues, making the total payment \$3.

The special Committee on Amendment presented its report, which, after discussion, was adopted and ordered to be printed in a circular letter and sent out to each member with the Assessment No. 3.

Director Wood was instructed to make arrangements at some hotel for headquarters during the convention.

The Board then adjourned, to meet in Detroit Dec. 29.

GEO. F. OWEN, Sec'y.

**Shop-Worn.**

Solomon—Why do you advertise that your clothing "fits like a glove?" Isaacs—Because I haf had it "on hand" so long, ain't id?

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.**

**Dell C. Slaght, Flint's Candidate for Secretary of the M. K. of G.**

Dell C. Slaght was born at Grand Blanc, Michigan, a small town seven miles from Flint, in 1862, and lived on a farm until 1876, when he moved with his parents to Flint, where he attended school until 1879. He then entered the employment of Jas. Jacobs, in a general store at Davison, where he worked one year. From that time until 1884 he was employed by O. M. Smith & Co., the American Express Co. and C. L. Bartlett & Co. He commenced traveling for Fuller, Childs & Co., boot and shoe dealers of Toledo, in 1884, and was with that house until March 15, 1886, when he entered the employment of Lawrence Depew & Co., wholesale cracker manufacturers of Detroit, which



company merged into the United States Baking Co. in June, 1890, since which time he has traveled continuously and acceptably for that institution.

Mr. Slaght was married to Miss Fannie B. Eldridge, of Flint, in 1884, where they have since lived.

Mr. Slaght became a member of the Michigan Knights of the Grip in 1889—the year of its organization—and holds membership certificate No. 121. He was Vice-President of the organization three years and has never asked for any office in any society that he belongs to until this time. He is also a member of the following societies: Genesee Lodge No. 174, F. and A. M.; Ivanhoe Lodge No. 27, K. of P.; Apollo Council No. 27, Royal Arcanum; Flint Council, No. 29, U. C. T.; Flint Court No. 29, I. O. F.; Flint Division, No. 1, Loyal Guard; Flint Lodge, No. 222, B. P. O. E. He holds the position of Grand Conductor in the Grand Council of the U. C. T. of Michigan, which order he has been instrumental in organizing in Michigan and in which he has always been an ardent worker.

Personally, Mr. Slaght has hosts of friends, at home and on the road where he travels. He is a poor man, financially, for reasons best known to himself and a few personal friends. He has had a good deal of experience in secretary work, being Secretary of Flint Council, No. 29, for six years, and if the Michigan Knights of the Grip see fit to elect Dell C. Slaght Secretary, they may rest assured that every detail of the office will be fully attended to by him personally. Mr. Slaght has the names of all the Flint members and several new applicants, and will organize a Post Saturday night, Nov. 28. At an informal meet-

ing, held Saturday, Nov. 21, Mr. Slaght's candidacy was endorsed without a dissenting vote.

ALBERT MYERS.

**Geo. F. Owen Endorsed by Post E.**

At a meeting of Post E, Michigan Knights of the Grip, held at Sweet's Hotel last Saturday evening, the Entertainment Committee reported that it had arranged to hold a combined pedro party and informal dance on Saturday evening, Dec. 5, at Imperial Hall, 667 Wealthy avenue. The report was adopted.

On motion of J. N. Bradford, the Post unanimously endorsed the candidacy of Geo. F. Owen for re-election as Secretary of the State organization.

The subject of attending the Detroit convention with as representative a delegation as possible was then introduced, culminating in the adoption of a resolution to refer the matter to a general committee of three members, which committee shall undertake the supervision of the work, appointing such sub-committees as may be deemed desirable. The chairman appointed as such general committee Chas. I. Flynn, Byron S. Davenport and W. E. Richmond.

It was announced that the railways of the State had granted a half fare rate to the convention.

**NEW REPUBLIC**

Reopened Nov. 25.  
FINEST HOTEL IN BAY CITY.  
Steam heat,  
Electric Bells and Lighting throughout.  
Rates, \$1.50 to \$2.00.  
Cor. Saginaw and Fourth Sts.  
GEO. H. SCHINDHETT, Prop.

**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.

**BUSINESS University**  
DETROIT, MICH.

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

**FREE CHECK ROOM**

*The Wellington*

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

PUREST 100 CENTS BEST GREEN SEAL  
SELL THESE CIGARS and give customers good satisfaction.

## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

Term expires  
 C. A. BUGBEE, Traverse City - Dec. 31, 1896  
 S. E. PARSELL, Owosso - Dec. 31, 1897  
 F. W. R. PERRY, Detroit - Dec. 31, 1898  
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899  
 GEO. GUNDRUM, Ionia - Dec. 31, 1900

President, S. E. PARKILL, Owosso.  
 Secretary, F. W. R. PERRY, Detroit.  
 Treasurer, GEO. GUNDRUM, Ionia.

Coming Examination Sessions—Detroit, Jan. 6 and 7; Grand Rapids, March 2 and 3; Star Island (Detroit), June —; Upper Peninsula, Aug. —.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.  
 Secretary, B. SCHROEDER, Grand Rapids.  
 Treasurer, CHAS. MANS, 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.

**Arsenic**—Prices here for powdered white are firmly maintained, in sympathy with the continued improved situation abroad.

**Balsams**—Copaiba has advanced. Holders of Peru are firm in their views.

**Cacao Butter**—Stocks light, prices firm.

**Cantharides**—Russian, reduced in supply and firmer.

**Cassia Buds**—Still in good demand and a very strong feeling prevails.

**Castor Oil**—Market very firm and holders of prime are not willing sellers.

**Essential Oils**—Anise is still going lower and prices have again been reduced. Citronella, higher quotations from Ceylon have resulted in a firmer feeling here. The business in peppermint has improved and quotations are steady.

**Glycerine**—Still in limited demand, but strong.

**Gums**—A fair business is reported as to asafoetida, with the market strong and tending upward. Camphor is exceedingly firm; but the confidently expected advance at the hands of American refiners has not yet materialized, although the reported lively situation abroad would seem to warrant higher quotations on this side the water. The reports seem to lack confirmation, however. One was to the effect that a certain Hamburg refiner had taken up the entire stock of crude belonging to the London syndicate.

**Juniper Berries**—Market is active and prices are higher, and they seem to be getting a fair share of attention.

**Leaves**—Demand is good for senna and values are steady.

**Lycodium**—The market is weak and demoralized, there being pressure to sell and an entire absence of demand.

**Morphine**—Moderate consuming demand but the market is tame.

**Opium**—Demand has very perceptibly lessened.

**Podophyllin**—Scarcity and enhanced cost of mandrake root have resulted in advanced quotations.

**Roots**—Good seasonable demand for ipecac and prices remain firm. Jalap is steady. Mexican sarsaparilla is very dull. Possibly small lots of mandrake might be picked up, but the stock is practically exhausted. Gentian is very firm at the late advance. St. Vincent arrowroot is higher, being very scarce, with only small quantities obtainable.

**Seeds**—Coriander, market is active and strong. Celery is unsettled, with prices as variable as a woman's fancy. Demand for mustard has bettered in a general way, although there is no change to note in values. A good business is going forward in poppy. Local holders of German rape have advanced their

quotations, owing to higher prices abroad. Cardamons remain very strong at the advance mentioned in last week's issue.

**Sugar of Milk**—Demand is active, but the long-looked-for advance has not yet put in its appearance.

### Rumors About Camphor.

From the New York Shipping List.

In the early part of the week, advices were received from London by letter detailing a new campaign of operations in the crude camphor market, to the effect that a camphor refiner of large means in Hamburg had relieved the syndicate of the entire stock of crude controlled by it in the various markets. After the receipt of this unexpected intelligence, the announcement came by cable that the London price of crude had dropped 16s. This piece of information was a greater surprise than the first advices, but the amount of the decline proved to be a mistake, as subsequent cables made a correction of 5s.

The manner of communicating the information indicated an unsettled state of affairs in London, as if the market there had been greatly disturbed by conflicting rumors, and efforts were made to get at the actual trouble, without success. Interested parties here hardly know what to think of the situation abroad, but they are patiently awaiting a confirmation or denial of the reports. It is believed that manipulation of some sort is in progress, but it is hard to realize that the bluffing syndicate has succeeded in unloading its stock and deserted the market. If the Hamburg refiner referred to has complete control, it remains to be seen how the one-man power will influence the Formosa market. The reported decline in price of crude, following the alleged retirement of the syndicate, is one of the puzzling features, but it may be classed among the peculiar speculative tactics for which London is noted. The local market has not been influenced a particle by the rumors.

### The Sultan of Turkey a Bad Debtor.

From the New York Tribune.

A certain lumber firm of this city more than two years ago shipped to the Sultan of Turkey several thousand dollars' worth of its most valuable goods. The order included mahogany and ebony logs of unusual size, and of the finest coloring and general quality that could be obtained. The payment, or rather the promise to pay, was in the shape of a draft on the Sultan, the money to be forthcoming upon the arrival of the logs at Constantinople. Naturally the American firm regarded the Imperial Treasury of Turkey as good for the price of a shipment of lumber.

In due time the mahogany and the ebony reached the Golden Horn, and the Mediterranean Steamship Company sent in to the shippers a gentle reminder that the settlement of freight charges was in order. But meanwhile nothing had been heard from the Sultan or his agents, and the New York lumber dealers did not fancy being held responsible for charges upon goods which were not yet paid for. Cable dispatches and letters were sent to the Porte, but the "Sick Man of Europe" was apparently too busy attending to his Armenian subjects to be able to look after such trifles as settling with American creditors. No satisfactory response of any sort could be obtained.

Then the lumber firm made application to Mavroyeni Bey, at that time the Turkish Minister at Washington. He promised to see that his sovereign paid the bill without further delay, and the hopes of the dealers were again raised. But not even Mavroyeni Bey was able to open the Sultan's purse-strings. The Armenian question still absorbed his attention. Mavroyeni Bey was recalled without having accomplished this bit of work. The firm had a lawyer working on the case, but had for months practically abandoned all idea of ever getting the money.

On the last day of October, very appropriately on the occasion of the great

sound-money parade in this city, things took a most unexpected and joyful turn. Influenced afar off, it may be, by the prevailing American sentiment in favor of paying one's debts honestly, the Sultan, too, decided against repudiation, and about noon on that day word was sent to the firm that the draft had been paid. Since then the actual money has been received.

The moral of this transaction would seem to be that, if you have business dealings with Abdul Hamid II., you must be content to wait a while for your money, he being a slow debtor, but one who will come around at last if you give him plenty of time.

### The Little Dishonesties.

Fight shy of deceptions—even small deceptions. When asked if an article be so and so, though it may be quite as meritorious as that desired, do not say that it is just the thing asked for if it isn't. Many merchants consider it policy and necessary in trade to tell these little fibs. Nothing of the sort. Though likely plenty of patrons never find out how "their eye has been shut up," there are many who do realize it, and soon lose confidence, which, once lost, may never be regained. Honesty in small things should be reckoned as part of the assets of a merchant.

Belgium is no longer the most densely populated country in Europe. It has 202 inhabitants to the square mile, while Saxony has 234.

### Do Not Cut Too Much.

In the effort to economize do not cut the selling force to such an extent that customers are obliged to wait beyond a reasonable length of time in order to have their wants attended to. In fact this is not economy, but extravagance, for by this course dissatisfaction will soon arise and patronage be lost; consequently it will prove just the reverse of economical. It is a good plan, also, to provide for holiday trade by engaging salespeople some time ahead and having them drilled in their respective duties. By doing so they will be a help instead of a hindrance when the rush of trade is on. Who has not seen a lot of raw recruits called into action with the result that, being unacquainted with prices and methods, many a customer is lost and much dissatisfaction and annoyance caused, most of which could be remedied by the adoption of the above or a similar plan.

The Hudson-Kimberly Printing Co., in the person of its President, Treasurer and Secretary, has been indicted at Kansas City for distributing advertising cards on which had been stamped the imprint of a \$20 gold piece. The grand jury held that this constituted a serious offense against the Federal laws regulating counterfeiting.

### GINSENG ROOT

Highest price paid by

Write us.

PECK BROS.

## 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.



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

are made of the best imported stock.

## 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 Wholesale Druggists

If they cannot supply you write to me direct.

KALAMAZOO, MICH.



# GYPFINE

The permanent, beautiful finish.

The satisfactory, sanitary finish.

The economical finish—does not set in the dish.

The well-advertised finish—through newspapers and locally for each dealer.

Remember—GYPFINE is guaranteed. Send for prices, etc., to

DIAMOND WALL FINISH CO.,  
GRAND RAPIDS, MICH.


WHOLESALE PRICE CURRENT.

Advanced—Po. Mandrake Root, Po. Blood Root, Cardamon Seed.  
Declined—Balsam Tulu, Oil Anise, Turpentine.

<b>Acidum</b>	Aceticum..... 8 8@ 10	Benzoicum, German 75@ 80	Boricac..... 10	Carbolicum..... 26@ 40	Citricum..... 44@ 46	Hydrochlor..... 3@ 5	Nitrosum..... 8@ 10	Oxalicum..... 10@ 12	Phosphorium, dil..... 15	Salicylicum..... 45@ 50	Sulphuricum..... 13@ 15	Tannicum..... 1 40@ 1 60	Tartaricum..... 34@ 36																																																																																																																																																																																																																																																																												
<b>Ammonia</b>	Aqua, 16 deg..... 4@ 6	Aqua, 20 deg..... 6@ 8	Carbonas..... 13@ 14	Chloridum..... 12@ 14	<b>Aniline</b>	Black..... 2 00@ 2 25	Brown..... 8@ 10	Red..... 45@ 50	Yellow..... 2 50@ 3 00	<b>Bacca</b>	Cubee..... po. 18 13@ 15	Juniperus..... 6@ 8	Xanthoxylum..... 25@ 30																																																																																																																																																																																																																																																																												
<b>Balsamum</b>	Copaiba..... 55@ 60	Peru..... 2 60@ 2 80	Terabin, Canada..... 40@ 45	Tolutan..... 65@ 75	<b>Cortex</b>	Abies, Canadian..... 18	Cassia..... 12	Cinchona Flava..... 18	Euonymus atropurp..... 30	Myrica Cerifera, po..... 20	Prunus Virginl..... 10	Quillaja, gr'd..... 12	Sassafras..... po. 18 12	Ulmus..... po. 15, gr'd 15																																																																																																																																																																																																																																																																											
<b>Extractum</b>	Glycyrrhiza Glabra..... 24@ 25	Glycyrrhiza, po..... 28@ 30	Haematox, 15 lb box..... 11@ 12	Haematox, 18..... 13@ 14	Haematox, 1/8..... 14@ 15	Haematox, 1/4..... 16@ 17	<b>Ferru</b>	Carbonate Precip..... 15	Citrate and Quinia..... 2 25	Citrate Soluble..... 80	Ferrocyanidum Sol..... 15	Solut. Chloride..... 12	Sulphate, com'l..... 2	Sulphate, com'l, by bbl, per cwt..... 35	Sulphate, pure..... 7																																																																																																																																																																																																																																																																										
<b>Flora</b>	Arnica..... 12@ 14	Anthemis..... 18@ 25	Matricaria..... 25@ 30	<b>Folia</b>	Barosma..... 15@ 20	Cassia Acutifol, Tinnevely..... 18@ 25	Cassia Acutifol, Alx..... 25@ 30	Salvia officinalis, 1/4 and 1/8..... 12@ 20	Ura Ursi..... 8@ 10	<b>Gummi</b>	Acacia, 1st picked..... @ 65	Acacia, 2d picked..... @ 45	Acacia, 3d picked..... @ 35	Acacia, sifted sorts..... 28	Acacia, po..... 60@ 80	Aloe, Barb, po. 20@ 28	Aloe, Cape..... po. 15 @ 12	Aloe, Socotri..... po. 40 @ 30	Ammoniac..... 55@ 60	Assafoetida..... po. 30 22@ 25	Benzoinum..... 50@ 55	Catechu, Is..... @ 13	Catechu, 1/4..... @ 15	Catechu, 1/8..... @ 16	Camphore..... 53@ 58	Euphorbium, po. 35 @ 10	Galbanum..... @ 1 00	Gamboge po..... 65@ 70	Gualiacum..... po. 35 @ 4 00	Kino..... po. \$4.00 @ 65	Mastic..... @ 40	Myrrh..... po. 45 @ 35	Opil..... po. \$3.30@ 3.50 2 35@ 2 40	Shellac..... 4@ 6	Shellac, bleached..... 40@ 45	Tragacanth..... 50@ 80																																																																																																																																																																																																																																																					
<b>Herba</b>	Absinthium, oz. pkg..... 25	Eupatorium, oz. pkg..... 25	Lobelia..... oz. pkg 28	Majoram..... oz. pkg 28	Mentha Pip..... oz. pkg 28	Mentha Vir..... oz. pkg 25	Rue..... oz. pkg 25	Tanacetum Voz..... pkg 22	Thymus, V..... oz. pkg 25	<b>Magnesia</b>	Calined, Pat..... 55@ 60	Carbonate, Amare..... 30@ 25	Carbonate, K. & M..... 20@ 22	Carbonate, Jennings..... 35@ 36	<b>Oleum</b>	Absinthium..... 3 25@ 3 50	Amygdala, Dulo..... 30@ 25	Amygdala, Amare..... 8 00@ 8 50	Anisi..... 3 40@ 2 50	Aurant Cortex..... 2 30@ 2 40	Bergamii..... 2 2@ 2 30	Cajuputi..... 70@ 75	Caryophylli..... 53@ 58	Cedar..... 35@ 65	Chenopadii..... @ 2 50	Cinnamoni..... 2 25@ 2 50	Citronella..... 40@ 45	Conium Mac..... 35@ 65	Copaiba..... 90@ 100	Cubeba..... 1 50@ 1 60	Execchthos..... 1 20@ 1 30	Erigeron..... 1 20@ 1 30	Gaultheria..... 1 50@ 1 60	Geranium, ounce..... @ 75	Gossippi, Sem. gal..... 50@ 60	Hedeoma..... 1 0@ 1 10	Junipera..... 1 50@ 2 00	Lavendula..... 9@ 10	Limonis..... 1 30@ 1 50	Mentha Piper..... 1 6@ 2 20	Mentha Verid..... 2 65@ 2 75	Morrhuae, gal..... 2 00@ 2 10	Myrcia, ounce..... @ 50	Olive..... 75@ 100	Peis Liquida..... 10@ 12	Peis Liquida, gal..... @ 35	Ricina..... 90@ 100	Rosmarini..... @ 1 00	Rose, ounce..... 6 50@ 8 50	Succini..... 40@ 45	Sabina..... 90@ 100	Santal..... 2 50@ 2 70	Sassafras..... 58@ 63	Sinapis, ess., ounce..... @ 65	Thigly..... 1 20@ 1 25	Thyme..... 40@ 50	Thyme, opt..... @ 60	Theobromas..... 15@ 20	<b>Potassium</b>	Bi-Barb..... 15@ 18	Bichromate..... 13@ 15	Bromide..... 48@ 51	Carb..... 12@ 15	Chlorate, po. 17@ 19c 16@ 18	Cyanide..... 50@ 55	Iodide..... 2 90@ 3 00	Potassa, Bitart, pure..... 27@ 30	Potassa, Bitart, com..... @ 15	Potass Nitras, opt..... 8@ 10	Potass Nitras..... 7@ 9	Prussiate..... 25@ 28	Sulphate po..... 15@ 18	<b>Radix</b>	Aconitvm..... 20@ 25	Althae..... 22@ 25	Anchusa..... 12@ 15	Arum po..... @ 25	Calamus..... 20@ 40	Gentiana..... po. 15 12@ 15	Glycyrrhiza, po. 15 16@ 18	Hydrastis Canaden..... @ 35	Hydrastis Can., po..... @ 40	Hellebore, Alba, po..... 15@ 20	Inula, po..... 15@ 20	Ipeacac, po..... 1 65@ 1 75	Iris plox..... po. 35@ 38	Jalapra, pr..... 40@ 45	Maranta, 1/4..... @ 35	Podophyllum, po..... 18@ 20	Rhei..... 75@ 80	Rhei, cut..... @ 25	Rhei, pv..... 75@ 85	Rhizoma..... 35@ 38	Sanguinaria..... po. 20 @ 18	Serpentaria..... 30@ 35	Senega..... 40@ 45	Similax, officinalis H..... @ 40	Similax, M..... @ 25	Squilla..... po. 35 10@ 12	Symplocarpus, Fectidus, po..... @ 25	Valeriana, Eng. po. 30 @ 25	Valeriana, German..... 15@ 20	Zingiber a..... 12@ 16	Zingiber j..... 25@ 27	<b>Semen</b>	Anisum..... po. 15 @ 12	Apium (graveleons)..... 13@ 15	Bird, Is..... 4@ 6	Carui..... po. 18 10@ 12	Cardamon..... 1 25@ 1 75	Coriandrum..... 8@ 10	Cannabis Sativa..... 3 1/2@ 4	Cydonium..... 75@ 1 00	Fenugreek..... 10@ 12	Foenugreek, po..... @ 8	Lini..... 2 1/4@ 4	Lini, gr'd..... bbl. 2 1/4 @ 3 1/4	Lobelia..... 35@ 40	Pharlaris Canarian..... 3 1/2@ 4	Rapa..... 4 1/2@ 5	Sinapis Albu..... 7@ 8	Sinapis Nigra..... 11@ 12	<b>Spiritus</b>	Frumenti, W. D. Co. 2 00@ 2 50	Frumenti, D. F. R..... 2 00@ 2 25	Frumenti..... 1 25@ 1 50	Juniperis Co. O. T..... 1 65@ 2 00	Juniperis Co..... 1 75@ 3 50	Saacharum N. E..... 1 90@ 2 10	Spt. Vini Galli..... 1 75@ 6 50	Vini Oporto..... 1 25@ 2 00	Vini Alba..... 1 25@ 2 00	<b>Sponges</b>	Florida sheeps' wool carriage..... 2 50@ 2 75	Nassau sheeps' wool carriage..... @ 2 00	Velvet extra sheeps' wool, carriage..... @ 1 10	Extra yellow sheeps' wool, carriage..... @ 85	Grass sheeps' wool, carriage..... @ 65	Hard, for slate use..... @ 75	Yellow Reef, for slate use..... @ 1 40	<b>Syrups</b>	Acacia..... @ 50	Aurant Cortes..... @ 50	Zingiber..... @ 50	Ipeacac..... @ 60	Ferri Iod..... @ 50	Rhei Arom..... @ 50	Smilax Officialis..... 50@ 60	Senega..... @ 50	Scilla..... @ 50	Scilla Co..... @ 50	Tolutan..... @ 50	Prunus virg..... @ 50	<b>Tinctures</b>	Aconitum Napellis R..... 50	Aconitum Napellis F..... 60	Aloes..... 60	Aloes and Myrrh..... 60	Arnica..... 50	Assafoetida..... 50	Atrope Belladonna..... 50	Aurant Cortex..... 50	Benzoin Co..... 50	Barosma..... 50	Cantharides..... 75	Capsicum..... 50	Cardamon..... 75	Cardamon Co..... 75	Castor..... 1 00	Catechu..... 50	Cinchona..... 50	Cinchona Co..... 50	Columba..... 50	Cubeba..... 50	Cassia Acutifol..... 50	Cassia Acutifol Co..... 50	Digitalis..... 50	Ergot..... 50	Ferri Chloridum..... 35	Gentian..... 50	Gentian Co..... 50	Guaiaca..... 50	Guaiaca ammon..... 50	Hyoscyamus..... 50	Iodine..... 75	Iodine, colorless..... 75	Kino..... 50	Lobelia..... 50	Myrrh..... 50	Nux Vomica..... 50	Opil, camphorated..... 50	Opil, deodorized..... 1 50	Quassia..... 50	Rhatany..... 50	Rhei..... 50	Sanguinaria..... 50	Serpentaria..... 50	Stromonium..... 60	Tolutan..... 60	Valerian..... 50	Veratrum Veride..... 50	Zingiber..... 20	<b>Miscellaneous</b>	Ether, Spts, Nit. 3 F..... 30@ 35	Ether, Spts, Nit. 4 F..... 34@ 38	Alumen..... 24@ 3	Alumen, gro'd..... po. 7 3@ 4	Annatto..... 40@ 50	Antimoni, po..... 4@ 5	Antimoni et PotassT..... 55@ 60	Antipyrin..... @ 1 40	Antifebrin..... @ 15	Argentum Nitras, oz..... @ 55	Arsenicum..... 10@ 12	Balm Gilead Bud..... 38@ 40	Bismuth S. N..... 1 00@ 1 10	Calcium Chlor., Is..... @ 9	Calcium Chlor., 1/4..... @ 10	Calcium Chlor., 1/8..... @ 12	Cantharides, Rus. po..... @ 18	Capsiei Fructus, af..... @ 15	Capsiei Fructus, po..... @ 15	Caryophyllus..... po. 15 10@ 12	Carmine, No. 40..... @ 3 75	Cera Alba, S. & F..... 50@ 55	Cera Flava..... 40@ 42	Coccus..... @ 40	Cassia Fructus..... @ 27	Centaria..... @ 10	Cetaceum..... @ 45	Chloroform..... 60@ 63	Chloroform, squibbs..... @ 1 35	Chloral Hyd Crst..... 1 15@ 1 30	Chondrus..... 20@ 25	Cinchonidine, P. & W..... 20@ 25	Cinchonidine, Germ..... 15@ 22	Cocaine..... 4 3@ 4 50	Corks, list, dis. pr. et. Creosotum..... @ 65	Creta..... bbl. 75 @ 2	Creta, prep..... @ 5	Creta, precip..... 9@ 11	Creta, Rubra..... 8	Crocus..... 50@ 55	Cudbear..... @ 24	Cupri Sulph..... 5@ 6	Dextrine..... 10@ 12	Ether Sulph..... 75@ 90	Emery, all numbers..... @ 8	Emery, po..... @ 6	Ergota..... po. 40 30@ 35	Flake White..... 12@ 15	Galla..... @ 23	Gambier..... 8@ 9	Gelatin, Cooper..... @ 60	Gelatin, French..... 3@ 50	Glassware, flint, box..... 60, 10, & 10	Less than box..... @ 60	Glue, brown..... 9@ 12	Glue, white..... 13@ 25	Glycerina..... 19@ 26	Grana Paradisi..... @ 15	Humulus..... 25@ 55	Hydraag Chlor Mite..... @ 75	Hydraag Chlor Cor..... @ 65	Hydraag Ox Rub'm..... @ 85	Hydraag Ammoniaci..... @ 95	Hydraag Unguentum..... 45@ 55	Hydrargyrum..... @ 60	Ichthyobolla, Am..... 1 25@ 1 50	Indigo..... 75@ 1 00	Iodine, Resubi..... 3 80@ 3 90	Iodoform..... @ 4 70	Lupulin..... @ 2 25	Lycopodium..... 50@ 55	Macis..... 65@ 75	Liquor Arsen et Hydrag Iod..... @ 27	Liquor PotassArsinit..... 10@ 12	Magnesia, Sulph..... 2@ 3	Magnesia, Sulph, bbl..... @ 1 1/4	Mannia, S. F..... 50@ 90	Menthol..... @ 3 50

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..... @ 40	Snuff, Macaboy, De Voes..... @ 34	Neatsfoot, winter str..... 65	70
Myristica, No. 1..... 65@ 80	Snuff, Scotch, DeVo's..... @ 34	Spirits Turpentine..... 33	40
Nux Vomica..... po. 20 @ 10	Soda Boras..... @ 6	<b>Paints</b>	
Os Sepia..... 15@ 18	Soda Boras, po..... @ 6		
Pepsin Saac, H. & P. D. Co..... @ 1 00	Soda et Potass Tart..... 2@ 28	Red Venetian..... 1 1/2@ 2 @ 8	
Picis Liq. N. N. 1/2 gal..... @ 2 00	Soda, Carb..... 1 1/2@ 2	Ochre, yellow Mars..... 1 1/2@ 2 @ 4	
Picis Liq., quarts..... @ 1 00	Soda, Bi-Carb..... 3@ 5	Ochre, yellow Ber..... 1 1/2@ 2 @ 3	
Picis Liq., pints..... @ 85	Soda, Ash..... 3 1/2@ 4	Putty, commercial..... 2 1/2@ 2 1/2 @ 3	
Pil Hydrarg..... po. 80 @ 50	Spts, Sulphus..... @ 2	Putty, strictly pure..... 2 1/2@ 2 1/2 @ 3	
Piper Nigra..... po. 22 @ 18	Spts, Ether Co..... 50@ 55	Vermillion, Prime American..... 13@ 15	
Plix Burgun..... @ 7	Spts, Myrcia Dom..... @ 2 00	Vermillion, English..... 70@ 75	
Plumbi Acet..... 10@ 12	Spts, Vini Rect. bbl..... @ 2 37	Green, Paris..... 15 @ 24	
Pulvis Ipeacac et Opil..... 10@ 1 20	Spts, Vini Rect. 1/2 bbl..... @ 2 42	Green, Peninsular..... 13@ 16	
Pyrethrum, boxes H. & P. D. Co., doz..... @ 1 25	Spts, Vini Rect. 10 gal..... @ 2 45	Lead, Red..... 5 1/4@ 5 1/4	
Quinia, S. P. & W..... 27@ 32	Spts, Vini Rect. 5 gal..... @ 2 47	Lead, white..... 5 1/4@ 5 1/4	
Quinia, S. German..... 23@ 28	Less 5c gal, cash 10 days..... 1 40@ 1 45	Whiting, white Span..... @ 70	
Quinia, N. Y..... 25@ 30	Strychnia, Crystall..... 1 40@ 1 45	Whiting, gilders..... @ 90	
Rubia Tinctorum..... 12@ 14	Sulphur, Subl..... 2 1/2@ 3	White, Paris Amer..... @ 1 00	
Saccharum Lactis pv..... 24@ 26	Sulphur, Roll..... 2@ 2 1/4	Whiting, Paris Eng. cliff..... @ 1 40	
Salicin..... 3 00@ 3 10	Tamarindus..... 8@ 10	Universal Prepared..... 1 00@ 1 15	
Sanguis Draconis..... 40@ 50	Terbenth Venice..... 28@ 30	<b>Varnishes</b>	
Sapo, W..... 12@ 14	Theobromas..... 42@ 45	No. 1 Turp Coach..... 1 10@ 1 20	
Sapo, M..... 10@ 12	Vanilla..... 9 00@ 16 00	Extra Turp..... 1 60@ 1 70	
Sapo, G..... @ 15	Zinci Sulph..... 7@ 8	Coach Body..... 2 75@ 3 00	
Siedlitz Mixture..... 20 @ 22	<b>Oils</b>	No. 1 Turp Furn..... 1 00@ 1 10	
	Whale, winter..... BBL. GAL. 70 70	Extra Turp Damar..... 1 55@ 1 80	
	Lard, No. 1..... 40 45	Jap. Dryer, No. 1 Turp..... 70@ 75	
	Lard, No. 1..... 35 40		

# 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
Frazier's	75 9 00
IXL Golden, tin boxes	75 9 00
Mica	70 8 00
Paragon	55 6 00
BAKING POWDER.	
Absolute.	
1/4 lb cans doz	45
1/2 lb cans doz	85
1 lb cans doz	1 50
Acme.	
1/4 lb cans 3 doz.	45
1/2 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00
Bulk	10
El Purity.	
1/4 lb cans per doz.	75
1/2 lb cans 4 doz case.	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
BATH BRICK.	
American	70
English	80
BLUING.	
<b>CONDENSED PEARL BLUING</b>	
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	8 1/2
CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem, Ex. Sifted.	1 55
CATSUP.	
Columbia, pints	4 25
Columbia, 1/2 pints.	2 50
CHEESE.	
Acme	10 1/2
Amby	10 1/2
Butternut	9 1/2
Byron	9
Carson City	10
Gold Medal	10
Ideal	10 1/2
Jersey	10
Lenawee	9 1/2
Oakland County	10
Riverside	10
Sparta	10 1/2
Springdale	10 1/2
Brick	9
Edam	7 1/2
Leiden	19
Limburger	15
Pineapple	60 95
Sap Sago	20
Chicory.	
Bulk	5
Red	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet	22
Premium	31
Breakfast-Cocoa	42

CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	95
CLOTHES PINS.	
5 gross boxes	45
COCOA SHELLS.	
20 lb bags	2 1/2
Less quantity	3
Pound packages	4
CREAM TARTAR.	
Strictly Pure, wooden boxes.	35
Strictly Pure, tin boxes	37
COFFEE.	
Green.	
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	28
State House Blend	23
Package.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle	17 00
Jersey	17 00
McLaughlin's XXXX	17 00
Extract.	
Valley City 1/2 gross	75
Felix 1/2 gross	1 15
Hummel's foil 1/2 gross	85
Hummel's tin 1/2 gross	1 43
Kneipp Malt Coffee.	
1 lb. packages, 50 lb. cases	9
1 lb. packages, 100 lb. cases	9
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 25
	
Peerless evaporated cream 5 75	

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
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
30 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50
Credit Checks.	
500, any one denom'n	3 00
1000, any one denom'n	5 00
2500, 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 @ 7
Peaches	5 @ 9
Pears	6 @ 7
Pitted Cherries	6 @ 7
Prunelles	6 @ 7
Raspberries	6 @ 7
California Prunes.	
100-120 25 lb boxes	5 1/2
90-100 25 lb boxes	5 1/2
80-90 25 lb boxes	5 1/2
70-80 25 lb boxes	5 1/2
60-70 25 lb boxes	5 1/2
50-60 25 lb boxes	5 1/2
40-50 25 lb boxes	5 1/2
30-40 25 lb boxes	5 1/2
1/2 cent less in bags	
Raisins.	
London Layers 3 Crown	1 60
London Layers 5 Crown	2 50
Dehesias	3 50
Loose Muscates 2 Crown	5 1/2
Loose Muscates 3 Crown	6 1/2
Loose Muscates 4 Crown	7 1/2
FOREIGN.	
Currants.	
Patras bbis	5
Vostizas 50 lb cases	5 1/2
Cleaned, bulk	6 1/2
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	9 1/2
Sultana 5 Crown	10

FARINACEOUS GOODS.	
Farina.	
Bulk	3
Grits.	
Walsh-DeRoo Co.'s	2 25
Hominy.	
Barrels	3 25
Flake, 50 lb. drums	1 50
Lima Beans.	
Dried	3 1/2
Maccaroni 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 01
Monarch, bbl	4 50
Monarch, 1/2 bbl	2 50
Private brands, bbl	4 35
Private brands, 1/2 bbl	2 30
Quaker cases	3 20
Oven Baked	3 25
Sago.	
German	4
East India	3 1/2
Wheat.	
Cracked, bulk	3
24 2 lb packages	2 40
Fish.	
Cod.	
Georges cured	3 1/2
Georges genuine	4 1/2
Georges selected	5
Strips or bricks	5 @ 8
Halibut.	
Chunks	10
Strips	9
Herring.	
Holland white hoops keg	60
Holland white hoops bbl	8 00
Norwegian	2 50
Round 40 lbs	1 30
Sealed	11
Flackerel.	
No. 1 100 lbs.	11 50
No. 1 40 lbs.	4 90
No. 1 10 lbs.	1 30
No. 2 100 lbs.	8 00
No. 2 40 lbs.	3 50
No. 2 10 lbs.	95
Family 90 lbs	10
Family 10 lbs	10
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
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla	1 20
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	
No. 2 Home	1 65
D. C. Lemon	1 70
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	
Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	
	
Regular Grade Lemon.	
2 oz.	75
4 oz.	1 50
Regular Vanilla.	
2 oz.	1 20
4 oz.	2 40
XX Grade Lemon.	
2 oz.	1 50
4 oz.	3 00
XX Grade Vanilla.	
2 oz.	1 75
4 oz.	3 50
GUNPOWDER.	
Rifle—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	30
1/2 lb cans	18
Choke Bore—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34
Eagle Duck—Dupont's.	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45
HERBS.	
Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50
JELLY.	
15 lb pails	33
17 lb pails	43
30 lb pails	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
	
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 70
No. 2 Home	1 10
Export Parlor	4 00
MOLASSES.	
Blackstrap.	
Sugar house	10 @ 12
Cuba Baking.	
Ordinary	12 @ 14
Porto Rico.	
Prime	20
Fancy	30

New Orleans.	
Fair	18
Good	22
Extra good	24
Choice	27
Fancy	30
Half-barrels 3c extra.	
PICKLES.	
Medium.	
Barrels, 1,200 count	3 50
Half bbls, 600 count	2 25
Small.	
Barrels, 2,400 count	4 50
Half bbls, 1,300 count	2 75
PIPES.	
Clay, No. 216	1 70
Clay, T. D. full count	65
Cob. No. 3	1
POTASH.	
48 cans in case.	
Babbitt's	4 00
Penna Salt Co.	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, bbis.	1 10
Granulated, 100 lb cases	1 50
Lump, bbis.	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

SALT. Diamond Crystal. Cases, 24 3-lb boxes... 1 60 Barrels, 100 3 lb bags... 2 75 Barrels, 40 7 lb bags... 2 50 Butter, 56 lb bags... 65 Butter, 20 14 lb bags... 3 00 Butter, 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 Higgins. 56-lb dairy in linen sacks... 60 Solar Rock. 56-lb sacks... 21 Common Fine. Saginaw... 60 Manistee... 60 SODA. Boxes, English... 5 1/2 Kegs, English... 4 1/2 STARCH. Diamond. 64 10c packages... 5 00 128 5c packages... 5 00 32 10c and 64 c packages... 5 66 Kingsford's Corn. 20 1-lb packages... 6 1/4 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 1/4 3-lb packages... 4 1/4 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 Kitch'en 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 60s... 2 75 Mystic White... 3 90 Lotus... 3 90 Oak Leaf... 3 90 Old Style... 3 20 Happy Day... 3 10

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 00 Domino... 4 87 Cubes... 4 62 Powdered... 4 62 XXXX Powdered... 4 75 Mould A... 4 62 Granulated in bbls... 4 37 Granulated in bags... 4 37 Fine Granulated... 4 37 Extra Fine Granulated... 4 50 Extra Coarse Granulated... 4 50 Diamond Confec. A... 4 37 Confec. Standard A... 4 25 No. 1... 4 00 No. 2... 4 00 No. 3... 4 00 No. 4... 3 94 No. 5... 3 87 No. 6... 3 81 No. 7... 3 75 No. 8... 3 69 No. 9... 3 62 No. 10... 3 56 No. 11... 3 50 No. 12... 3 44 No. 13... 3 37 No. 14... 3 31 No. 15... 3 25 TABLE SAUCES. Lea & Perrin's, large... 4 75 Lea & Perrin's, small... 2 75 Halford, large... 3 75 Halford, small... 2 25 Salad Dressing, large... 4 55 Salad Dressing, small... 2 65 TOBACCO. Cigars. G. J. Johnson's brand

Candies. Stick Candy. Standard... 5 1/2 @ 7 Standard H. H... 5 1/2 @ 7 Standard Twist... 6 @ 7 Cut Leaf... 7 1/2 @ 8 1/2 Extra H. H... @ 8 1/2 Boston Cream... @ 8 1/2 Competition... @ 6 1/2 Standard... @ 6 1/2 Leader... @ 7 Conserves... @ 7 Royal... @ 7 1/2 Ribbon... @ 8 Broken... @ 8 Cut Leaf... @ 8 English Rock... @ 8 Kindergarten... @ 8 1/2 French Cream... @ 9 Vandy Pan... @ 10 Dally Cream... @ 10 Fancy - In Bulk. Lozenges, plain... @ 8 1/2 Lozenges, printed... @ 8 1/2 Choc. Drops... 11 @ 14 Choc. Mountments... @ 12 1/2 Gum Drops... @ 5 Moss Drops... @ 7 1/2 Sour Drops... @ 8 1/2 Imperials... @ 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 Imperials... @ 60 Mottos... @ 65 Cream Bar... @ 50 Molasses Bar... @ 50 Hand Made Creams... 80 @ 90 Plain Creams... 60 @ 90 Decorated Creams... @ 90 String Rock... @ 60 Burnt Almonds... 1 25 @ Wintergreen Berries... @ 55 Caramels. No. 1 wrapped, 2 lb. boxes... @ 30 No. 1 wrapped, 3 lb. boxes... @ 45 No. 2 wrapped, 2 lb. boxes... @ 45

Grains and Feedstuffs. Wheat. Wheat... 86 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 00 Laurel, 1/4s... 4 90 Laurel, 1/8s... 4 85 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... 27 Less than car lots... 30 Oats. Car lots... 22 Car lots, clipped... 21 Less than car lots... 23 Hay. No. 1 Timothy carlots... 10 00 No. 1 Timothy, ton lots... 11 00

Provisions. Swift & Company quote as follows: Barreled Pork. Mess... 8 00 Back... 8 75 Clear back... 8 50 Short cut... 8 50 Pig... 11 50 Bean... 7 75 Family... 9 00 Dry Salt Meats. Bellies... 5 Extra shorts... 4 1/2 Smoked Meats. Hams, 12 lb average... 9 1/2 Hams, 14 lb average... 9 1/2 Hams, 16 lb average... 9 1/2 Hams, 20 lb average... 9 10 1/4 Ham dried beef... 10 1/4 Shoulders (N. Y. cut)... 5 1/4 Bacon, clear... 5 1/2 California hams... 5 1/2 Boneless hams... 5 1/2 Cooked ham... 10 1/2 Lards. In Tierces. Compound... 4 1/2 55 lb Tubs... advance 1/2 80 lb Tubs... advance 1/4 50 lb Tins... advance 1/4 20 lb Pails... advance 1/2 10 lb Pails... advance 3/4 5 lb Pails... advance 1 1/2 Sausages. Bologna... 5 Liver... 6 1/2 Frankfurt... 6 1/2 Pork... 6 1/2 Tongue... 9 Head cheese... 6 Beef. Extra Mess... 7 00 Boneless... 10 00 Pigs' Feet. Kits, 15 lbs... 80 1/4 bbls, 40 lbs... 1 65 1/2 bbls, 80 lbs... 3 00 Tripe. Kits, 15 lbs... 75 1/4 bbls, 40 lbs... 1 50 1/2 bbls, 80 lbs... 2 75 Casings. Pork... 18 Beef rounds... 5 Beef middles... 7 Butterine. Rolls, dairy... 10 1/2 Solid, dairy... 10 Rolls, creamery... 14 1/2 Solid, creamery... 14 Canned Meats. Corned beef, 2 lb... 2 00 Corned beef, 14 lb... 14 00 Roast beef, 2 lb... 2 00 Potted ham, 1/2s... 90 Potted ham, 1/4s... 1 00 Deviled ham, 1/2s... 60 Deviled ham, 1/4s... 1 00 Potted tongue 1/2s... 60 Potted tongue 1/4s... 1 00 Hides and Pelts. Perkins & Hess pay as follows: Hides. Green... 5 1/2 @ 6 1/2 Part cured... 4 @ 7 Full Cured... 7 @ 8 Dry... 5 @ 7 Kips, green... 5 1/2 @ 6 1/2 Kips, cured... 7 @ 8 Calfskins, green... 6 @ 7 1/2 Calfskins, cured... 7 1/2 @ 9 Deaconskins... 25 @ 30 Pelts. Shearlings... 5 @ 10 Lambs... 25 @ 50 Old Wool... 40 @ 75 Mink... 30 @ 1 00 Skunk... 40 @ 80 Muskrats... 8 @ 12 Red Fox... 80 @ 1 25 Gray Fox... 30 @ 60 Cross Fox... 2 5 @ 5 00 Badger... 25 @ 50 Cat, Wild... 2 @ 30 Cat, House... 3 @ 5 00 Fisher... 10 @ 2 00 Lynx... 1 0 @ 2 00 Martin, Dark... 1 00 @ 2 50 Martin, Yellow... 65 @ 1 00 Otter... 4 50 @ 7 50 Wolf... 1 0 @ 2 00 Bear... 7 00 @ 15 00 Beaver... 2 00 @ 6 00 Deerskin, dry, per lb... 15 @ 25 Deerskin, gr'n, per lb... 10 @ 12 1/2 Wool. Washed... 10 @ 16 Unwashed... 5 @ 12 Miscellaneous. Tallow... 2 @ 3 Grease Butter... 1 @ 2 Switches... 1 1/2 @ 2 Ginseng... 2 50 @ 2 75 Oils. Barrels. Eocene... @ 10 1/2 XXX W. W. Mich. Hdt... @ 8 1/2 W. W. Michigan... @ 8 1/2 High Test Headlight... @ 7 1/2 D. S. Gas... @ 7 1/2 Deo. Naphtha... @ 8 1/2 Cylinder... @ 38 Engine... 11 @ 21 Black, winter... @ 9

Crockery and Glassware. AKRON STONWARE. Butters. 1/2 gal. per doz... 50 1 to 6 gal., per gal... 5 1/2 8 gal., per gal... 6 1/2 10 gal., per gal... 6 1/2 12 gal., per gal... 6 1/2 15 gal. meat-tubs, per gal... 8 20 gal. meat-tubs, per gal... 8 25 gal. meat-tubs, per gal... 10 30 gal. meat-tubs, per gal... 10 Churns. 2 to 6 gal., per gal... 5 1/2 Churn Dashers, per doz... 85 Milkpans. 1/2 gal. flat or rd. bot., doz... 60 1 gal. flat or rd. bot., each... 5 1/2 Fine Glazed Milkpans. 1/2 gal. flat or rd. bot., doz... 65 1 gal. flat or rd. bot., each... 5 1/2 Stewpans. 1/2 gal. fireproof, ball, doz... 85 1 gal. fireproof, ball, doz... 1 10 Jugs. 1/2 gal., per doz... 40 1 to 5 gal., per gal... 6 1/2 Tomato Jugs. 1/2 gal., per doz... 70 1 gal., each... 7 Corks for 1/2 gal., per doz... 20 Corks for 1 gal., per doz... 30 Preserve Jars and Covers. 1/2 gal., stone cover, doz... 75 1 gal., stone cover, doz... 1 00 Sealing Wax. 5 lbs. in package, per lb... 2 LAMP BURNERS. No. 0 Sun... 45 No. 1 Sun... 50 No. 2 Sun... 75 Tubular... 50 Security, No. 1... 65 Security, No. 2... 85 Nutmeg... 50 Arctic... 1 15 LAMP CHIMNEYS - Common. Per box of 6 doz. No. 0 Sun... 1 75 No. 1 Sun... 1 88 No. 2 Sun... 2 70 First Quality. No. 0 Sun, crimp top, wrapped and labeled... 2 10 No. 1 Sun, crimp top, wrapped and labeled... 2 25 No. 2 Sun, crimp top, wrapped and labeled... 3 25 XXX Flint. No. 0 Sun, crimp top, wrapped and labeled... 2 55 No. 1 Sun, crimp top, wrapped and labeled... 2 75 No. 2 Sun, crimp top, wrapped and labeled... 3 75 CHIMNEYS - Pearl Top. No. 1 Sun, wrapped and labeled... 3 70 No. 2 Sun, wrapped and labeled... 4 70 No. 2 Linge, wrapped and labeled... 4 88 No. 2 Sun, "Small Bulb," for Globe Lamps... 80 La Bastie. No. 1 Sun, plain bulb, per doz... 1 25 No. 2 Sun, plain bulb, per doz... 1 35 No. 1 Crimp, per doz... 1 60 No. 2 Crimp, per doz... 1 60 Rochester. No. 1, Lime (65c doz)... 3 50 No. 2, Lime (70c doz)... 4 00 No. 2, Flint (80c doz)... 4 70 Electric. No. 2, Lime (70c doz)... 4 00 No. 2, Flint (80c doz)... 4 40 OIL CANS. Doz. 1 gal tin cans with spout... 1 60 1 gal galv iron with spout... 1 75 2 gal galv iron with spout... 3 00 3 gal galv iron with spout... 4 00 5 gal galv iron with spout... 5 00 5 gal galv iron with faucet... 6 00 5 gal Tilting cans... 9 00 5 gal galv iron Naeffas... 9 00 Pump Cans. 5 gal Rapid steady stream... 9 00 5 gal Eureka non-overflow... 10 50 3 gal Home Rule... 10 50 5 gal Home Rule... 12 00 5 gal Pirate King... 9 50 LANTERNS. No. 0 Tubular... 4 25 No. 1 B Tubular... 6 50 No. 13 Tubular Dash... 6 30 No. 1 Tub., glass fount... 7 00 No. 12 Tubular, sid. lamp... 14 00 No. 3 Street Lamp... 3 75 LANTERN GLOBES. No. 0 Tubular, cases 1 doz. each, box 10 cents... 45 No. 0 Tubular, cases 2 doz. each, box 15 cents... 45 No. 0 Tubular, bbls 5 doz. each, bbl 35... 40 No. 0 Tubular, bull's eye, cases 1 doz. each... 1 25 LAMP WICKS. No. 0 per gross... 20 No. 1 per gross... 25 No. 2 per gross... 38 No. 3 per gross... 58 Mammoth per doz... 70

S.C.W. S. C. W. H. & P. Drug Co.'s brand. Quintette... 35 00 Clark Grocery Co.'s brand. New Brick... 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 @ 3 50 Mexicans 150-176-200 @ 3 50 Lemons. Strictly choice 360s... @ 3 50 Strictly choice 300s... @ 4 50 Fancy 360s... @ 5 00 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 10 lb... @ 10 1/2 Figs, New Smyrna 20 lb... @ 13 Figs, Naturals in 30 lb. bags... @ 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... @

Fresh Meats. Beef. Carcase... 5 @ 7 Fore quarters... 4 @ 6 Hind quarters... 6 @ 7 1/2 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... @ 5 Shoulders... @ 5 Leaf Lard... @ 7 Mutton. Carcase... 5 @ 6 Spring Lambs... 6 1/2 @ 7 1/2 Veal. Carcase... 5 1/2 @ 7 Crackers. The N. Y. Biscuit Co. quotes as follows: Butter. Seymour XXX... 6 Seymour XXX, 3 lb. carton... 6 1/2 Family XXX... 6 Family XXX, 3 lb carton... 6 1/2 Salted XXX... 6 Salted XXX, 3 lb carton... 6 1/2 Soda. Soda XXX... 6 1/4 Soda XXX, 3 lb carton... 6 1/2 Soda, City... 6 1/2 Zephyrette... 7 1/2 Long Island Wafers... 11 L. I. Wafers, 1 lb carton... 12 Oyster. Square Oyster, XXX... 5 Sq. Oys. XXX, 1 lb carton... 7 Farina Oyster, XXX... 6 SWEET GOODS - Boxes. Animals... 11 1/2 Bent's Cold Water... 12 Belle Rose... 8 Cocoonant Taffy... 9 Coffee Cakes... 8 1/2 Frosted Honey... 12 Graham Crackers... 8 Ginger Snaps, XXX round... 7 Ginger Snaps, XXX city... 7 Gin. Snps, XXX home made... 7 Gin. Snps, XXX scalloped... 7 Sultanas... 8 Imperials... 8 1/2 Jumbles, Honey... 11 Molasses Cakes... 8 Marshmallow... 15 Marshmallow Creams... 16 Pretzels, hand made... 8 1/2 Pretzettes, Little German... 6 1/2 Sugar Cake... 12 Sultanas... 8 Sears Lunch... 7 1/2 Sears' Zephyrette... 10 Vanilla Square... 8 1/2 Vanilla Wafers... 14 Pecan Wafers... 16 Fruit Coffee... 10 Mixed Picnic... 10 1/2 Cream Jumbles... 11 1/2 Boston Ginger Nuts... 8 1/2 Chimmie Fadden... 10 Pineapple Glace... 16

Fish and Oysters. Fresh Fish. Per lb. Whitefish... @ 9 Trout... @ 9 Black Bass... @ 10 Halibut... @ 15 Ciscoses or Herring... @ 4 Bluefish... @ 11 Live Lobster... @ 18 Boiled Lobster... @ 20 Cod... @ 10 Haddock... @ 8 No. 1 Pickerel... @ 8 Pike... @ 6 Smoked White... @ 8 Red Snapper... @ 13 Col River Salmon... @ 12 1/2 Mackerel... @ 20 Oysters in Cans. F. H. Counts... @ 35 F. J. D. Selects... @ 27 Selects... @ 22 F. J. D. Standards... @ 21 Anchors... @ 18 Standards... @ 16 Favorite... @ 14 Oysters in Bulk. Counts... 1 75 Extra Selects... 1 60 Selects... 1 40 Anchor Standards... 1 05 Standards... 95 Clams... 1 25 Shell Goods. Oysters, per 100... 1 25 @ 1 50 Clams, per 100... 90 @ 1 00 Nuts. Almonds, Tarragona... @ 13 Almonds, Ivaca... @ 13 Almonds, California, soft shelled... @ 12 1/2 Brazil new... @ 8 Filberts... @ 11 Walnuts, Naples... @ 12 Walnuts, Calif No. 1... @ 11 Walnuts, soft shelled Calif... @ 12 Table Nuts, fancy... @ 12 Table Nuts, choice... @ 10 Pecans, Small... @ 6 Pecans, Ex. Large... @ 12 Pecans, Jumbos... @ 14 Hickory Nuts per bu., Ohio, new... @ 1 40 Cocoanuts, full sacks... @ 4 50 Butternuts per bu... @ 6 Black Walnuts per bu... @ 60 Peanuts. Fancy, H. P., Game Cocks... @ 4 1/2 Fancy, H. P., Flags... @ 4 1/2 Roasted... @ 4 1/2 Choice, H. P., Extras... @ 4 1/2 Choice, H. P., Extras, Roasted... @ 5 1/2

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 Lantz Bros. & Co.'s Brands. Acme... 2 85 Cotton Oil... 5 75 Marselles... 4 00 Master... 3 70 Henry Passolt's Brand. Single box... 2 85 5 box lots, delivered... 2 80 10 box lots, delivered... 2 75 25 box lots delivered... 2 65 Thompson & Chute's Brand. Single box... 3 00 5 box lot, delivered... 2 95 10 box lot, delivered... 2 85 25 box lot, delivered... 2 75

S.C.W. SOAP. 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

S.C.W. SOAP. 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

S.C.W. SOAP. 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

S.C.W. SOAP. 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

S.C.W. SOAP. 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

## Hardware

### The Hardware Market.

So far as general trade is concerned, conditions remain about the same as reported in our last issue. The desire to buy goods among the average dealers is not very marked. Everyone is pursuing a conservative policy, as the first of the year will soon be here, which will, with most of us, be inventory time, and no one is desirous of having more goods on hand at that time than are necessary. In some lines, where the merchant is positive advances will take place, moderate buying is being done.

**Wire Nails**—While the Association is still in existence and the prices at which the jobbers can buy their nails remain without change, a feeling that its dissolution is near at hand produced widespread demoralization among the jobbers and each one is trying to see who can unload his stock the quickest and how low a price it is necessary to make in order to induce the retail dealer to purchase. Prices are quoted at \$2.25 rates to everyone and we find a price of \$2 to be quite regular. This uncertain condition of the nail market will continue until December 1, when the next meeting of the Nail Association takes place. It is then hoped that some permanent action will be taken, either by the dissolution of the Association or the making of a lower price which will be satisfactory to all.

**Barbed Wire**—Owing to the recent advance in steel billets, manufacturers are withdrawing prices and at the present time are declining to make prices for spring shipment. They say, however, that in a few days they hope to be able to do so.

**Poultry Netting**—In our report a short time ago we mentioned that an agreement had been arrived at between all the manufacturers, making an advance in the price. We regret to say that, becoming suspicious of each other, they were unable to maintain this advance; and, while the price is not as yet as low as was made last season, it is gradually nearing that point.

**Window Glass**—No arrangement has yet been arrived at between the glass-makers and their workmen and there is no indication that there will be a resumption of the factories this year. The present condition of the markets is not, what is the price but, Have you the sizes wanted and may we have them at any price? Jobbers are nominally asking 60 and 20 per cent., and are filling very few orders, even at this price. In many instances dealers can only secure the size they want by paying as high as 60 per cent.

**Gas Pipe**—Manufacturers have advanced their prices another 5 per cent., and indications of still higher prices are more than evident.

### Get Ready for the Christmas Trade.

From the Toronto Merchant.

In these days of getting-ahead-of-your-neighbor, the retail merchant who doesn't take time by the forelock and take advantage of his earliest opportunities to get prepared for special seasons, such as the Christmas holiday trade, will simply find himself not in the race when the time arrives for doing the business. From now until the end of the year the fancy goods and toy department can be made one of the best paying ones in every general store if properly managed; there are probably fewer risks and larger returns from the notions stock than any other line, towards the approach of Christmas. But it will not do to wait until the season has arrived

to show the goods; too frequently as late as December 1st space is made on one of the upper floors to accommodate a stock of dolls and playthings that have been bought, and almost surreptitiously smuggled into the store. The regular customers make the discovery accidentally, sometimes even after their wants in this line have been supplied. The general public is supposed to be possessed of more than ordinary powers of second sight, for without a word of announcement they are expected to come in and buy, just as though it had been an everyday occurrence for them to get toys at that spot. Of course, not a thing must be carried over, so during the last few days preceding Christmas, when crowds are found in every store, some lively price-cutting has to be indulged in. The whole thing winds up with a balance on the wrong side of the ledger, and the venture is voted a failure. How could it be otherwise?

A new department must be well heralded or nobody outside a small circle will be aware of its existence. Dolls and picture-books are not the only articles necessary, either, to make an up-to-date toy or fancy goods department, and the goods provided for it should not be the exclusive perquisites of Santa Claus. His advent is too late for profitable business. The new venture should be started in good season and everything done to make it a pronounced success from the start, in order to counterbalance the price-cutting at the close. The earlier the merchant completes his purchases and arrangements the better are his chances for doing a large, profitable trade. The best way to buy, probably, is by a personal canvass of the markets, to see the latest novelties, games and puzzles that will interest and amuse both young and old; then get the exclusive right of them for your town, if possible, and advertise them in such a way that people will become curious to know more about them. If the article or lines selected possess merit, they will not only advertise your new department, but the whole store will reap the benefit. Devote a window, if possible, to articles suitable for prizes and presents, etc., that will be wanted for birthday parties, anniversaries and other social gatherings. Arrange special doll sales and set the children talking about your lines of toys. Keep things lively until the rush of Christmas buying sets in, and you will find the department will not only be profitable, but a great help.

Many country merchants lose thousands of dollars by neglecting to get ready in season for the fall and winter trade. Summer weather has lingered long and fondly this autumn, but snowflakes are about due, and the days when there will be an active demand for heavy goods for winter wear and use in a variety of ways are almost upon us. Are you fully ready to supply this demand? One reason why storekeepers accumulate so many unsalable articles is that they order too late. There is always, at this busy season of the year, more or less delay in obtaining and shipping goods. By the time the retailer receives the goods and gets them unpacked and displayed on his shelves and counters the demand for them may have ceased and the season be almost over. If the goods are carried over until the next season they become more or less out of style, shopworn and unsalable. Customers want novelties—goods that are fresh and new—and they want them when they ask for them. They do not want to be told that you will order them and hope to be able to supply them in a few days. The success of a retail merchant largely depends upon his shrewdness and judgment in anticipating the demands of his customers—in being able to say to every patron: "Yes, here it is; just what you want;" not "I will get it for you by and by." Every merchant should keep a stock-book and carefully note in it whatever goods he may be in need of. Think ahead; remember that Christmas, New Year's and other days are coming, when seasonable goods will be wanted. Have everything on hand in time; sell it off, and carry over as little as possible.

A large number of hardware dealers handle

## THE OHIO LINE FEED CUTTERS

### OHIO PONY CUTTER

Fig. 783. No. 11¼.

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 11¼ inch knife, and by very simple changes makes four lengths of cut.

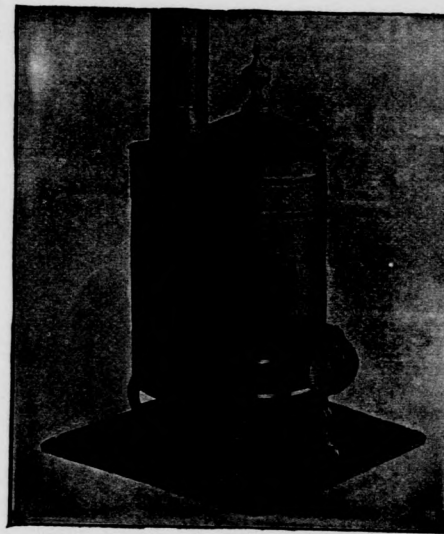
We also have a full line of larger machines, both for hand or power. Write for catalogue and prices.

ADAMS & HART, General Agents, Grand Rapids.

## AIR TIGHT HEATERS



FROM \$3.50 TO \$9.00 EACH.



Send for Catalogue.

## FOSTER, STEVENS & CO.,

GRAND RAPIDS.



## SMART SAYINGS.

## Short Catch Phrases and Pointed Paragraphs.

Notice. No matter what the other fellows advertise, bring us their ads. We will duplicate the same goods for less money.

It pays to talk truth in your advertisements. Business isn't necessarily a bunco game. Friends made for your business boom your receipts. Bargains, genuine ones, likewise.

"Touch the pocketbook and you touch the heart," goes the saying. We will touch your pocketbook lightly if you want to purchase a new one, because we sell you an excellent article at a small price.

Pick where you will through the Yerxa stocks and you'll save on anything you buy. No risk in grocery buying here—unless the risk of buying too little—for you'll not match the following offerings at the following prices in a hurry.

Grocery bargains are not inferior goods at a small price, but the best goods at a reasonable price. It's economy to buy the best and that is the reason why prudent buyers come to us, our patrons knowing that groceries of poor quality have no place in our store.

Odd pieces.—You pick up an odd chair, or a cabinet, or a table occasionally and pretty soon the parlor is elegantly furnished. You've hardly missed the money—you do miss the air of luxury such things give every day till you get them.

The cathode light penetrates everything. It is an eye that can look through steel, gaze through a brick wall; and see what is behind one of Secretary Carlisle's bond schemes, but Ley's prices can give it cards and spades and then beat it at pleasing the public.

Stringent times demand caution in business matters. Look through your insurance and see if it is placed in the strong companies represented at this agency. If it is not, give us a call and we will be glad to do your business—and do it well.

The strong eyes of the eagle may be yours if you will take the trouble to obtain this strength. The eyes are the only part of the body which get no vacation—no rest. Let us see if they need it—if they are weakening. Examination free.

The iris around the dove's neck, the peacock's iridescent beauty and the rainbow tints are all reproduced in the folds of the new novelty suits. We could as easily sketch the shifting beauty of an autumn sunset as describe these loom wonders. Come and see for yourself what art can do.

Test of time has stamped with approval those big "Domestic Loaves." Others have come and gone. But those substantial, old-fashioned, honest loaves are still in demand. A "good thing" is safe with an appreciative public—that is the reason we are baking so many of those loaves. Sample 'em and see.

Brains in your feet. There are evidences of brain work about my shoes—they were conceived by brainy designers; they were manufactured by brainy workmen; they have the impress of brains all over them in style, value and service, and they are worn by Denver's brainy people.

It's the perfect fit of our jackets—combined with faultless style and a reasonable price—that's rushing them out so fast. There's ample variety to choose from, too—you're not confined to one style—whatever's new is here, and there's nothing here that isn't.

We advertise more than ever, because we are receiving more goods than ever and selling more. With us the quality of advertising is not strained, but droppeth as the gentle rain from heaven upon the place beneath; into the public mind—it twice doth service: it blesseth him who prints and him who reads.

Your faithful \$3 feet are rendering you the best of service and deserve the best of \$3 shoes. Why not be as faithful to your feet as your feet are to you? If you have been wearing "ordinary" \$3 shoes, for a change give them the best \$3 shoe made—give them Fyfe's \$3

ladies' or gentlemen's shoe and note the decided difference.

Sticky prices. Prices that won't be forgotten—that are continually bobbing up—that's the reason we have so much trade. People are continually finding out what good stock we keep. Then we know how to run our business economically—we know where and how to buy, and that helps to make our prices the lowest.

Not anywhere else in the world are boys and children as well and as tastily dressed as in this land of the free. The boy of the wage-earner wears more becoming clothes here than the son of the banker in Europe. If you come to the Hub for boys' suits or reefers you'll get the best in the land at rock-bottom prices, and your money back any time you don't think so! We never cry "wolf" when there is no "wolf" in sight. (You know the old "fable.") We are as careful what we say in our advertisements as we would be if we were on a witness stand under oath, and would not for any consideration mislead or disappoint you by anything we say in our advertisements. When you see anything in our advertisements, it's so!—you can pin your faith to it.

A man in one of the hotels the other day offered to wager ten to one on a race horse. No one else offered to take it, so the elevator boy took him up. Manufacturers have been tempting us all season with extra inducements in underwear and hosiery. They needed money and were looking for large buyers. We took many of them up, and are prepared to give you the benefit of our close buying.

## It Is Poor Policy.

It is poor policy to take all the time entitled to pay a bill if it can be done sooner and the discount secured thereby. The merchant who allows bills to run their full limit fails to be received with the same favor as he who follows the rule of getting discounts wherever possible. Sellers are apt to be somewhat suspicious of him, thinking that he must be hard pushed to allow his obligations to run to the last hour, or else sadly lacking in business ability. They are, consequently, generally ready to draw the reins with a tight grip. On the other hand, prompt pay has no weights attached to it and is met with gilt-edged regard everywhere.

A Kansas City firm that makes canned soups of various sorts was surprised to receive from Rhode Island, the other day, an inquiry as to the terms at which it would sell "wishbones" in thousand lots. This request has revealed to the company a new source of income, and one not wholly unimportant. Hitherto the skeletons of the numerous fowls have been ground into fertilizer, but having discovered that there is a demand for "wishbones," to be used for various decorative and sentimental purposes, the Kansas City men think that, by properly pushing the trade, they can get more for this one bone than they have been receiving for all the rest.

An Eastern gentleman has the courage to tell laboring men this truth: "You have organized yourselves to such an extent that you will not let live either capital or the labor of other men beside yourselves; you still demand the old-time high wages, and occasionally strike for an advance; you discourage capital from engaging in enterprises in which you allow it no profit, and in this land of boasted liberty you rob your fellow-laborer of what should be his inalienable right to earn his daily bread. A debased currency and an extortionate tariff are great evils, but the unreasonable demands of organized labor are the worst of all."

Rev. Miles Grant, of Boston, thinks he has solved the problem of living. He is a strict vegetarian, and never uses meat, pies, cakes, tea, coffee, sugar, salt or spices. His daily food is unleavened graham bread, vegetables, cheese and milk, and he says that he lives well at a cost of 87 cents a week, the result being that he is healthy and strong.

## 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; 26 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	17
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 15
Wire nails, base.....	2 25
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	75
Finish 10.....	90
Finish 8.....	10
Finish 6.....	90
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	\$150
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c 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
Japaned 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.....	80
Mitre.....	80
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.....	60
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
30x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
30x28 IC, Charcoal, Allaway Grade.....	9 00
30x28 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, }	
TRADESMAN ITEMIZED LEDGERS	
Size 8 1-2x14—Three Columns.	
2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00
Invoice Record or Bill Book.	
80 Double Pages, Registers 2,880 Invoices.....	\$2 00
TRADESMAN COMPANY	
GRAND RAPIDS.	

## A SHORT BOOM.

One of the most interesting phases of the later portion of the political campaign and its ending was its effect upon the business situation. The pressure of political distraction and uncertainty was sufficient to effectually hold back the conditions favoring the revival except that here and there some branch would attempt to break away from the incubus. Occasional factories would resume operations, induced by confidence that the outcome would be favorable to the views of the proprietors, and the same considerations allowed occasional advances in certain products, as hides and leather, for instance. The advance in cereals was owing to foreign conditions; but, as a whole, the pressure was maintained to the last.

When release finally came the rebound was instantaneous. The revival was universal. In any lines where it was not sufficiently warranted by the actual conditions, as the iron trade, it was sufficiently anticipated by speculative buying; so that the movement comprised all branches of trade. However, the Tradesman was compelled to predict at the time that there would follow a partial reaction. This has been realized during the past few days.

The movement following the election was a veritable boom. The business world, released from the long incubus, became intemperate. Speculation was active everywhere and the activity quickly outstripped the condition—there was a boom. All booms of this sort are followed by reaction; but booms under certain circumstances are not matters of serious concern. If the reaction comes early, before the artificial movement has too far outstripped the underlying conditions, it is a matter of comparatively little importance. The present reaction has come at the right time and in the right way to prevent injurious consequences. If the velocity of the trade movement for the first two weeks had been maintained any length of time, it would have led to a more serious reaction. Prices would have been unduly inflated; wages would have gone beyond support, and the reaction, when it did come, would have been followed by a long and serious depression. The experience of the unwarranted iron boom of last year is an illustration fresh in the minds of all.

The reaction has been a very slight one. While the decline in wheat was considerable, it was principally speculative and was not of significance as to the general trade condition; but there has been a slight reaction in general activity all along the line, especially in speculative circles. This amounts to a healthy stopping to take breath, which augurs well for the maintenance of the future pace.

There has been no change in the conditions favoring the general return to prosperity. The balance of foreign trade continues to improve in our favor, domestic demand is increasing and money is abundant and easy to obtain and confidence is restored everywhere. But the return, to be lasting, must be gradual.

## The Produce Market.

Apples—Dealers report occasional orders from localities where the fruit is not grown, which are filled on the basis of \$1 per bbl.

Bananas—In fair demand, owing to the approach of the holidays. The supply is not excessive.

Beans—Unchanged. Local dealers are handling large quantities of stock on exceedingly small margins.

Butter—Receipts are more liberal, in consequence of which the price has sustained a decline, choice dairy bringing 10c and fancy about 2c more. Factory creamery is firm at 19c.

Cabbage—40@50c per doz., according to size and quality. In carlots dealers are quoting \$8 per ton.

Celery—12@15c per bunch.

Cider—\$4 per bbl., including bbl.

Cranberries—The apple glut is affecting them disastrously. The holiday demand will probably move large lots, but will hardly affect prices. Dealers have reduced their quotations to \$2 per bu. and \$5.50 per bbl.

Cheese—Factories are holding their cheese for a little more money than buyers are willing to pay, and large markets are about on a parity with the country. In consequence but a very little stock is moving either way.

Eggs—Strictly fresh candled stock commands 19c. Canded cold storage brings 16c, while candled pickled stock is in fair demand at 15c. Supplies of fresh are not equal to the demand.

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

Honey—White clover commands 12c. Dark buckwheat brings 10c.

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 28@30c per bu.

Potatoes—The market continues to rule low, but indications point to a higher range of values and a steady demand later in the season.

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

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

The furniture trade journals are devoting much space to the discussion of the question whether the semi-annual furniture exposition shall be abolished, changed to one a year, or to one held in Grand Rapids, New York, Chicago or Rockford, or to one in each of two or more of those balivicks. The manufacturers who respond to the numerous enquiries sent out on the subject are pretty unanimous in their opinion that they should be done away with. Yet laws over which the trade journals, the manufacturers or anybody else have no control have enacted that these expositions shall be held in Grand Rapids, and the manufacturers and exhibitors are preparing for the inevitable with as good a grace as possible.

The City of New York has asked for the loan of the Sunday school rooms for common school purposes. The population of New York is growing more rapidly than its educational facilities, and we may expect still greater percentages of illiteracy in its population in a few years than it presents now. One of the most striking evidences of the ignorance there now is the Pharisaism and arrogance of its press.

The labor agitators should not object to starting up of all the mills and factories in the country. They can form combinations and organizations with the men who have secured employment, threaten strikes and manage to make the men who are working support them in idleness. The walking delegate is the rooster that picks up the food where the industrious hen scratches.

In a country of Central Africa there is an admirable custom that all public speakers must stand on one leg—without changing legs—while speaking. This rule insures two good things—one is that the speaker is reasonably sober and the other is that he will not speak very long. This reform should be brought over and adopted in this country.

## The Onion King.

Henry J. Vinkemulder, the South Division street produce dealer, has been designated the Onion King, owing to the large amount of stock he handles in that line. He also handles apples in carlots. He is achieving an enviable reputation as a mail order house, due to good stock, right prices and square dealing.

F. J. Dettenthaler has had many overtures to handle other brands of oysters, but has held tenaciously to the famous Anchor brand. The experience of the past few weeks has demonstrated the correctness of his conclusion.

## 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.

BEST OPENING IN THE STATE—THE business men of Dorr offer a two-story frame mill building and two acres of ground to an experienced miller who will erect an engine room and equip the plant with power and roller process machinery. Address J. C. Neuman, Dorr, Mich. 141

A SNAP! CITY OF 25,000. OPPOSITION light. Location good. Rent reasonable. Bakery, candy, ice cream soda. Restaurant and lunch counter. Everything made on premises in first-class shape. Reason O. K. At a bargain. One-half cash, balance secured. Pay monthly. Apply at once to No. 144, care Tradesman. 144

FOR SALE—SMALL CIGAR AND CONFECTIONERY stock. Excellent location for grocery. Rent low. Frank Hinds, 232 Lyon street, Grand Rapids. 143

FOR SALE—COMPLETE SET TINNER'S MACHINES, stakes, shears, wrenches, etc. Used less than six months. Will sell very cheap or will work for firm and furnish tools. Address No. 140, care Michigan Tradesman. 140

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. 138

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 WATSONS' 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 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.

WANTED—SITUATION AS CLERK IN A clothing, shoe or general store by a young man of 25. Best references. Six years' experience. Address No. 145, care Michigan Tradesman. 145

WANTED—REGISTERED ASSISTANT pharmacist. Give references and salary desired. Address No. 141, care Michigan Tradesman. 141

WANTED—POSITION AS ENGINEER AND blacksmith by expert workman who holds first-class license from State of Minnesota. Sawmilling preferred. Best of references. H. D. Bullen, 27 New Houseman Block, Grand Rapids. 142

MICHIGAN STAMP WORKS, ALLEGAN, Mich., rubber stamps, stenells, 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 TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 161

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price. Vindex, care Michigan Tradesman. 139

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

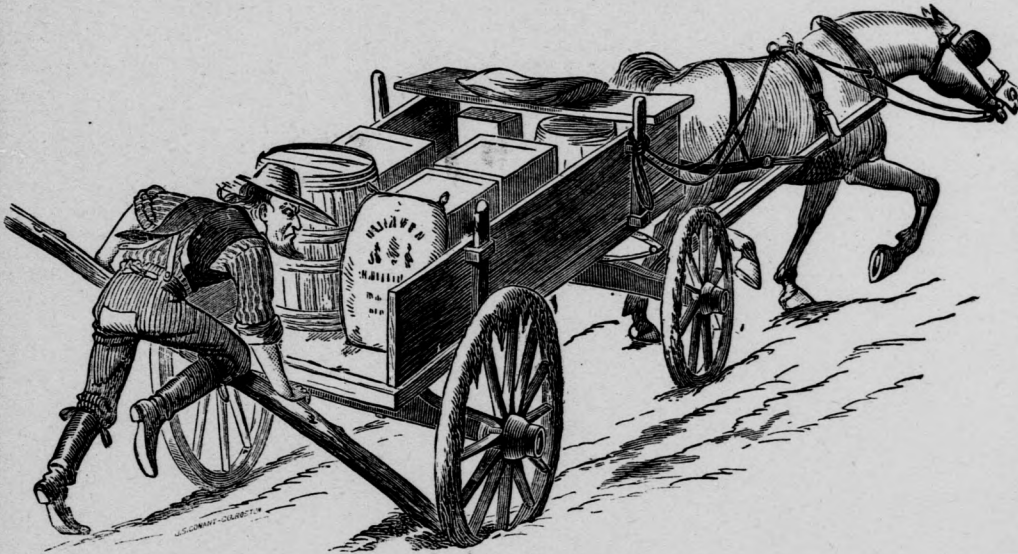
## "LILY WHITE FLOUR"

than ever before. Is it any wonder?

VALLEY CITY MILLING CO.,

GRAND RAPIDS, MICH.

# Get Out of the Old Rut



By discarding antiquated business methods and adopting those in keeping with the progressive spirit of the age. If you are still using the pass book, you should lose no time in abandoning that system, supplying its place with a system which enables the merchant to avoid all the losses and annoyances incident to **moss grown methods**. We refer, of course, to the coupon book system, of which we were the originators and have always been the largest manufacturers, our output being larger than that of all other coupon book makers combined. We make four different grades of coupon books, carrying six denominations (\$1, \$2, \$3, \$5, \$10 and \$20 books) of each in stock at all times, and, when required, furnish specially printed books, or books made from specially designed and engraved plates.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same on blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is **PRIMA FACIE** evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

If you are not using the coupon book system, or are dissatisfied with the inferior books put out by our imitators, you are invited to write for samples of our several styles of books and illustrated price list.

## TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

### Travelers' Time Tables.

#### CHICAGO and West Michigan R'y

Sept. 7, 1896

**Going to Chicago.**  
 Lv. G'd Rapids ..... 8:30am 1:25pm 11:00pm  
 Ar. Chicago ..... 3:00pm 6:50pm 6:30am

**Returning from Chicago.**  
 Lv. Chicago ..... 7:20am 5:00pm 11:30pm  
 Ar. G'd Rapids ..... 1:25pm 10:30pm 6:10am

**Muskegon via Waverly.**  
 Lv. G'd Rapids ..... 8:30am 1:25pm 6:25pm  
 Ar. G'd Rapids ..... 10:15am ..... 10:30pm

**Manistee, Traverse City and Petoskey.**  
 Lv. G'd Rapids ..... 7:20am 5:30pm .....  
 Ar. Manistee ..... 12:05pm 10:25pm .....  
 Ar. Traverse City ..... 12:40pm 11:10pm .....  
 Ar. Charlevoix ..... 3:15pm .....  
 Ar. Petoskey ..... 4:55pm .....  
 Trains arrive from north at 1:00p.m. and 9:50 p.m.

**PARLOR AND SLEEPING CARS.**  
 Chicago. Parlor cars on afternoon trains and sleepers on night trains.  
 North. Parlor car for Traverse City leaves Grand Rapids 7:30am.  
 †Every day. Others week days only.

#### DETROIT, Lansing & Northern R. R.

June 28, 1896

**Going to Detroit.**  
 Lv. Grand Rapids ..... 7:00am 1:30pm 5:25pm  
 Ar. Detroit ..... 11:40am 5:40pm 10:10pm

**Returning from Detroit.**  
 Lv. Detroit ..... 7:40am 1:10pm 6:00pm  
 Ar. Grand Rapids ..... 12:30pm 5:20pm 10:45pm

**Saginaw, Alma and St. Louis.**  
 Lv. G R 7:00am 4:20pm Ar. G R 11:50am 9:15pm

**To and from Lowell.**  
 Lv. Grand Rapids ..... 7:00am 1:30pm 5:25pm  
 Ar. from Lowell ..... 12:30pm 5:20pm

**THROUGH CAR SERVICE.**  
 Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.  
 GEO. DEHAVEN, General Pass. Agent.

#### GRAND Trunk Railway System

Detroit and Milwaukee Div.

**Eastward.**  
 †No. 14 †No. 16 †No. 18 \*No. 88  
 Lv. G'd Rapids 6:45am 10:10am 3:30pm 10:45pm  
 Ar. Ionia ..... 7:40am 11:17am 4:34pm 12:30am  
 Ar. St. Johns. 8:25am 12:10pm 5:23pm 1:57am  
 Ar. Owosso. 9:00am 1:10pm 6:03pm 3:25pm  
 Ar. E. Saginaw 10:50am ..... 8:00pm 6:40am  
 Ar. W. Bay C'y 11:30am ..... 8:35pm 7:15am  
 Ar. Flint ..... 10:05am ..... 7:05pm 5:40am  
 Ar. Pt. Huron. 12:05pm ..... 9:50pm 7:30pm  
 Ar. Pontiac. 10:53am 2:57pm 8:25pm 6:10am  
 Ar. Detroit. 11:00am 3:55pm 9:25pm 8:05am

**Westward.**  
 For G'd Haven and Intermediate Pts. .... 7:00am  
 For G'd Haven and Intermediate Pts. .... 12:53pm  
 For G'd Haven and Intermediate Pts. .... 5:12pm  
 †Daily except Sunday. \*Daily. Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:35a.m., 3:22p.m., 10:15p.m.  
 Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.  
 E. H. HUGHES, A. G. P. & T. A., Chicago.  
 BEN. FLETCHER, Trav. Pass. Agt., JAS. CAMPBELL, City Pass. Agent, No. 23 Monroe St.

#### GRAND Rapids & Indiana Railroad

Sept. 27, 1896

**Northern Div.** Leave Arrive  
 Trav. C'y, Petoskey & Mack... 7:45am 1:15pm  
 Trav. C'y, Petoskey & Mack... 2:15pm 7:30am  
 Cadillac ..... 5:25pm 11:10am  
 Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.  
 Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

**Southern Div.** Leave Arrive  
 Cincinnati ..... 7:10am 8:25pm  
 Ft. Wayne ..... 2:00pm 1:50pm  
 Cincinnati ..... 7:00pm 7:25am  
 7:10a.m. train has parlor car to Cincinnati.  
 7:00p.m. train has sleeping car to Cincinnati.

**Muskegon Trains.**  
 GOING WEST.  
 Lv. G'd Rapids ..... 7:35am 1:00pm 4:40pm  
 Ar. Muskegon ..... 9:00am 2:10pm 7:05pm

GOING EAST.  
 Lv. Muskegon ..... 8:10am 11:45am 4:00pm  
 Ar. G'd Rapids ..... 9:30am 12:55pm 5:20pm  
 †Except Sunday. \*Daily.  
 A. ALMQUIST, C. L. LOCKWOOD,  
 Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

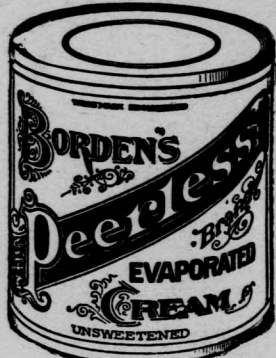
### Every Merchant

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

TRADESMAN COMPANY, Grand Rapids

# BORDEN'S PEERLESS BRAND

## EVAPORATED CREAM



ABSOLUTELY PURE

Is pure milk reduced to the consistency of cream, light in color, natural in flavor.

It cannot be compared with any unsweetened milk or evaporated cream heretofore offered.

It is not dark in color.

It is not disagreeable in flavor.

It does not thicken with age.

It does not spoil.

Prepared and guaranteed by the . . . .

NEW YORK CONDENSED MILK COMPANY

For Quotations See Price Columns



## Prices can be Pounded Down



Quite a bit lower, and still allow you the SAME MARGIN OF PROFIT,

if you use

### THE DAYTON COMPUTING SCALE SYSTEM

**The Profit Basis** of Bankers is about 5 per cent.  
of Grocers is over 15 per cent.

**Failures:** Bankers, less than 2 per cent.  
Grocers, over 60 per cent.

Grocers should measure their goods as accurately and as closely as Bankers. This can only be done by the **Money-Weight System of The Dayton Computing Scale.**

It is to your interest to investigate our money-saving system. At present prices its use will prove a gold mine.

**THE COMPUTING SCALE CO.,**

DAYTON, OHIO, U. S. A.

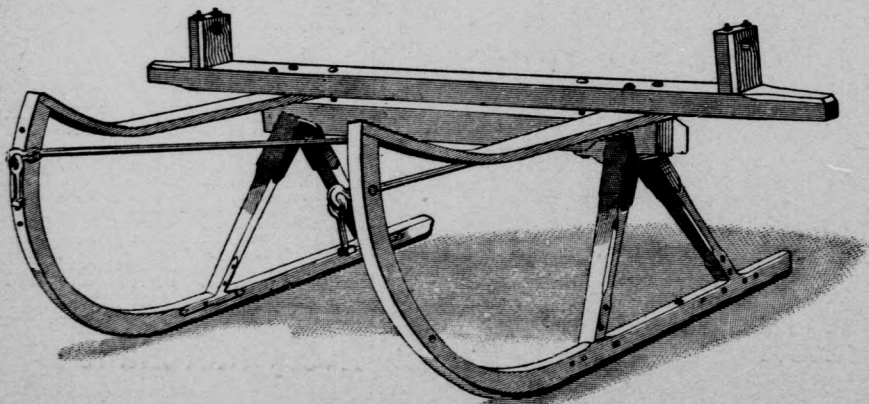
### The Accuracy and Discipline

to which the

**MONEY-WEIGHT SYSTEM**

of the Dayton Computing Scale subjects yourself and clerks are

**ALONE OF UNTOLD VALUE**



Our New Hub Runner.

### In Time of Peace Prepare for War

Winter is coming and sleighs will be needed. We make a full line of

Patent Delivery and  
Pleasure Sleighs.

WRITE FOR PRICE LIST.

**The Belknap Wagon Co.,**

GRAND RAPIDS, MICH