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GRAND RAPIDS, WEDNESDAY, DECEMBER 2, 1896.

Number 689

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NO COATING OR PAINTING

Is Odorless, absolutely Water Proof, will
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Can be used over shingles of steep roofs, or
is suitable for flat roofs.

Will OUTLAST tin or iron and is very much
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Try Our Pure
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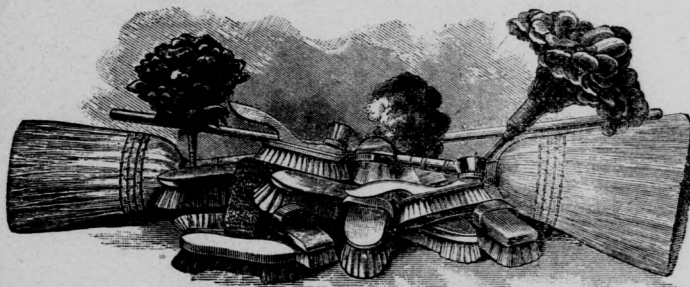
WE CAN FURNISH FINE FULL CREAM CHEESE

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

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30 and 32 Ash Street, Detroit, Mich.



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MALT
SUBSTITUTE
FOR
COFFEE
MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

TRY HANSELMAN'S SUPERFINE CHOCOLATES FOR HOLIDAYS

Order early and be in the push.

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

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

HANSELMAN CANDY CO.,
KALAMAZOO, MICH.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

Established 1780.

Walter Baker & Co., Ltd.

Dorchester, Mass.,
The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

on this Continent.

No Chemicals are used in
their manufactures.

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

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

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

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

Walter Baker & Co.'s

goods, made at

Dorchester, Mass.

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PLUG AND FINE CUT

TOBACCO

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

MUSSELMAN GROCER CO.,

GRAND RAPIDS, MICH.

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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.



We can sell you
ANY KIND
QUANTITY
PRICE
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 Com-
pany's COUPON BOOKS
will yield handsome returns
in saving book-keeping, be-
sides the assurance that
no charge is forgotten.
Write

Tradesman Company,
GRAND RAPIDS.



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.

SALTY OYSTER CRACKERS

Finest on the market.

CHRISTENSON BAKING CO.,
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.

ROOFS AND FLOORS OF TRINIDAD PITCH LAKE ASPHALT

Write for estimates and full information to

Warren Chemical & Manufacturing Co.,
81 Fulton St., New York, 94 Moffat Bld'g, Detroit.

Offices also in CLEVELAND, CINCINNATI, TOLEDO, BUFFALO, UTICA, BOSTON and TORONTO.

There is Money in It

Tasty and attractive styles in Dry Goods and Men's Furnishings are money makers. We carry a complete line. Always up to date.

NOW

is the time to make up your mind to do your next year's business with us. Special attention given all mail orders.

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

NEVER BEFORE

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

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE
GROCERIES AND
PROVISIONS

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

Telephone No. 91.

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.

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.

MICHIGAN TRADESMAN

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Number 689

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

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

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

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

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

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

MICHAEL KOLB & SON,
Established nearly one-half a century.
Wholesale Clothing Mfrs.,
Rochester, N. Y.

All mail orders promptly attended to, or write
our Michigan Agent, William Connor, Box 346,
Marshall, Mich., who will show you our entire
line of samples.

The.....
**PREFERRED
BANKERS
LIFE
ASSURANCE
COMPANY**
.....of MICHIGAN

Incorporated by 100 Michigan Bankers. Pays
all death claims promptly and in full. This
Company sold Two and One-half Millions of In-
surance in Michigan in 1895, and is being ad-
mitted into seven of the Northwestern States at
this time. The most desirable plan before the
people. Sound and Cheap.
Home office, DETROIT, Michigan.

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

THE SCRAMBLE FOR OFFICE.

As always happens after a presiden-
tial election, the partisans of the suc-
cessful candidate are looking for the
offices as rewards for their services, and
the leaders of the Republican party in
the various states are actively engaged
in wire pulling to secure the control of
the patronage that will be allotted to
their respective states.

This scramble for office is developing
the fact that there are very few offices
to be divided out, a fact which prob-
ably disturbs President-elect McKinley
much less than it does many of his am-
bitious followers. Of course, the im-
portant and much-sought-after posts of
ambassador or minister to the various
foreign countries and the consulships
will be at the disposal of the new ad-
ministration, and there will also be the
collectors of the various ports and quite
a number of postmasters to appoint.
Aside from these, however, nearly all
of the several hundred thousand posi-
tions which used formerly to be avail-
able for distribution among the "faith-
ful" have been placed on what is
known as the classified list under the
civil service reform rules.

During President Cleveland's admin-
istration, nearly all of the positions un-
der the Government not hitherto placed
in the civil service were classified and
were thus permanently eliminated from
the category of the spoils of political
victory. By adopting this course, Pres-
ident Cleveland did the country a great
service, helping to purify politics
and eliminate as much as possible the
spoils system from national campaigns.

It is doubtful, however, if the Repub-
licans, who have succeeded in winning
the recent election, will take that view
of the matter; but it is difficult to see
how they can remedy it, as the laws
creating the civil service are explicit,
and it is scarcely probable that Con-
gress could be induced to repeal them.

Those Democrats who now hold office
under the classified service and, there-
fore, rejoice that President Cleveland
was so ardent a civil service reformer
as to practically bring the whole of the
offices under the Government under the
civil service regulations. The non-pol-
itical element of citizens will also re-
joice, because the application of the
civil service to all branches of Gov-
ernment work will insure a more intel-
ligent administration of public affairs.

Related Terms.

The boys are telling a good story on
the wife of one of the fraternity who
has recently become an enthusiastic
convert to horticulture. It appears that
she recently went to the nearest drug
store and said she wanted some devil-
bore. The junior clerk said they were
just out of it, had sold the last—and
was hesitating whether he should say
"bottle" or "package"—when the pro-
prietor entered, and Mrs. Blank repeat-
ed her request.

"Devilbore! I never heard of it.
What is the nature of the mixture?"
"Why, it's used to put on currant
bushes to poison the insects."

"O, you mean hellibore!" said the
druggist.

"Well, I knew it was something of
that character," replied Mrs. Blank
blandly.

Organization of Post G at Flint.

Flint, Nov. 30—Post G, Michigan
Knights of the Grip, was organized
here last Saturday night, with forty-one
charter members, the election of officers
resulting as follows:

Chairman—Frank R. Streat.
Vice-Chairman—J. A. Frise.
Secretary and Treasurer—Dell C.
Slaght.

Sergeant-at-Arms—J. W. Straughn.
Executive Committee—Ed. Hudson,
H. A. Bartlett, Chas. Hewes.

The Post unanimously endorsed Dell
C. Slaght by a rising vote as a candi-
date for the position of Secretary of the
State organization and all present
promised to be in Detroit at the State
meeting. A meeting will be held Dec.
19 to complete arrangements to attend
the Detroit meeting.

"Regulation of Corporations."

Detroit, Nov. 24—Allow me to express
my thanks for your timely and most sat-
isfactory article on "Regulation of Cor-
porations," in your last paper. It re-
quires a good quality of courage to state
truthful convictions on this and kindred
subjects, and therefore they are the
more useful for being rare. There is
not, at the present time, a subject that
presents the opportunities for educating
your readers that lie concealed in these
mysterious corporations, trusts and mo-
nopolies; and I feel confident, from the
wide interest your article has already
excited, that your views meet with large
approval and that you will gratify and
enlighten very many if you pursue these
subjects yet further.

PARK MATHEWSON.

The Dry Goods Market.

Prints are in good demand. Merri-
mack has advanced to 4¼c for shirt-
ings; American to 4c; Central Park to
4c; Lodi to 3½c; American Indigos, ¾
goods, to 4½c; Normandie Ginghams
to 6c. Spring prints, which will open
in January, are expected to sell at
4¼@5c.

Sateens are in good demand and
prices range from 7½@15c.

Atlantic F. F. F. and J. cashmeres
and Pacific M. C. have advanced ½c.
Crashes remain at old prices, as do
cambrics and taffeta rustles.

Movements of Lake Superior Travelers.

Alex. Stevenson (Buhl, Sons & Co.)
has made his twelfth annual farewell
tour and has gone to Detroit for the
winter. He usually returns March 1.

Will C. Brown, A. P. Simpson, J. R.
McKeand and A. F. Wixson are going
to take in the Shriners' meeting at
Milwaukee Dec. 11.

Frank G. Horton (Pemberthy, Cook
& Co.) took in the Masonic ball at Mar-
quette last week.

Irving Telling (Guthman, Carpenter
& Telling) has gone to the copper
country, for the last time this fall.

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.

It is not the size of the key which in-
dicates the strength of the lock, nor the
display a merchant makes the strength
of his business.

A Good One on Gus.

Gus Oswald, city salesman for A. E.
Brooks & Co., is, as all his friends
know, a hustler when it comes to taking
orders, but not until recently have they
become aware of the interesting fact
that he has developed into an animated
mouse-trap. He was up at the Soldiers'
Home, the other day, endeavoring, in
his usual seductive manner, to horn
swoggle the buyer into laying in a big
supply of palate-tickling condiments,
when the gentle house cat began to
affectionately caress Gus' brand-new
pantleg. But suddenly the loving dem-
onstrations ceased and Mistress Tabby
showed signs of laboring under violent
aberation of gray matter. She tore
around like a belligerent fishwife.
With wild eyes and tail beating the air
she'd sniff up one of those pantlegs and
then the other. Gus told her she could
take her choice, but, true to her sex,
she was variable as a weathervane and
couldn't decide which she liked the
better. Finally, she seemed to make
up her mind she'd "stick to the right
though the heavens fell;" and the way
she stuck to the right was enough to
scare away the hiccoughs, and Gus
came to the conclusion that, if the
heavens didn't fall, he would. Then he
began to be aware of a suspicious creep-
ing sensation halfway up that right leg-
covering. Womanlike he tried to grab
his skirts, but they weren't there. Then
the creepy crawling seemed to call a
halt, and he breathed freer and care-
fully began to let go the spot he'd been
clutching with such apprehension of
impending evil. Here the valiant buyer
succeeded in gathering up Pussy and,
tossing her into another room, shut the
door in her face. By this time Gus had
become convinced that that order was
big enough anyway, and made his exit
with as bland a smile as, under the cir-
cumstances, he could assume. Being
in need of a shave—although of the firm
conviction that he'd been scratched
enough for one day—he had recourse to
a barber shop on arrival down town.
Seeking his favorite attendant, he was
soon lying comfortably at full length,
and had just reached that part of the
process where his face was a mass of
whiteness, when, Holy Moses! there
was that awful sensation again! But
this time it was in the middle of his
back. With unseemly haste he jumped
down from the chair with a yell that
could be heard far down the street, and,
frantically gesticulating to the astonish-
ed barber that there was something the
matter with him down his back, he
hopped around as patiently as possible
while his shirt was being unbuttoned.
Then, to the amusement of all present,
out there popped a harmless little rodent
that twinkled its little black eyes and
scurried around a corner; which proved
that Kit was, after all, correct in her sur-
mise—or Sir Mouse! Next time Gus
goes to the Soldiers' Home a-gunning
for orders, he will "look a leedle oudt."
H. S.

There is one thing over which the
good people of Illinois can crow: the
State has over 2,500 miles more rail-
roads than the State of New York.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

California produces about a million gallons of olive oil a year, which is worth at the point of production about \$1.25 per gallon.

* * *

Greece will produce this year 180,000 tons of currants. The market was so low in 1894 that the government bought currants to help out the farmers. Currants of low grade were fed to cattle.

* * *

Cable advices from Europe stated that the first shipment of apples ever received at Hamburg from Boston has been disposed of, and netted \$2.50 to \$4 per barrel, according to quality. These are high prices, especially in view of the fact that there has been a determined effort in some quarters in Germany to keep out the American product by circulating absurd stories about apples containing germs of disease. The cable further stated that the supply was insufficient for the requirements of the trade.

* * *

A San Diego, Cal., correspondent writes: "The outlook for the lemon industry of San Diego county was never more encouraging than at the present time. Last year up to December 31, the shipments aggregated 175 carloads. Conservative estimates place the output up to the same date this year at 350 carloads, and it is believed that the shipments during the coming year will reach a total of 700 carloads. As incidents illustrating the rapid increase of the product, it may be mentioned this season's shipments from La Mesa will be three times what they were last season, and also that of the 1,000 acres in the Land and Town Company's orchard, 600 acres have come into bearing this year. It is true that prices for lemons were recently quite unsatisfactory, but under a wise protective policy the menace of cheap foreign fruit will be dispelled."

* * *

Minneapolis Commercial Bulletin: Poultry may bring the shipper a good deal of profit or a lot of grief, just as he has the disposition to get the one or avoid the other. The Thanksgiving demand for poultry is now over, but it is not yet too soon to talk about the shipment of poultry for the holidays, nor for the days that intervene until that poultry-eating time. The turkeys for Thanksgiving, the commission men said, were in rather better shape this year than usual. It was, they thought, due largely to the early winter. This drove the turkeys in off the range, shut them up, and made both the farmer and the turkey think of grain feeding and an early market. This enforced idleness on the part of the turkey was good for his flesh and the farmer's pocket-book. There will be but little trouble about having the birds fat enough for Christmas, if the farmer knows his job. The snow over the Northwest forbids the turkey exercising himself overmuch, and there will be a warm corner and a corn crib for the turkey from this time on until he shall have graduated from the farm to the town. Fat and large turkeys for Christmas are the rule and after that smaller ones, or what is more to the point, nice chickens. The very wise farmer will hold his chickens, every one, until after the first of the year, while he will steadily send his

turkeys to market, getting the last one in a few days before Christmas. There is always call for a few turkeys for the restaurants, and large hotels are supposed to have a slice of turkey for every guest who wants it. But the large hotels and restaurants are close buyers, and the farmer will not do well to run the risk of holding his turkeys until after the holidays.

Improved Method of Classification for Eggs.

From the New York Produce Review.

In our previous discussion of the advantages of closer egg grading we have repeatedly expressed the opinion that it would be a material aid to encouraging a close selection of fresh eggs and a separate packing of the older goods, if a higher classification should be made by the Exchange rules and generally recognized by the trade under the term "extras." It is our belief that such a classification—requiring say 90 or 95 per cent. of "full, fresh and sweet eggs"—would form a fair basis for quotations (although the quantity of such stock might at first be very small), which would better represent the real condition of our market and yet not mislead anyone so long as the high requirements necessary to pass in the extra grade were fully advertised and understood.

Of late there has been an evident disposition among some of the larger egg packers to work toward a closer discrimination of qualities and to adjust their paying prices more in conformity to the quality of the goods brought into them. This is clearly indicated by the addresses delivered before the recent convention of carload shippers at Chicago. It would certainly be a material help to these efforts if receivers at distributing markets should take such steps as are necessary to insure results to shippers in strict conformity with the quality of goods furnished.

It is not to be denied that this matter of simple justice is now rendered difficult by the present method of making the highest recognized grade conform to the average of quality arriving—or at least to the average of the better qualities. It is true that in some cases exceptionally fancy marks of eggs, which show unusually close grading, are sometimes sold above the quotation, but it is also true that the habit of doing business by the public quotations is becoming so general that various qualities are much more apt to be settled for at a uniform price than they should be.

Thus hundreds of cases of eggs are put out daily to regular customers "at the market price;" the requirements of the buyers of them are somewhat irregular, and some accept a lower quality than others; this often results in settling sales of uneven qualities at a uniform price.

The principal bar to making quotations for higher qualities than generally received seems to be the fact that under the present custom shippers insist upon the "outside quotation" and are greatly dissatisfied if their goods sell below it when they believe them to be "as good as any." Moreover, when fresh eggs are scarce public bids for a quality higher than can be furnished are believed to create a tendency to fictitious values and unhealthy conditions. Thus, during the excitement and boom in fresh eggs early last week, bids were made on "Change for Western 'firsts'" (which at the moment require a better quality than is shown by the average best goods) fully 10 above what was commonly current as the market price. And, as the advance really established strained the position somewhat, it is evident that to have raised quotations to the point of such bids would have placed the market in a false and possibly damaging situation.

We think these objections would entirely disappear if the improved method of classification proposed were definitely and clearly understood by shippers and dealers alike, and if the receipts were placed in their proper grade with careful and intelligent inspection.

J. M. DRYSDALE & CO.

WHOLESALE FRUITS AND PRODUCE,

SAGINAW, E. S., MICH.

Fancy Catawba and Malaga Grapes, Oranges, Lemons, Bananas, Figs, Dates, Nuts, Cider, everything in our line for Holidays.

"UPPER CRUST"

MINCE MEAT

Customers are pleased with our absolutely pure goods. Ready to bake.

2319 N. MICH. AVE.

MEADER & KNUTTEL,

References, any Saginaw jobber.

SAGINAW, W. S., MICH.

ONIONS * APPLES * ONIONS

SQUASH, CABBAGE, CIDER, ETC., in car lots or less.

Correspond and send your orders to me.

HENRY J. VINKEMULDER,
GRAND RAPIDS, MICH.

We are a mail order Fruit and Produce House and can save you money.

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.

Michigan

White Clover

Honey

Virginia
and
Jersey

Sweet
Potatoes

Lemons, Oranges, Cape Cod Cranberries, Spanish Onions.

BUNTING & CO.,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

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.

Holiday Luxuries

Nuts, Figs, Honey, Grapes, Lemons,
Oranges, Cranberries, Spanish Onions,
Sweet Potatoes,

Freshest and richest at...

STILES & PHILLIPS,

WHOLESALE.

GRAND RAPIDS.

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.

SUGAR MADE FROM BEETS.

Difficulties in the Way of its Establishment Here.

From the N. Y. Tribune.

It is only within the last few months that the people who refine sugar in this country have become aware of a new factor that promises to be very formidable. To every family from the Atlantic to the Pacific this new factor is of interest, for the reason that it is within the bounds of possibility that through it the price of sugar will be still further reduced. Already it has had the effect of lowering slightly prices at times, although the refiners and the middlemen are reluctant to acknowledge it. The new factor is the increasing production of a fine quality of beet sugar in the West and the largely increasing importation of the same from Germany. Not enough has come over as yet to make much difference, it is true, but 52,447 tons have been imported since January 1, against 21,741 tons for the same period a year ago, and the American crop this year has aggregated 25,000 tons, a good 25 per cent. more than any previous season has shown.

In comparison with the total consumption of sugar in this country these figures are very small, of course, but increasing as they are, they have a decided influence and significance. The people of the United States eat over 2,000,000 tons of sugar a year. Eighty thousand tons of beet sugar is the amount of the German and American products consumed here since January 1—only 4 per cent. of the total—yet twice the quantity of a year ago.

Many have noticed this, but have supposed that the increase was in great part due to the practical failure of the Cuban sugar crop. That this has not been the case, however, is proved by the fact that the American refiners have had very little trouble in getting enough raw or crude sugars to make up the deficiency from other parts of the world. The sole reason seems to be that the manufacture of beet-root sugar is now firmly on its feet as an industry, even though a small one as yet, and it can be profitably made at a selling price a little below the best granulated the refineries turn out. This is a good showing for American enterprise in the light of the fact that there is no longer a bounty on sugar made in this country, and the import duty on foreign-refined sugars is a little less than half what it used to be. Despite this the beet people manage to sell every pound they make directly alongside of the German importers and in the very face of the powerful refining combine that controls 75 per cent. of the sugar trade here.

The chief difficulties in beet-sugar manufacturing in this country have been to find the proper soil for the growing of sugar beets, and, when such soil was discovered, to make contracts with the farmers in that vicinity for a sufficient quantity of that vegetable. Thousands of dollars have been spent in experiments, and poor fortune has attended the projects in most cases. Only in the Far West and on the Pacific Coast up to this time have proper localities been found. There stand ready at a moment's notice to-day hundreds of thousands of dollars waiting to establish beet-sugar refineries in the East as soon as the right soil and substantial guarantees of crops can be assured. Men have experimented in Maine and New Jersey, with unsatisfactory results, and there have been thoughts of building a refinery down on the central plains of Long Island, but none of these plans have come to anything, although it is said that the experiment in Maine would have succeeded if the refiners there had been able to get enough sugar beets.

Eight sugar-beet refineries are running prosperously in the country to-day. Two of these are in Nebraska, two in Utah, and one is in the Pecos Valley of New Mexico, a newly opened region that has considerable promise in it. The remaining three are in California. Of such an excellent quality is their product that there is no difficulty in

selling it near by. Practically none of it ever reaches New York, and seldom any of it Chicago, although when any quantity of it does arrive in the Western metropolis it finds a market easily. In connection with this it is worth noting that within the last two or three years some very earnest attempts have been made to raise sugar beets in Illinois and to erect a large plant, if not more than one, there. The matter went so far that a State Commissioner was actually appointed and the entire State scoured over. The extent and importance of these undertakings will be realized when it is said that to establish a plant of this sort costs at least \$300,000, and that plans for beet-sugar refineries have been drawn on the basis of an expenditure of nearly a million outright.

While more beet sugar comes to New York than to any other city, it is nearly all the German product. In spite of the fact that this sugar has to pay an additional duty because it comes from a bounty-paying country, it undersells the refined sugars by a quarter of a cent a pound at least. Until lately, very little of it has been consumed directly, although many of the smaller grocers in the poorer parts of town have from time to time bought odd barrels of it because of its cheapness. Up to this summer, though, nine-tenths of this German beet sugar went into the hands of confectioners and plug-tobacco manufacturers. There is another reason, however, for its lack of sale with the wholesale grocers. The American Sugar Refining Company, popularly known as the Sugar Trust, has a clever system of getting the grocers to handle its products. It sells to the wholesalers—and to them alone—at a figure that is actually higher than the rate the latter sell to the retailers. But on each pound disposed of the company (and the opponents of the trust have adopted this system, too) gives a rebate of three-sixteenths of a cent. This is known in the trade as a commission for selling the goods. There is where the wholesale dealers get their profit on sugars, and in no other way. Any person can buy of the company, but it is only these dealers that get the commission or rebate.

There is no compulsion on the part of the company toward the wholesalers, but the advantages of sticking to it in a trade way are manifest. The department stores that have lately gone into the grocery business, not being wholesalers, have been unable to secure this commission. Yet they have sold, upon occasions, far below the regular retail price. It has been supposed that they have done this at a loss, but the story has now come out that in more than one instance it has been the German beet sugar they were selling, bought cheaply in large quantities. The experiment has been so successful that the refiners are looking at the situation with no little anxiety. It is not at all unlikely that the consumption of beet sugar in this way will increase. The average person cannot tell the difference between beet and cane granulated sugar, for the reason that to all intents and purposes they are the same to the taste and eye, although the beet sugar is a little grayer. It is said to be even cleaner.

The Filled-Cheese Industry Practically Dead.

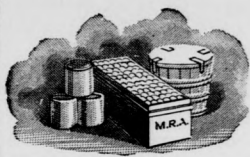
Despite the fact that the filled cheese law has gone into effect, only one dealer has applied for a permit at the Federal office to sell the article. There are several manufacturers in and about Elgin who would like to qualify under the law for the export trade, but there is no provision for export business. The filled-cheese men think the omission was purposely made by the skim-milk cheese manufacturers of the East, who drew the bill, and, as they say, lobbied it through Congress. The omission, it is thought, may be the death of the law.

OATS
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FEED

Good market in Detroit. Write

F. J. ROHRIG, Jr.,

693 Mack Ave.



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.

Wholesale Foreign and Domestic Fruit and Vegetables
Christmas Oysters

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

ALLERTON & HAGGSTROM, 127 Louis St.

MAYNARD & COON
Big "F" Brand Oysters.

FINE JERSEY SWEET POTATOES.

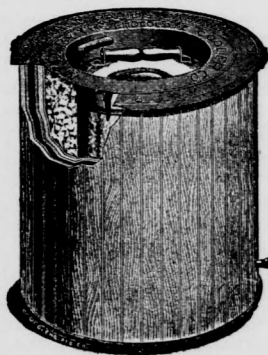
54 S. Ionia Street, Grand Rapids. Telephone 1348.

HOLIDAY
OYSTERS, FISH, POULTRY, GAME. . . Wholesale . . .

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

ANCHOR BRAND
OYSTERS
Prompt attention given telegraph and mail orders. See quotations in price current.
F. J. DETTENTHALER, Grand Rapids, Mich.

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.

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.

Around the State

Movements of Merchants.

Fife Lake—J. L. Clark has opened a meat market.

Rose City—D. A. Stoutenberg, grocer, has removed to Whittemore.

Detroit—Dr. C. F. Muenz has opened a new drug store at 499 MacDougal avenue.

Alpena—Hamilton & Cuning succed Hamilton & Brunete in the meat business.

Zeeland—C. Brouwer and G. De Boer have formed a copartnership and opened a meat market.

Omer—L. M. (Mrs. A. M.) Armstrong succeeds Jamieson & Co. in the boot and shoe business.

East Thetford—E. F. Johnson resumes the grocery business, having been out of business one year.

Flower Creek—Phon. B. Lillie has purchased the grocery stock of Mr. Robinson and will continue the business at the same location.

Bay City—The Grand Republic Hotel, which was burned June 6, has been reopened in an entirely new building by George H. Schindhett.

Manton—Frank Smith has removed his general stock from the Hill building to the brick store building known as the McFarlan block.

Manton—J. Ward Bailey has purchased the F. A. Jenison dry goods and clothing stock and removed it to the building occupied by C. B. Bailey.

Detroit—A limited partnership has been formed under the style of James H. Donovan & Co., who will deal in the grain commission business. James H. Donovan is a general partner and Patrick A. Ducey is a special partner, contributing \$10,000 to the capital stock.

Tecumseh—Baker & Hall, an old and well-known drug firm of this city, have filed chattel mortgages amounting to \$3,900, to secure their creditors. They have been forced to this action by the hard times and difficulty of making collections. The business will be continued, for the present at least, by the old firm.

Manufacturing Matters.

Marquette—The Dead River Milling Co. has now four camps running.

Chassell—The Sturgeon River Lumber Co. put in two camps last week.

Newberry—D. McLeod has two camps running now, getting out square lumber for export to England. He has been in this business for several years.

Manistee—J. H. Poor, of the Olson Leather Co., of Salem, N. Y., is here arranging to convert the old East Shore Furniture Co. plant into a furniture piece stuff factory, with J. S. Mundy as manager.

Traverse City—The difficulties between Riley Sweers and other members of the Sweers Marble and Granite Co. have been adjusted satisfactorily to the parties concerned and Mr. Sweers has retired from the company.

Traverse City—John Yenish, formerly a partner of Loren Fuller, has formed a partnership with Peter Hormuth in the cigar manufacturing business. They have begun business in the basement under W. P. Kenny's music store.

Detroit—J. E. Hunt and R. N. Atkinson have purchased of Harry J. Purse an interest in the Koffa-Aid Co. and the business has been merged into a corporation under the same style. The authorized capital stock of the corporation is \$10,000.

L'Anse—Mitchell De Haas, of Huron Bay, will add a shingle mill to his plant in the spring.

Detroit—August Schimmel, formerly with Milburn & Co., has formed a partnership with August Kuhlman, and embarked in the manufacture of chemicals and drugs. The new firm will be known as Kuhlman & Schimmel and will be located at 203 Jefferson avenue, Detroit.

Detroit—The D. C. Spaulding Lumber Co. has uttered a chattel mortgage to Clarence A. Lightner, trustee, to secure sixteen creditors in sums aggregating \$5,183.90. The goods of the concern are located in the lumber yard at 1700 Michigan avenue and on the premises, 633 Maybury avenue.

Ishpeming—Taylor & Anthony, of Negaunee, own a lot of swamp land near this place, which they are improving at a large expense. For a year they have had a force of men at work clearing the land and building fences, until it looks like an oasis in a desert. Over 1,000 acres will be under cultivation next year.

Humboldt—The Bessie mine may change hands soon, in which case it will be worked. The Bessie has a large body of medium-grade non-Bessemer and if worked strongly should bring a profit to its owners. The Humboldt mine, also, which has been idle for several years, is expected to resume work in the near future.

Humboldt—This hamlet of half a hundred inhabitants was once a thriving village. There were four mines operated here up to five years ago, when they were abandoned. Rumor has it that the Bessie mine will again be worked. Prospectors have looked over the property and within a month it will be decided whether to resume or not.

Detroit—The Northern Fish Co. has given a chattel mortgage on all its personal property, consisting of logging, fishing and maple manufacturing outfits, including all live stock, boats, machinery, etc., located at South Manistique Lake, Mackinac county, and elsewhere in the State, to the City Savings Bank to secure the payment of loans made and notes discounted. The amount of the indebtedness is not stated, and no money consideration is named.

Gladstone—The Cleveland-Cliffs Iron Co., which has been turning out only 100 tons daily for some time, recently has made sales which allow the running of the furnace to its full capacity until spring. It is hoped that the Lake Superior Iron Co. will be able to sell enough of the pig iron on hand at the Excelsior furnace, at Ishpeming, to warrant blowing in at some date in the near future. The Ashland furnace, at Ashland, is now running vigorously and at present it is taking about 400 tons of non-Bessemer ore daily from the East Norrie mine, at Ironwood. There is apparently a good prospect that the West Superior steel plant, the largest north or west of Chicago, will soon be running in all departments, the receiver having been authorized to issue warrants to an amount which will allow resumption of work with several hundred men as soon as conditions will warrant his so doing. The York furnace, at Duluth, is also preparing for a big year's business. The Weston furnace, at Manistique, and the Newberry furnace, at Newberry, will also be enabled to do business again in all likelihood.

Ishpeming—It is unfortunate that some of the dispatches noting resumption of work in the iron ranges are somewhat overdrawn. In this city the

Lake Angeline mine will resume work within a short time, but it has already been started several times by over-zealous newspapers. The Buffalo mines, at Negaunee, have added something like 200 men to former forces and will run steadily during the winter, instead of suspending work from January until April, as was done last year. This is a decided gain, as it will mean steady work for about 600 men during the winter. Several small mines are figuring on working during the winter, but their policy has not been definitely settled. The Lillie mine, between Ishpeming and Negaunee, will probably resume work for the winter in a few weeks, but the agent has not yet received definite assurances to that effect. The Lake Superior Iron Co., which, next to the Cleveland-Cliffs Iron Co., is the largest employer of labor in this district, will probably add to its forces and start up several shafts which are now idle. These items are authentic and afford much encouragement, but they do not give employment to "2,000 or 3,000 idle men." The low wages and scant employment from which the iron ranges have suffered for several years did not come in a day, and they cannot be remedied in a day, in a month or in two months. If there is to be a boom in the ore trade, which seems altogether probable, it cannot well come before next spring, and until that time there will be many idle mines and many idle men, as well as many working mines running with less than their full complement of workmen.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Monday evening, Dec. 1, Vice-President Merrill presided.

Reports were received from the several special committees created to call on the trade of their respective localities for the purpose of ascertaining the sentiment of the grocers on the subject of earlier closing. The consensus of opinion appeared to be in favor of establishing the closing hour at 6:30 o'clock five nights a week and 10 o'clock Saturday evening, and, on motion of Homer Klap, that schedule was adopted for the government of the members of the Association.

B. S. Harris moved that notice of the closing hours be published in the daily papers for three successive days, which was adopted.

Homer Klap moved that a committee of three be appointed to investigate the advisability of placing sugar on the rebate plan and present a report thereon at the next meeting. The motion was discussed at some length and laid over until the next meeting.

Henry J. Vinkemulder introduced the subject of department store methods and was invited to prepare a paper on the subject for presentation at the next meeting, which he agreed to do.

Treasurer Lehman put up at auction two lots of goods which were sent to the Association at the time of the annual picnic last summer. He proved to be an expert auctioneer, but was notably embarrassed, later in the evening, when his attention was called to the fact that he had violated the city ordinance relative to licensed auctioneers and was liable to a fine therefor.

A member presented a clipping from the Tradesman, setting forth the action recommended by a number of Chicago grocers for the purpose of regulating department stores. The plan was pronounced impracticable by another member, who asserted that the only way of controlling the department store was to pursue the policy of the German government and prohibit it altogether. This, of course, implied the existence of a paternal government, which the people of the United States would not tolerate.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—DRUG STOCK, INVOICING about \$40, and store building and lot, valued at \$600, located in new and prospective growing town in Western Michigan; stock and building new and in good shape; no other drug store within eight or fourteen miles; prefer cash, but will accept a little time on portion of sale. Address No. 154, care Michigan Tradesman. 154

TO EXCHANGE—BEST 160 ACRES HEAVY hardwood timberland in Michigan, also 330 acres farming land to exchange for goods. Titles perfect. Will pay money difference if necessary. Address No. 147, care Michigan Tradesman. 147

BILLIARD AND POOL PARLOR FOR SALE at a sacrifice. Fine lunch counter, soda fountain, etc., in connection. Everything A1. Nove-year business amounted to nearly \$300. Best of reasons for selling. Address O. M. Cotton, Albion, Mich. 148

WANTED—STOCK OF GROCERIES OR crockery in exchange for Bay City property; any difference paid in cash. Address Box 23, Byron, Mich. 149

MERCHANDISE WANTED—\$1,500 CASH to exchange for stock with established trade. Give full particulars. Address Merchant, care Michigan Tradesman. 151

FOR SALE OR EXCHANGE—40 BBL FULL oiler mill, water power, in Southern Michigan. Address Opportunity, care Michigan Tradesman. 152

BEST OPENING IN THE STATE—THE business men of Dorro 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, Dorro, Mich. 144

DRUG STOCK FOR SALE—THE BEST located suburban store in Kalamazoo, Michigan. Stock is clean; rent low. Address Hazel-tine & 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 WAT-rous' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazel-tine & 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. 154

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.

SITUATION WANTED—ANY CORPORATION or manufacturing company desiring the services of a strictly first-class, all-round office man, one who can mark to output at a profit, manage salesmen, look after correspondence, write and place advertising, can secure the services of one who has the best of references by addressing Advertiser, care of Carrier 43, Grand Rapids. 153

SITUATION WANTED—BY YOUNG MAN; ten years' experience as book keeper and estimator for manufacturing concern; reliable references. Address Accountant, care Michigan Tradesman. 150

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—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, stencils, dies, seals, etc. Satisfaction guaranteed. M. A. Nelson, Proprietor. 135

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

WANTED TO CORRESPOND WITH SHIP-pers of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—SEVERAL MICHIGAN CEN-tral mileage books. Address, stating price, Vindex, care Michigan Tradesman. 949

Wm. Brummeler & Sons, Grand Rapids,

Pay highest Price in cash for Mixed Rags, Rubber Boots and Shoes, Old Iron and Metals. Drop them a postal for offer on "any old thing."

Grand Rapids Gossip

E. Stockwell has opened a grocery store at Amber. The Olney & Judson Grocer Co. furnished the stock.

F. Hudson, druggist at Riverdale, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Ardis Bros. have embarked in the grocery business at Lake City. The stock was furnished by the Lemon & Wheeler Company.

J. C. Hill has embarked in the grocery and flour and feed business at Manton. The Worden Grocer Co. furnished the grocery stock.

Jesse Valentine has opened a grocery store at the corner of Fifth and Turner streets. The Lemon & Wheeler Company furnished the stock.

Wm. J. Kling has sold his meat market at 400 South East street to H. Hunderman, formerly of the firm of Hunderman Bros., general dealers at Oakland.

E. W. Heth & Co. have opened a grocery store on South Division street, at the crossing of the D., L. & N. Railway. The stock was furnished by the Musselman Grocer Co.

John Newitt, who recently purchased the meat market at 203 Plainfield avenue, has sold out to Michael E. Barrett, who for a number of years conducted a barber shop at 187 Plainfield avenue.

The compressed yeast companies which have agencies at this market have come to the conclusion that they have been doing business here at a loss long enough, and have advanced the price of tin foil yeast from 8 to 15 cents per dozen. The change in the wholesale price necessarily increases the retail price from 1 to 2 cents per cake. The price of bulk yeast remains the same as before—25 cents per pound.

Now that the Retail Grocers' Association has taken the initiative in the movement to reduce the hours of labor in the grocery stores of the city, the Tradesman hopes to see the trade as a whole act as a unit in making the movement a success. The tendency is certainly in the right direction and the effort should meet the approval and co-operation of dealers, clerks and consumers.

It is reported that the local Bell telephone office has received notices to take out about 100 additional Bell phones January 1, which will reduce the income of the exchange to that extent that it will not, probably, be anywhere near self-sustaining. The manner in which the Bell system has been crowded out of this field by local competition is little less than remarkable. Even the offer of free phones now possesses little attraction, as few people care to be connected with an exchange which has a limited number of subscribers.

The Grain Market.

There is nothing new to report regarding the situation of the wheat market. It is simply a repetition of the previous weeks—a steadily advancing market. Cash wheat, as well as futures, advanced 4c per bushel—rather large, as we are getting nearer the top. This 4c per bushel advance is a much greater advance than 6c or 8c would be when wheat was below 60c per bushel. The

advance has a staple foundation, because of a decrease of 1,057,000 bushels, against an increase of more than 1,700,000 bushels the corresponding week last year, while our visible shows about 5,000,000 bushels less than at the same date last year. The receipts at home and in the winter wheat belt are merely nominal. The same is true in the Northwest, where they are only about one-fourth of what they were last year. It looks now, as has been predicted, that the receipts will not be much larger hereafter; but, in all probability, they will grow less, especially if the demand from Australia and other usual wheat exporting countries continues.

Baltimore shipped 4,000 sacks of flour to South Africa, and had it not been for the free selling by the long interests, there would have been a greater advance. Advances from foreign countries show that wheat is advancing across the water in accordance with the advance in this market. Notwithstanding that the world's shipments were large, it should be borne in mind that the North Sea, as well as other Russian ports, will soon be closed for the winter and that the European supply must come from the United States.

There is nothing new regarding coarse grains, except that corn is a trifle weaker and that oats are a little stronger. Rye is fully 3c per bushel higher. The receipts during the week were: wheat, 32 cars; corn, 16 cars; oats, 4 cars; rye, 3 cars. During the month the receipts were 176 cars of wheat, 32 cars of corn and 25 cars of oats. Millers are paying 90c for wheat.

C. G. A. VOIGT.

Flour and Feed.

The flour market has been dull during the past week, although the full advance in wheat has not yet been asked. While some very satisfactory orders have been booked for scattering December shipment, the volume of business has not been what it should be with the present conditions confronting us. The situation abroad continues strong, and it is expected that foreigners will buy freely in the near future. Supplies in Europe are considerably under the ordinary and, with the approach of winter weather, when shipments from Russia will be curtailed, they will be compelled to turn entirely to our market for supplies.

We anticipate a much better demand for all grades of flour during the next two or three months as the conditions now existing in this country become known to the trade.

Millstuffs have been quiet the past week, with prices practically unchanged. Holders are firm, anticipating the advance sure to be brought about by continued cold weather. The demand for ground feed is light, and, as new corn is beginning to move, prices will be easier.

WM. N. ROWE.

A Butchers' Exposition, under the patronage of the Duke of York and the Lord Mayor of London, will occur on December 8, 9 and 10 in the Royal Agricultural Hall, Islington. There will be exposed to view dressed meats of every variety, and the killing and dressing of animals will take place before the audience. The patrons have created two new classes for French poultry—born, bred and killed in France—and articles have appeared in the French provincial journals advising farmers to compete for the prizes.

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

The Grocery Market.

Sugar (W. H. Edgar & Son)—A resume of the market for the months which have elapsed since our letter of April 25 is suggested by the unexpected course of prices during the latter half of the campaign just closed and the peculiarity of existing market conditions. A year ago we faced a visible surplus approximating 800,000 tons (758,248 tons Dec. 27, 1895), with the almost certainty of no crop in Cuba as a possible offset. The European beet crop was estimated at about 1,000,000 tons less than the previous season and was, therefore, the keynote for the upward movement in refined sugar, which began early in December and reached its climax April 13, the total advance being 1c per pound. Still higher prices were freely predicted and the statistical position apparently warranted the general confidence; but the inevitable reaction began on April 28, and by the second of June, one-half of the entire advance had been lost, and the value of statistics as a basis for investment demonstrated, to the sorrow of the country at large, there were no bears. To account in detail for "the disappointment" would be a long story. As is usually the case, unexpected supplies developed in unexpected directions. The world's sugar-producing countries were scraped by our refiners and almost the entire Cuba shortage was offset by the increase in cane sugar receipts from other sources. Europe also contributed to the downfall. The estimated million tons decreased production dwindled down to less than half that quantity and, while the decreased production the world over exceeded 1,100,000 tons, the enormous visible surplus at the opening of the season prevented anything approaching a sugar famine. The close of the campaign saw prices back to the original level and on October 9 our market had declined to 3/8c below the basis of last December. We therefore experienced a total advance of 1c per pound and a total decline of 1 3/8c per pound within a period of ten months. Since October 9 the market has advanced 1/2c per pound and reacted 1/4c per pound to the basis of 4 3/8c in New York for granulated, with indications that no lower prices need be expected. We have before us a very uncertain campaign and, as before stated, peculiar market conditions. Granulated is 1/8c per pound below the price ruling on the same date last year. European (Licht's) beet crop estimates indicate an increase of upward of 650,000 tons over last season's production, while the same authority estimates the succeeding cane crops at about 50,000 tons less than last season, in which is included 400,000 tons from Cuba, whereas the outlook does not justify the belief that much, if any, sugar can be produced on that island during the coming campaign. The net estimated gain, therefore, for the crop year is insignificant and the cleaning up of the world's invisible supplies has a tendency to strengthen the position from a statistical standpoint. Viewed from the present outlook there appears to be a better basis for an upward movement during this campaign than was justified by the outlook when the advance began a year ago. The trade has, however, suffered so severely from the effects of the last boom that the country will respond slowly to any similar movement, and while we are inclined to think well of sugar, we cannot at present encourage purchases for speculative account.

Coffee—Actual coffee shows no material change, although a slightly firmer feeling prevails. The demand has been light. Buyers had previously bought pretty heavily, and the easier feeling of last week probably causes their hesitancy, and they are awaiting further depletion of their stocks before going in again. Maracaibos are very strong, better grades scarce, and bringing a premium. Java is strong, tendency upward. Mocha is firm and unchanged.

Rice—There may be some fair reason for a modification of prices in domestic, but not the slightest as regards foreigners, of which the supply, suitable for the requirements of the United States, is very limited and being sold here at relatively lower prices than now prevail abroad. Advances from the South note steady movement at all points along the Atlantic Coast. Foreign sorts are in good request within former range of values. Further advances are reported in English and Continental markets, and the undercurrent, so strong is that even higher prices are likely to prevail.

Provisions—Changes in the provision trade during the week have not been especially notable, but values are moderately higher than a week ago. Speculative interest has been of fair proportions, and the shipping movement liberal. Export clearances of product for the week were large of both lard and meats. The foreign markets continue to absorb liberally of American product, the low position of values serving to promote such results. The marketings of hogs have been much reduced, and are quite in contrast with the active movement a year ago. Western packers have killed a total of 290,000 for the week, compared with 42,000 the preceding week, and 480,000 for the corresponding time last year. From Nov. 1 the total is approximately 1,115,000 hogs, against 1,530,000 a year ago. It is not clear as to the particular cause for the light movement, but the recent lowering of prices probably had some influence, and weather conditions have probably retarded the easy movement of stock in the country. There is generally an abatement of losses from plague, which has so extensively prevailed this season, and as a result the remaining supply is more confidently retained for further feeding, under the inducements which the plentifulness of low priced feeding material furnishes. There appears to be no question but that marketable supplies have been considerably lessened by the losses which have occurred during the past several weeks.

Purely Personal.

S. M. Raftery, the Albion druggist, was in Grand Rapids last week buying holiday goods.

Webster & Andrus have purchased the Farmers' State Bank, at Homer, and will continue it as a private bank.

E. M. McFarlan, the Central Lake general dealer, is putting in two or three weeks in Grand Rapids as a juror in the United States Court.

Arthur H. Webber, the Cadillac druggist, was in town last week for the purpose of making his holiday selections from the line of H. Leonard & Sons.

E. Raymond Jewell, until recently shipping clerk for the I. M. Clark Grocery Co., has gone to California for the purpose of seeking a permanent opening of a business nature. Mr. Jewell was identified with the Clark Co. for about five years and made many friends by his uniform courtesy and kindness.

Getting the People

Side Lights on Advertising.

What is not worth advertising is not worth buying. * * *

The fact that an article is advertised is a prima facie argument in its favor. * * *

You must convince the public that you are yourself convinced of the merits of your goods. * * *

There is no cement that will restore public faith once shattered by dishonest and lying advertisements. * * *

Appeals to popular intelligence not only constitute good advertising, but the best that can be produced. * * *

One of the best arguments you can offer for the merits of your goods is that you have sufficient confidence in them to make you willing to advertise them. * * *

The people are willing to pay more for an article they know through its being advertised than they will for an equally good article of which they know nothing. * * *

Spendthrifts are less affected by advertising than careful, cautious buyers—and the latter spend by far the more money, as they are by far the more numerous. * * *

The difference between the product of an expert advertisement writer and that of inexperience is that, while the former is awfully simple, the latter is simply awful. * * *

The idea that any considerable portion of the population are fools is now a fallacy. The proof lies in the fact that advertisers are finding the only advertisements that pay are honest advertisements of honest goods. * * *

The tendency in advertising is toward the very large and striking or the small and unique. There seems to be a justifiable horror of the middle ground where an advertisement is neither large enough to be powerful nor keen enough to be penetrating. * * *

The quickest way to call attention to the weak points of your stock is to misrepresent it in your advertisement. Advertise your garment as "all wool," and you invite especial examination on that particular point. Unless you tell the exact truth, the less said the better. * * *

No matter how much you or your competitors may have advertised, there are always opportunities for making a hit with something more striking, more interesting—more something. The advertising man who knows his business knows how to find such opportunities and improve them. * * *

A superstitious subscriber, who found a spider in his paper, wants to know if it is to be considered a bad omen. Nothing of the kind. The spider was merely looking over the columns of the paper to see what merchants were not advertising, so it could spin its web across the store door and be free from disturbance. * * *

The bona fide class journal, one not published in the interest of any firm or corporation, having an absolute circulation of six or seven thousand copies among standard houses in its specialty, reaches more actual buyers and consumers than the average merely literary

journal with twenty times seven thousand. * * *

The salesman finds it easiest to sell advertised articles, and consequently pushes them to the front and sings their praises—because he feels that the intelligent purchaser will believe what he says. He keeps the unadvertised article in the background—because his unbacked and unadvertised word must stand alone for the merits of the unadvertised article. * * *

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

The Purest English

Ever written is conceded to be Abraham Lincoln's address commencing: "Four score and seven years ago our fathers brought forth upon this continent a new nation, conceived in liberty," etc. As time rolls on, lovers of our common language see more than ever to admire in the plain elegance of that address.

LOVERS OF FINE GROCERIES

Agree that the beauty of our announcements is concealed in the fact that we handle only the best goods manufactured, and sell them at small profits. "The nimble sixpence is better than the slow shilling." It's the sixpences we are after. You eat; we can feed you.

Different Ways Of Talking.

Some people talk with their mouths, others with their fingers. We talk through our goods. No matter how much we talk about the goods, if the goods did not talk for themselves, all our descriptions would fall flat. We do not pretend to be leaders in making low prices, but we challenge comparison of our goods with those sold by any other competitor, feeling confident that the verdict for quality and finish will be decidedly favorable to us.

Success or Failure

of a mercantile business is in the question of profit. If goods are constantly sold below cost, failure is bound to come.

If prices are marked way up, the people will not come to trade more than once, and trade is light. Too high or too low prices means failure. Just where the turning point is between too high and too low prices is hard to determine. In marking our goods we have gone low instead of high, when we were in doubt where the turning point was. We give the public the benefit of the doubt, and sell the stock cheaper. You can prove this by trading with us.

For Christmas

About this time of the year we begin to think what we will get for Christmas Presents. There isn't anything quite so nice for a present as a nice piece of Furniture—it is showy, useful and will last a lifetime.

I have bought the largest stock of Christmas Furniture ever shown in this city, and I have taken particular pains this year to buy so I can sell at prices that cannot be duplicated. One glance at the prices will convince you of that.

MEN OF MARK.

John Snitseler, Manager Wholesale Department Voigt, Herpolsheimer & Co.

John Snitseler was born near Vriesland Oct. 1, 1853. His father was a farmer and John attended school steadily until he was 13 years of age, when he entered Hope College, at Holland, pursuing the academic course, from which he graduated four years later. During the summer of 1870 he taught school in Vriesland, coming to Grand Rapids in the fall of that year for the purpose of seeking an opening. He was at this time offered a position as teacher in a school at Whitehall, and has never ceased to rejoice that he did not accept the offer. He spent several days looking for work, and among the places he struck was a printing office, which happened to be the old Eagle establishment on Lyon street. He was not very particular



what business he undertook, so long as there was a chance for him to learn, and after having talked with one of the proprietors a few minutes, he was called to one side by a gray haired printer, who asked him if he intended to identify himself with the printing business. He replied that he was not particular what he undertook so long as he got a chance to do something, whereupon the aged compositor told him that, before he started out on the career of a printer, he would do well to purchase a piece of rope, six or eight feet long, and hang himself in the woodshed. The man who gave this advice assured the young man that he had worked at the printing business thirty years and that if he had followed his own advice he would have been money ahead. Mr. Snitseler asserts that the timely warning made a definite impression on his mind, and from that time to this he has never had any yearning to follow the occupation of a printer. Among the places at which he applied for work was the dry goods store of C. B. Allyn, who is now engaged in the carpet business at Rockford, Ill. Mr. Allyn informed him that he could use him a little later and Mr. Snitseler went home to await the summons. He received the expected call in the course of a few weeks and reached Grand Rapids on Christmas eve, twenty-six years ago. His salary was to be \$3.50 per week, and, although he was obliged to pay \$4 per week for his board, he was not at all discouraged, because he realized that a beginning was the stepping-stone to success. He relates many interesting in-

cidents of his early career as a dry goods clerk, due to his utter ignorance of the business at that time. The second day he was in the store a customer came in and asked for some "factory," which stunned him until he could recover sufficiently to ask of a brother clerk whether it came in bottles or boxes. He remained with Mr. Allyn until the following spring, when he was offered \$7 per week as clerk in the woolen department of Voigt, Herpolsheimer & Co. Eight years later he was admitted to partnership, at which time he began buying goods for the various departments of the store. On the establishment of the wholesale department in 1880, he took charge of that branch of the business, gradually letting go his duties with the retail end of the institution, and for the past fifteen years he has had entire charge of the buying, selling and credit departments of the wholesale store, which keeps five men on the road and employs twice as many in and around the institution.

Mr. Snitseler was married Aug. 26, 1874, to Miss Jennie Van Dyke, of Hudsonville. Five children have graced the family circle, three of who are still living—a boy now 21 years of age, who is employed in the wholesale store as house salesman, and daughters of 14 and 16 years, respectively. The family reside at 119 Lake avenue, and current report is responsible for the statement that their home is one of the happiest in the city.

Mr. Snitseler has been a member of the First Reformed church ever since he came to the city. He served as deacon and elder for eighteen consecutive years, voluntarily relinquishing official position a few years ago to younger men. He is now assistant superintendent of the Sunday school and proves to be just as effective a worker in the church and society in the rank as he was in the file. He is also Vice-President of the Grand Rapids Mutual Life Insurance Co. and President of the Holland Building and Loan Association, in both of which organizations he has always been a leading spirit. He has never held public office and says that his aspirations do not run in that direction.

Mr. Snitseler attributes his success to the fact that he is not afraid of work and that he has stuck to one thing. While he was getting \$12 a week as a clerk in the woolen department of Voigt, Herpolsheimer & Co., he was offered \$18 a week to go to Muskegon, but he stayed by the old house, and feels that he has had ample reward for his fidelity. In his business career of twenty-five years he has had an opportunity to assist many young men, but he has little regard for a man who is continually changing from one position to another, as he finds that such a man ultimately becomes as useless as driftwood; nor has he any patience with a man who is afraid to work, even though it may be outside the line of his specific duties.

Few men in the city have a larger circle of friends or possess the respect of a larger circle of business acquaintances than Mr. Snitseler. Large in stature, brusque in manner, quick to make up his mind, energetic to assert his opinions, frank in statement, loyal to his family, his friends and to the house to which he has given twenty-five consecutive years of faithful service, Mr. Snitseler has every reason to regard his success with pride and his future with confidence.

COFFEE

It is well known by all merchants that every coffee roaster has two or three grades of choice coffees upon which he builds his reputation. We select from these different lines the finest grades, not confining ourselves to any particular line. We can therefore offer a much finer stock to select from than those who carry but one line. Our **Quaker, To Ko, State House Blend, Golden Santos, Santos Blend** and **Maracaibo** are some of the brands above referred to. In connection with these we carry a large line of cheaper goods of excellent value. We also carry full stock of XXXX, Lion and Ariosa package coffees. Give your customers a chance to taste our coffees and we shall have secured your trade.

TEAS

Our trade on teas has been unprecedentedly large and it is attributable entirely to the character of the goods. It is folly to assume that merchants and consumers are not good judges of teas. We go upon the assumption that they are, and import such goods only as will stand the test. Our **Quakeress Japan** importations have met our highest expectations. We also have the siftings and fannings of these goods. We carry a full line of **Young Hyson, Congo, Oolong, Gun Powder** and **Ceylon**.

SYRUPS and MOLASSES

We have a very extensive line of these goods in all grades and can supply you with anything you may require.

Please favor us with your orders for these and any other goods you may need in the grocery line.

WORDEN GROCER CO.,

IMPORTERS AND JOBBERS,

GRAND RAPIDS, MICH.



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, . . . DECEMBER 2, 1896.

EXPECTING TOO MUCH.

Because the ratio of increase in the volume of business which set in with the decision of the political campaign has not been fully maintained, much disappointment has been expressed by many of those who are usually sanguine; and others who are inclined to pessimism assert that the flurry attending the announcement of the outcome was temporary and has no significance in the general situation. The number of those who are urging their predictions of continued financial and industrial prostration is so great that they are likely to exert a positive influence in the direction of causing the dire consequences they inconsiderately predict. For one of the most favorable elements of the prosperity which became so manifest in the early days of November was the restoration of public confidence.

In noting the general impetus given by the ending of the political distractions the Tradesman predicted that there must come partial reactions. These predictions were based upon the principle that all industrial improvement of any permanence must be gradual. There can be no sudden leap from industrial depression to prosperity, any more than there can be a sudden recovery of strength in an individual who has become weakened by sickness. There may be apparent variations in the speed of recovery, but the average must extend over a certain length of time. Any acceleration beyond the proper speed must be of the nature of artificial stimulus or "boom," which must be followed by reaction.

It is unfortunate that so much has been made of the reactions in the stock market during the past two weeks, and that, in addition, some of the most reliable of the financial journals have fallen into the vein of pessimism which tends so strongly to bring the calamities which are predicted. It would be far from the wish of the Tradesman to ignore any real cause of apprehension, but the mistake is just as serious to make such causes where they do not exist. Now, there was no reason why a sudden enhancement of all stock values, to be followed by rapid continued increase, should have been expected as a result of the election. In the enthusiasm of the moment it was natural that there should be a rush all along the line; but

the real encouragement is in the fact that there was not a reaction equal to the advance. The average ratio of increase is as great as could be expected, notwithstanding the fact that the doubling of money rates in England caused a sudden stoppage of all speculative activity from foreign sources.

There have been no adverse changes in the causes governing industrial prosperity. Everything seems moving in the right direction. Agricultural products are just as plentiful and the leading cereals are taking another long stride in advance in price. Exports unprecedented for years are still increasing. The restoring to circulation of the currency hoarded during the fall has made money plentiful. The increase of deposits in the banks of New York City alone for the twenty-six days succeeding the election—twenty-two actual business days—was no less than \$52,000,000. Confidence has been restored, demand is increasing and industry is reviving everywhere.

Many hundreds of important manufacturing plants have been started all over the country, comprising all lines of industry and putting a vast army of idle men to work. This movement has differed from the advance in stock speculation in that it continues without abatement, the latest reports indicating that a large number of extensive iron mining and manufacturing enterprises especially are to be added to the active list the beginning of this month. There is no doubt that there will be some resurrections of business that will not be warranted, and that there will follow the closing down of such; but it may be fairly claimed that the managers of the greatest Pittsburg industries and those of the great Superior mining companies will not put their wheels in motion without substantial assurance of the permanence of the improved conditions.

There may not be much comfort in the fact of general improvement to those who are situated in localities where there are particularly adverse conditions, such as the dependence on some special production which does not yet respond to the general revival. But these should not be discouraged. It is impossible that the response to the general improved conditions should be instantaneous everywhere. There may be local causes of stagnation which have little relation to the general situation and which would exist independently of it. But these are temporary; and we should not count ourselves among the pessimistic predictors of calamity because our narrow horizons prevent our seeing the light of prosperity elsewhere.

The Tradesman has little patience with those who are endeavoring to prevent the return of better conditions by trying to rouse the feeling of distrust which was so thoroughly laid by the election. Of course, we must expect to meet the forebodings of those who are constitutionally pessimistic, but those of broader mind should be careful that the indulgence of too great expectations shall not bring disappointment which will cause them to join in impeding the return of a healthful prosperity.

The labor-union boycott of Heinz's pickles is spreading eastward.—Merchants' Review.

The more it spreads the more money Heinz will make. The history of boycotts is that the institution attacked thrives like a green bay tree, while the poor dupes who bend their necks to the yoke of venal and unscrupulous leadership die in the workhouse and fill unmarked and forgotten graves.

GENERAL TRADE CONDITIONS.

While the general improvement in trade conditions has continued, there was enough hindrance to speculative activity to warrant some foreboding from those who do not look closely into the causes of hindrance. Thus, there was a considerable reduction in the volume of bank clearings, which is sufficiently accounted for by the fact of the holiday, which means a suspension of business to a greater or less extent for two or three days. The number of failures would not be favorably affected by the same cause, but there was quite a reduction.

The ratio of improvement keeps up best where it would naturally be expected—in the resumption of manufacturing industries. The response in retail demand, owing to the paying of wages to employees, is necessarily slow and gradual; few of the resuming works have yet been in operation long enough for this to begin to show results. There is, however, a more hopeful feeling in both jobbing and retail trade.

The results of the indications of another advance in wheat, noted by the Tradesman last week, were fully realized. The advance quickly carried it beyond the previous point of reaction, and now amounts to 6 or 7 cents for the week, where it seems again to be hesitating. Western receipts are falling off somewhat. Exports remain about the same. Corn and oats have kept their places in the proportional advance.

The iron market shows improvement where it is not complicated by combinations. Several of these have collapsed during the past few days, sufficient to influence the average of quotations; but the business had not been done at the combination prices, so that indication loses its significance. The demand in lines not controlled by the combinations is increasing and when these are out of the way, or make their prices on a commercial basis, there will be improvement everywhere.

The wool movement continues heavy, but is largely speculative, with little variation in price. A few more mills are starting, although the demand is increasing but slowly. Cotton has gained slightly since the decline but the demand for domestic manufacture is still disappointing.

The severe cold weather naturally lessens the demand for lumber, although prices remain unchanged. Hides are lower but there is no change in leather, with a better demand for shoes for the spring trade.

The financial condition of the country continues favorable, money being generally plentiful at reasonable rates. Various causes have contributed to make a decided dulness in the stock market: These are the high money rate in the Bank of England, which prevents foreign buying; the political aspects of the Cuban situation and the unsettling effect of the assembling of Congress.

Bank clearings for last week, five days, were 24 per cent. less than for the preceding week, or \$940,000,000. Failures were thirteen less than for preceding week, or 295.

OUR FOREIGN TRADE.

One of the most encouraging features of the business situation is the large foreign trade shown by the customhouse statistics. There has been a very liberal shipment of American products to Europe, while, on the other hand, the volume of imports has been moderate.

As a result of this excess of exports over imports, a very large balance in our favor has been created, a fact which has been largely instrumental in drawing great amounts of gold this way, and promises to prevent any outflow of the precious metal for some time to come.

The showing of exports for October has never been equaled in the history of the country. The exports for the month were \$113,385,497, while the imports were only \$50,373,675, the excess of exports over imports being, therefore, \$63,011,822, a sum greater than the value of all the imports for the month.

This enormous excess of exports over imports, while gratifying because of its results upon the gold reserve, is, nevertheless, scarcely normal. The smallness of the imports as compared with the exports was, of course, in large measure due to the heavy demand in Europe for our cotton and grain; but it must also be admitted that poor trade in this country, caused by the uncertainty which prevailed prior to the election, was also in a measure responsible for the small imports.

The figures for the ten months ending with October also show a very considerable excess of exports over imports, and here again the large demand abroad and the shrinkage in trade in this country have exerted their influence. In the totals for the ten months, compared with the same period of ten months last year, an excess of imports of \$31,105,045 has been changed into an excess of exports of \$206,985,482, making a change in our foreign trade relations of \$238,190,527, which amounts to more than 40 per cent. of the whole volume of imports for the past ten months. The figures given with reference to gold shipments are also satisfactory. The excess of gold imports for October was \$2,768,770, comparing with a small export balance of \$76,000 in 1895. But the ten months' figures show an import balance of \$36,937,205 gold for 1896, as compared with an export balance of \$44,427,200 in 1895.

The smaller imports which resulted from trade conservatism in this country have been a decided blessing, however, as the large balance thereby created in our favor in Europe served to offset the bad effects of the wholesale unloading of American securities in Europe which took place prior to the election, when the more timid feared that unsound financial ideas might triumph. As it is, the Treasury is now well fortified with gold, and some time must elapse before the large favorable trade balance in our favor is overcome. Although it is possible that Europe may not continue to take of our products at the same rate which prevailed in October, she is sure to be a large purchaser of both grain and cotton for some time to come. On the other hand, while it is likely enough that the United States will increase its purchases of foreign goods, now that the election is over and trade conditions have improved, it is unlikely that the imports will show more than a gradual increase.

The Supreme Court of Massachusetts recently rendered a decision sustaining the right of a court of equity to enjoin striking employees from interfering with their employer carrying on his business, by restraining such strikers from patrolling the sidewalk in front of the premises for the purpose of preventing persons entering his employ, from intimidating persons from continuing in his service, and from conspiring among themselves to prevent any person entering his employ who may desire to do so. Law and common sense are closely allied in this decision.

CAN THE SYSTEM BE IMPROVED?

The national bank note circulation is commonly regarded as sufficiently inelastic as to be considered practically a failure as a proper means for affording prompt and reliable expansion of the circulating medium during times of stringency. The defect in the system is not so much a flaw in the national banking plan of securing circulation as it is the too great security which is required. Owing to the high prices to which United States bonds have advanced, and the fact that circulation can be taken out only to the extent of 90 per cent. of the par value of the bonds deposited as security, the national bank circulation has become unprofitable, and has, consequently, shrunk to comparatively small proportions.

From the time that the national bank notes went into circulation, in 1864, there was a rapid expansion in the volume of such notes until by 1867, or within three years, the amount outstanding had reached, in round figures, \$300,000,000. At that time the national bank notes enjoyed their highest popularity and formed a larger percentage of the total amount of money in circulation than they have at any time since, although in 1882 the amount outstanding was, in round figures, \$370,000,000, the high-water mark for the notes.

From the point of largest circulation of national bank notes reached in 1882, there has been a steady shrinkage until, in 1891, the amount outstanding fell to as low as \$171,978,000. Since that time the several periods of very stringent money have caused a moderate expansion in the circulation, until at the present time the amount of national bank notes in circulation has reached \$235,000,000. Almost from the beginning, therefore, the national bank notes have lost ground as a circulating medium, as they have constantly, from year to year, formed a smaller proportion of the money in circulation in the United States. When the circulation of national bank notes reached \$300,000,000 in 1867, the total money in circulation in the United States was \$662,000,000. In 1882, when the national bank note circulation had reached its highest development, or \$370,000,000, in round numbers, the money in circulation in the United States amounted to \$1,174,000,000. When, in 1891, national bank note circulation reached the low-water mark of \$171,978,000, the amount of money in circulation was \$1,497,000,000.

It will, therefore, be seen that the national bank note circulation, almost from the very beginning, was a failure as an elastic circulating medium, as its proportion to the total amount of money in circulation decreased constantly until it became actually insignificant.

It would be wrong to infer from these facts, however, that the national bank notes have not served a useful purpose. As a matter of fact, the ability to put such notes in circulation has enabled the banks to come to the rescue of the money market in times of serious stringency, although the generally unprofitable character of the notes usually caused the prompt retirement of this extra circulation as soon as the ends for which it was taken out were accomplished. The present year has furnished a pregnant example of the use to which the national bank notes could be put. As everybody knows, the money market has been very stringent, and the stringency kept on increasing in a progressive ratio during the progress of the late political campaign, when the board-

ing of gold and treasury notes withdrew from active circulation large sums of the ordinary styles of currency. In order to meet the wants of their customers, the national banks took out additional notes, the total expansion being \$21,513,000.

At the beginning of the present year the total bank note circulation was \$213,627,821. On Nov. 15 it touched \$235,141,794, a growth in eleven months of \$21,513,973. The total is now larger than at any time since 1888. This increase was not spasmodic, although it was hastened by causes prevailing prior to the election. Starting with Jan. 31, the first month's expansion was over \$4,000,000. By the end of February there was another increase of \$4,134,000, and the succeeding month showed an addition of \$3,126,000. The increase during May was less than one million dollars, and June was credited with a growth of only \$700,000. July was a period of stagnation, but from that time on the totals climbed steadily upward. At the end of August an increase of nearly four million dollars over the preceding month was noted, and September showed a further expansion of \$4,026,000. The increase during October was about \$1,300,000, and the movement appears to have reached its culmination during the present month, the increase up to the 15th instant having been less than a quarter of a million dollars.

It will thus be seen that the national bank note system has had its uses in the very recent past; and that fact suggests the possibility of the system being so improved as to permit of its proving infinitely more useful than it has ever yet been. Of course, the recent augmentation of circulation through the notes will promptly be retired as the return to circulation of hoarded gold and other sorts of currency, by cutting down money rates, renders the bank notes no longer profitable.

THE TURKISH PROBLEM.

Recent reports from Europe indicate that Russia is becoming tired of the long-drawn-out discussion of the Turkish question and is now disposed to put an end to the matter by proposing the dismemberment of the Turkish Empire and the division of its provinces among the great powers of Europe. Should this rumor prove true, then a settlement would, indeed, be at hand, and the fall of the Ottoman Empire, which for many generations has been a blot upon the map of Europe, would be accomplished.

In order to secure such a division, it would be only necessary for England, France and Russia to agree, as Germany could be easily placated by a good slice of territory, and Austria would be impotent. Of course Russia would want Constantinople, and, to secure that, would be willing to sacrifice most every other share in the division. England would naturally claim the recognition of her ownership of Egypt and the still unconquered Soudan, with probably some of the islands in the Mediterranean. France would no doubt be difficult to satisfy; but it is possible that the possession of Syria and part of Armenia would suffice to reconcile her to the definite loss of Egypt.

Some such settlement as this would be the only permanent solution of the Turkish question. Any other arrangement, particularly a joint control of the Turkish provinces by the powers, would only lead to endless wrangling and possibly to open rupture in the end. A dismemberment of the Turkish Empire would furnish a permanent guarantee that the horrors which have so shocked the civilized world during the past year will never again be repeated.

THE SITUATION IN CUBA.

The papers in all parts of the country are full of sensational reports as to the progress of events in Cuba, nearly all of which emanate from Jacksonville. According to these accounts of battles, skirmishes and the like, the Spaniards have been badly worsted during General Weyler's campaign in Pinar del Rio, several thousands of them having been blown up with dynamite and many hundreds more killed in the desperate charges made upon the insurgent positions. The terrible destruction of a certain dynamite gun is graphically described, and, most wonderful of all is the recital of the feats of sundry sharpshooters, armed with ponderous rifles made to shoot five miles and which are employed solely for the purpose of picking off Spanish officers.

Of course, all these reports are the veriest nonsense, and their circulation is discreditable to the American press and serves to injure instead of benefit the Cuban cause. Things are dark enough for the Spanish arms without exaggerating events, and the Cubans have every reason to be satisfied with the results achieved so far, even if they have not slaughtered the Spanish soldiers in the wholesale manner described. The Cuban leaders are well aware that they are not capable of coping with the Spanish army in a pitched battle, and very wisely they refrain from accepting an engagement which General Weyler is all too ready to offer them. The Cuban plan is to harass the Spanish forces by keeping them constantly on the move without being able to bring the insurgents to accept battle, to attack small parties, raid the small Spanish garrison towns and prevent the harvesting of crops from which the Spanish government derives revenue.

In all these aims the Cuban leaders have been eminently successful. Spain has been compelled to employ fully 250,000 troops in Cuba, the maintenance of which is a tremendous drain upon her resources, and yet with all that force she has not been able to place the least check upon the movements of the insurgents. The whole aim of the Cuban insurgents is to wear out their enemies and finally compel Spain, through sheer exhaustion of resources, to abandon Cuba or sell the island to the Cubans for a reasonable compensation.

The Cubans are working out their triumph so well in their own way that the mass of sensational trash concocted for the supposed benefit of their cause in this country is not only unnecessary, but is actually hurtful by its manifest absurdity. If the authors of these stories imagine that they will benefit the cause of Cuba either with the administration or with Congress they are certain to be disappointed. The present Congress has already passed resolutions asking the President to recognize the belligerency of the Cubans, hence it needs no incentive to induce a repetition of action which has already before been taken.

The desperate condition of the financial resources of Spain is the strongest weapon in the hands of the Cubans, and they fully realize that fact. All they have to do is to keep the Spanish army on the move, so as to constantly increase the Spanish burden of debt and sooner or later Spain will either have to abandon the island or sell it. Some people are foolish enough to suggest that the United States should propose to guarantee to Spain the payment of the indemnity for the loss of the island

should she recognize the independence of the Cubans. Such a course would be the height of folly, for the reason, first, that such an offer would incense the Spaniards by wounding their pride, and, second, that, should they be inclined to sell, so excellent a guarantee would encourage them to ask a very stiff price and shorter time than they could possibly get from the Cubans unsupported by the United States.

PREPARING FOR TROUBLE.

Notwithstanding the pacific expressions in public speeches by eminent British statesmen, there is every reason to believe that the British government is steadily and unceasingly preparing for eventual trouble. The complications arising from the Eastern question, the friction with France over Egypt, and the difficulty which was so narrowly avoided with the same power over Siam, have all warned English public men that their country is on the very brink of a volcano, and that it behooves them to be prepared.

It is a fact well known that for some years past every possible effort has been made to strengthen the British fleet, both by the addition of new and powerful ships and by the putting of all available vessels in the best possible condition. The vessels laid up at the dock yards are kept in condition for instant service, and supplies of all sorts are being accumulated. Even the army and volunteer forces are being quietly strengthened and prepared. How quietly these preparations can be carried on is shown by the fact that neither the Don-gola expedition nor the recent Niger expedition was known to be in preparation until the time for active work arrived.

Although Great Britain now dominates the Mediterranean and holds both ends of the Suez Canal, British statesmen realize that it is possible that a combination of European powers might make the road to India, through the Mediterranean and the Suez Canal, impassable. Such a contingency has been foreseen and largely provided against. Not only have the transportation lines down the West African coast been encouraged to maintain an efficient service, but the Canadian Pacific Railroad was built largely with government assistance, and a line of fast steamers was established to serve as a connecting link between the Orient and the western terminal of the railroad. Strong fortifications have been established at Esquimaux to protect the terminal of the railroad and the sailing place of the ships of this new route.

Thus the closing of the Suez route would work no irreparable damage to Great Britain's interests in the Far East, as troops and war material could be hurried to India via Canada and the Pacific with very little more loss of time than would be the case via the Suez route. In order to make herself more independent, Great Britain is now contemplating the building of a Pacific cable which would connect her via Canada with all her Far Eastern possessions.

The foresight evidenced in these preparations is in strong contrast to the happy-go-lucky policy which this country has maintained for so many years in the matter of preparations for possible emergencies. We are gradually building a navy, but at so slow a rate as to afford possible assailants every chance, while in the matter of fortifications we have scarcely yet made a beginning.

Written for the **TRADESMAN**

What with circulars received from the home office containing instructions, some of which are pertinent to matters concerning the locality, and some impertinent (the last word not being used in an offensive sense), and the arrival of error sheets that presuppose a knowledge of something heretofore unexplained, one feels helpless and disconcerted, like a person groping for information in the dark. When to this is added the fact that he is stationed on the main line near a city from which several short lines radiate, and that on each there is an office having a signal call the same as his own, a situation confronts him that is at times decidedly annoying. A call from any point on the main line to any one of such offices, where properly made, does not necessarily ring him up. But a careless habit of leaving messages unfinished often prompts a direct call to the party connected to complete the conversation. On taking down the phone to answer these false alarms he is met with the query:

After a time things moved more smoothly. The care of the phone became more free from annoyance, and the routine of business more familiar, so that I had leisure to note the peculiarities of people who came to call or receive messages. There was no end of questions concerning the mysteries of the system—many of which, being an agnostic in science, I was obliged to answer after a Delphic form—but all of them revealed evident wonder at what could be easily explained. A few desiring service seemed unwilling to trust my judgment as to the best way to reach the person wanted, but a larger number asked me to be the medium of communication, though they made poor work at dictation. Once or twice I have been called from home at night, ostensibly for medicine, and when the store was reached, requested to call up a doctor in a neighboring town which furnished no night service. At other times I have been asked to call up a subscriber to an exchange, expecting

Among the effects noticed on the line by different voices was one that surprised me, and which still remains an unsolved mystery. Speech over the wire varies in clearness from many causes, but mostly difference in vocal utterance. But with one exception it was always inaudible in the store even to one near the instrument when the receiver was in its place. The exception came one day like thunder out of clear sky, as I sat more than thirty feet distant. The store became at once full of sound that was vibrant, like that from beating of a drum, but having a brass kettle ring that fairly shocked the tympanic membrane and seemed to lift the receiver from its hook. On investigation I found that it proceeded from the instrument, that appeared to tremble with excitement. I took down the receiver, not without some trepidation at the chance of contact with an electric live wire, and immediately found myself enveloped in a whirlwind of atmosphere gone mad. In a moment the true inwardness of the racket was apparent. Upon my astounded senses the banana voices of two Italian venders of produce discussing the price of tropical fruit beat with remorseless fury. All the labials, dentals, and linguals of their native language were disporting over the line, and forcing their way pell-mell through every crevice of egress—presenting the most wonderful phenomenon ever known in telephonic experience. The queries and replies seemed to pass each other as easily as two heavy railroad trains would on separate tracks, and with nearly an equal volume of sound. The pressure on aural sense became by de-

"Silence like a poultice came
To heal the wounds of sound."

But it is useless to speculate on this, as on many other features of the telephone system. They are but parts of a mystery constantly developing new forms that are ever coming to the front in this age of novelties, and are speedily swallowed up by the more practical considerations which attract and interest the general public.

In closing this brief record of managerial experience I am free to bear witness to the utility of the system as a medium of communication suited to many emergencies. Whatever grievances may be laid to telephone companies by city subscribers, I am sure that service on state lines is conducted with an honest intent to satisfy the public so far as a system in an incomplete stage of development can accomplish that object. While local managers may now and then be less prompt than they might in furnishing messenger service, their failures are quite as often offset by carelessness of patrons, who neglect a reasonably prompt attendance on calls—and between them seesaw on the patience of managers without a thought of the trouble it may involve.

PETER C. MEEK.

THE CELEBRATED

JAPAN TEA

IS THE STANDARD

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

W. J. GOULD & CO.,
TEA IMPORTERS,
DETROIT, MICH.

How One Grocery Store Was Cleansed of Its Loafers.

Stroller in Grocery World.

I was up in New York State last week, and the first thing I struck was a whole storeful of loafers. They supplied the best example I ever saw of the over-development of the store-loafer habit.

When you come to think of it, the store was just the sort you'd expect to see infested by loafers. It was a little low-ceilinged affair, smelling of cod fish and tobacco smoke. Just the sort of store you find in a good many little cross-road towns.

I got in the place at rather an odd time of the day to find loafers in a store—3 o'clock—and yet they were hugging the stove and making it splutter from time to time as their mouths ran over. Ever been in a small room when about four men were generously expectorating on a good hot stove? Phew!

Altogether there were around that stove six loafers. I took particular pains to count them, for purposes which are here apparent. They were all old men, such as you usually find warming a chair in the country drug store, cigar store or grocery store. All old men, and all blessed with that snappy loquacity which is some old men's chief means of enjoying life.

Well, so far, there was nothing unusual about the situation. But wait until a customer came in. It was a lady, and as is usual in country towns, she was known to every one of the old loafers. Every man of them nodded to her, and she nodded back. But all the same, when she went to go to the back of the store she had to ask one of the old barnacles to move his chair, which he didn't do with the best grace in the world.

When her order was nearly filled, the lady asked for some prunes. The grocer, for a wonder, had three grades, and the lady didn't know which to take. She couldn't decide and had quite a time about it, asking the grocer whether he thought there was three cents a pound difference in the quality.

All but one or two of the old fellows put in their oar. One of them advised buying this grade and another thought another grade was the best.

"Now, Mis' Carter," said one old fellow, with a single tooth like a walrus' tusk, "my old woman's be'n a usin' these 'ere sort for a month and they're ilegant; I tell yer they jist melt right in yer mouth! You jist try em!!"

Another old dub—"Uncle Jerry" they called him—didn't believe in eating prunes at all.

"They give me biles once, nigh forty years ago, now," said he, "an' I ain't never eat the pesky things sence. You better keep off them prunes, Mis' Carter," he persisted. "You ain't got none too good a skin now," with perfect gravity. The lady reddened up and looked indignant, but her black looks glided gently off Uncle Jerry's back like water off a duck's. It didn't do the store any good, though.

The grocer stood by helplessly. He was one of these mild, silent, perpetually-down-at-the-heel men, who make no protest so long as other people do his work for him.

After the old fellows had all got through giving their advice, "Mis' Carter" decided on a pound of the best quality. Then the man who had advised her to buy this grade poked his neighbor in the ribs and, with a toothless grin, ejaculated, after the lady went out:

"See what a pull I got with Mis' Carter?"

By-and-by another lady came in. From what I could gather she had taken an active part in the local political campaign, as women will at times. She was a tall woman, with thin gray hair and a determined chin—the sort of a woman a man would rather not go home intoxicated to.

This lady was meat for the old loafers. All of them were Republicans, such as they were, and the lady was a Bryan Free-silverite. As soon as she came in they began on her. Uncle Jerry got in his oar first.

"Good af'noon, Miss Morgan," he said. "How'd election suit ye?" There was a wicked grin on his choppy old mouth as he said it.

The lady turned and looked Uncle Jerry up and down without saying a word. Her lips shut, though, and I knew she would say something in a minute.

"Hey?" said Uncle Jerry, feeling sure he was going to take a rise out of "Miss Morgan."

"What right have old men in their second childhood to talk politics?" she said, majestically.

I thought the old loafers would have fits. They thought that was the best joke they had ever heard, and they laughed until their old eyes shed tears and their mouths watered all over their weskits. They poked Uncle Jerry in the ribs until the old fellow got real snappy. But the lady calmly went on ordering groceries.

One other fellow thought he'd risk it, too. He had a self-satisfied smirk on, and I saw he considered himself the king pin of the lot, which wasn't saying very much.

"Are you still fur Bryan, Miss Morgan?" he asked, in a conciliatory tone.

The lady didn't move a muscle for a minute. Then she turned and looked at the old fellow just as she had looked at Uncle Jerry.

"I came into this store to make a purchase of groceries," she said, grandly "and not to talk politics with grandfathers." Then turning to the grocer, she said, "Mr. Smith, if you are unable to insure me against annoyance of this character, I shall henceforth deal elsewhere."

That fell like a thunderclap. The old fellows all looked dubious, and only Uncle Jerry, who was revived a little by seeing somebody else get sat down on, ventured a feeble poke in the other old fellow's ribs.

There was silence for several minutes. Then Uncle Jerry said:

"No harm done?"
The lady ignored him entirely. When she had walked out majestically, the grocer came hesitatingly around and said:

"Say, you fellers ought to had kept your mouth shet when these people comes in. I don't want to lose no trade."

This was a deep and deadly insult for six old men who couldn't keep their "mouths shet" for sixty seconds to save their lives. They looked at each other a minute and then the whole six got up and solemnly loped in single file across the room and into the street.

Thus was one grocery store cleansed of its loafers.

Pick-ups for Merchants.

From the Atchison Globe.

When a boy sees a sign, "Take One," he takes two.

It is said that no woman can get along without visiting a dry goods store at least four times a week.

When a girl who works down town goes home to lunch, she always goes into a dry goods store on the way, and when she goes back to work again she drops into a dry goods store again.

"That stove," said a hardware clerk to a customer this morning, "gives out a heat as constant and unchanging as a woman's love." The man sighed, and walked away without buying.

When a business man wants a young man to learn his business, why does he select a country boy instead of a college boy? We all know, but none of us dare say.

The greatest man in the world is the plain, plug man who pays his debts, supports his family fairly well, and never does anything remarkable. These remarkable men, who are thoroughbreds for a time and then rob all their friends, are to be avoided.

The man who is adding to his bank account never boasts of it. If you hear any one tell what an enormous salary he receives, and how valuable he is to his employer, set it down as a plain falsehood. The people who receive the good salaries and are valuable are valuable because of their modesty.

GREAT VALUE SANCAIBO COFFEE



L. M. Clark Grocery Co.

Why are the . . .

Manitowoc Lakeside Peas

Better than ever?



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

Sold by . . .

WORDEN GROCER CO.
GRAND RAPIDS, MICH.

The Motorcycle in England.

Written for the TRADESMAN.

While the American is the inventor for the world when any bold, radical departure in the application of mechanical principles or force is concerned, there is yet much of the progress in the development of mechanical science and method to be credited to the quiet, persistent effort of the English, French and German artisans. From England especially are we constantly adopting inventions and methods which have had their practicability demonstrated in that country and using them as a material aid in our own mechanical progress. It is curious that in many instances these inventions are made to figure in machines of such superiority over their English prototypes that they are eventually enabled to compete successfully in that market against the disadvantages of high cost in this country. The bicycle is a notable instance of this. An English invention in all its most essential features, American boldness and mechanical perfection of construction have so far improved it that many thousands are being sold in the English markets. In the development of the locomotive sixty-five years ago, American mechanical science had not progressed far enough for us to return the invention in the same manner very quickly; but even this is becoming a possibility—we are disputing with England in all the markets of the world except her own.

When, at the beginning of Queen Victoria's reign, the locomotive was brought into practical use, considerable attention was given by the English inventors to the construction of a locomotive which should run independently of the iron rail. It was not attempted to use the country roads but there were several steam omnibuses put into regular service on the streets of London. Considering the kinds of pavement to be dealt with, it is not strange that the heavy bone-shaking machines should soon have been retired.

The subject was then entirely dropped until the development of the modern system of highway construction should make such vehicles possible as to country roads. And before this was accomplished, English conservatism and extreme caution as to accidents had interposed legal obstacles to their practical use which effectually held their development in check. For instance, it was enacted that no locomotive should be allowed to run over six miles per hour upon any highway, and then it must be preceded by a man carrying a red flag. Naturally, few inventors cared to construct machines to figure in processions of this kind.

It thus transpired that, while the general conditions in England were the most favorable for the development of the horseless wagon, its progress was slowest in that country. The conditions were favorable in that there was a very complete and general system of practicable highways; density of population created demand for improved modes of transit; the maintenance of horses was very costly, and the training and temper of English inventors were favorable to this line of work, as shown by their leading in the early development of the bicycle. But much greater progress has been made by the French, who are not generally venturesome in such lines, and by the Americans, who are just beginning to make roads.

It is, therefore, of material significance that England has finally abolished

her antiquated and ridiculous restrictions on this class of vehicles. The new law went into operation November 14. This has been criticised in that, while it does away with the red flag feature, the speed is limited to twelve miles per hour. But this will not be a serious drawback, for the value of the self-propelling wagons will be found in their use at moderate speeds. Indeed, this provision of the law may be of benefit, for the reason that it will turn the attention to vehicles for practical use, instead of those for racing, such as the Americans are trying to build.

For a long time English inventors have been experimenting with vehicles of this character, impatiently waiting for the time when Parliament should permit their use. So it was planned that, on the day that the new law became operative, there should be, not a race, but a procession of motorcycles from London to Brighton and return. This is one of the oldest coaching roads in the kingdom, and the Queen thus made the journey before she could do so by rail. To show how much interest, in spite of the legal obstacles, the British mechanics have been taking in the subject, no less than sixty entries were made for the procession, although there were no prizes offered.

The day was obscured by one of the characteristic London fogs, but nearly all the vehicles took their places and went over the course. In spite of the dismal fog which cut off the view, vast crowds were present to see the procession when it started. As might be supposed among so large a number of entries, all types of the new vehicles were represented. The Americans and the Frenchmen were present with the types they had had opportunity to try in their own countries; but there were a surprising number of English vehicles as well. There were included steam, gas or oil, and electricity as the actuating forces. And there were all types of construction, from the self-propelling bicycles to carriages and delivery wagons and vans. The procession was a revelation as to the extent of the development of the new mode of progression.

British capital and enterprise have long been waiting for the opportunity of exploiting this field of industry, and the task will be immediately undertaken. Already, in the various manufacturing towns, syndicates are forming for the work of building the new vehicles. In London a large company, headed by Radcliff Ward, which has been experimenting in this direction for the past eight years will immediately put electric omnibuses into use. These will be of the accumulator type, the weight of which has been sufficiently reduced to insure practicability. It is predicted that the number of horses will soon be greatly reduced, thus lessening the work of cleaning the streets and, what is of greater importance, contributing greatly to the public health.

There is no doubt but that this removal of legislative hindrances will mark the beginning of a new and important era in the progress of the motorcycle in England. With the more favorable conditions, as compared with other countries, the new vehicles will soon be brought into practical, everyday use. But the contrivances of the English mechanics will not be the ideals of the future—it will remain for the Americans to refine, to simplify and to cheapen, by improved methods of construction, until, eventually, we shall send them a far better machine than they can build for themselves.

W. N. F.

Practical Hints on Getting Ready for Holiday Trade.

Theodore Hamilton in Brains.

It is still some weeks to Christmas, but I think it is safe to say that if we could, by some sort of an improved X ray apparatus, look into the minds of the people, we would find an amount of thinking about Christmas that would surprise us. Particularly is this true of children and the children's mothers. Just as soon as the hurrah over this election business is over, almost everybody will begin to vaguely wonder what they will buy for this friend or that, and how much they can afford to spend this year. And if our customers are beginning to think about it, surely it's time we began to do a little thinking and planning ourselves.

I believe that the Christmas trade this year will be much larger than for several years and that merchants should be prepared for a big holiday business. Let every merchant figure that out to suit himself though; I am simply giving him my opinion about it. I think he will find, though, that he has made a mistake if he prepares for only an average holiday business.

There are some discomforts about holiday shopping that it is impossible to obviate. Large crowds are inevitable and every person in every crowd will be firmly convinced that everybody else ought to be at home attending to his business instead of poking around in the way. More or less pushing, crowding and discomfort is unavoidable, but the merchant can at least do his best to relieve the congestion. He should see that every inch of space which can be given to his customers is free from encumbrances, that his force of salespeople is sufficient to properly wait upon them and that his stock is so arranged as to enable the clerks to do their work in the shortest possible time.

There's one thing that always makes me tired at Christmas time. Suppose you want to buy a doll. You find the doll counter and look over the outfit. There are a large number of dolls on the counter or displayed on the shelves. You find in this display a dozen or so dolls of the same kind, size and price (which is a waste of space) and you find that there are other sorts of dolls packed away that are not displayed at all. If you are human, you want to see those, too, before you make your selection. The accommodating salesgirl prowls around and digs them out for you, while you grow weary and other people try to climb over you. If you are human, you finally decide to buy one of the first you looked at. There's only one of those handy, but the accommodating salesgirl assures you that "there are others somewhere" and institutes a search. Meantime you wait with growing impatience. It seems to you that everybody in the establishment gets into the thing, either to search, or to compare, or to decide, or to screech and cackle about it.

Such a thing as this must happen sometimes, of course, in every business, but is there any reason why it should happen all the time in every department of a store? In this supposititious case the whole difficulty might have been avoided if there had been on exhibition a sample of each sort of doll in stock, and if the doll selected had been packed and properly placed where the salesgirl could immediately have laid her hand on it.

There's altogether too much wrapping and packing in the average store during the holiday rush. It seems as if every article in the store had been unpacked and unwrapped just so that it might be done up again when time was most pressing. There are many staple Christmas articles, toys and the like, which can be so arranged as to be ready to instantly place in the hands of the customer as soon as he has made his selection from the samples shown. Many stores do this, and do it well, but I am sorry to say too many don't seem to understand how important a thing it is.

One of the best methods of lessening the holiday jam is by getting ready early and advertising as soon as you are ready. Most merchants mention Christ-

mas away in some corner of their regular advertising space until shortly before Christmas, when they go at it with a rush and a whoop.

This is getting the cart before the horse sure enough. By that time a great many people have bought all the presents they intend giving, and the rest of the public is composed of that class who lose their heads and wander aimlessly from shop to shop until they find something that they "guess will do." Don't depend upon your share of that class for your holiday business and don't depend upon splurge advertising at the eleventh hour.

Lay out a regular advertising campaign and commence it early—just as soon as you are convinced that people are beginning to think and plan about the holidays. Don't try to advertise your whole store in one ad, and don't indulge in generalities about your "unparalleled" and "unprecedented" stock. That's not the sort of campaign I mean. Take one thing at a time, and tell all about it. And in every ad harp about the necessity of buying early. Talk about unbroken stocks, better assortments and the advantages of first choice. Talk about the great crush sure to come later on and the ease and comfort of buying now. Pound away on that idea all the time. People will see the point; they know how it is themselves.

From Credit to Cash.

C. A. Braeey-Wright in Hardwareman.

I would not disguise the fact that the man who sets out to convert his trade into "strictly cash" has many difficulties to encounter and overcome, and that it will require a large amount of tact and discretion in dealing with his customers. In commencing operations, my experience is that the stock first demands attention, and it should be thoroughly overhauled, and old, damaged, or unseasonable goods disposed of by means of a sale, after which the shop itself should be completely renovated and remodelled on the most up-to-date principles—large windows, new fixtures and show stands—the floor laid with linoleum, and both windows and shop illuminated by electric or incandescent light.

Of course, this means considerable outlay, but it is not a case of "throwing good money after bad," as examples too numerous to mention have proved. This done, the stock should be replenished by seasonable goods and the latest novelties, a price list of which should be freely distributed in the neighborhood, and well advertised in the local press, etc. Your credit must be shortened to monthly accounts (except in the case of old reliable customers), and anyone who seems to expect a longer run should receive with his account a polite note intimating "that in consequence of the reduction in your prices, you are obliged to request an early remittance."

If I am asked what percentage of old customers I should expect to lose in adopting this system, I should say, roughly speaking, perhaps 10 per cent.; but with care it need not be so high. The increase in the ready-money trade will exceed this loss; old customers will frequently return whose names have been absent from the books for years, and an ever-increasing influx of new faces by constant visits become familiar; the ranks are again filled, and the business re-established upon a firmer basis. This has been the experience of one who has been through it all.

The girl who takes as much pride in learning to dust a room properly as she does in learning to draw, who broils a steak with the same nicety she embroiders a rosebud, who makes coffee as carefully as she crochets, is the girl who will make the economical, cheery wife, loving mother and delightful companion. It is not a crime to know how to keep house. Every girl expects to have a home of her own some day, yet the girl and her mother, when circumstances permit, too often act as though there was no such thing as a servantless home and food grew on bushes ready for the picking.

Woolson Coffees

↗ COFFEES AND SPICES ↖

Are two of the most important articles in a retailer's stock. If you are right on these goods, your troubles largely cease.

We take pleasure in informing the trade that we have secured the sole agency for this territory of the celebrated standard brands of Coffee of the Woolson Spice Co.'s manufacture. A full line of the factory brands will be constantly kept in stock and we shall put them on the market at a very moderate profit, believing that **LARGE SALES** of these goods will justify the **SMALL MARGIN**.

We also wish to announce to the trade that we are now able to furnish spices made by the formulas of the famous **ABSOLUTE** brand, and that we will market them under the brand, "Musselman Grocer Co.'s Absolute Spices."

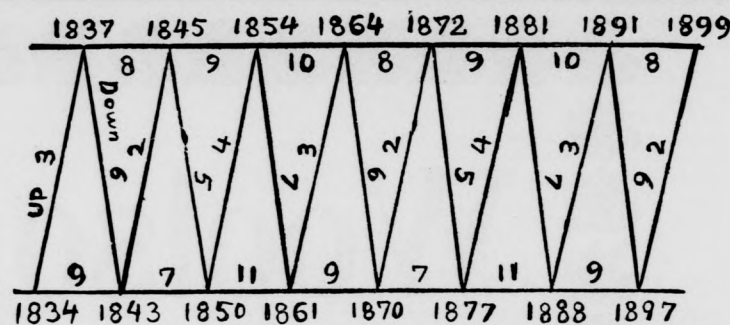
If you have handled these brands of Coffees and Spices in the past, we want to continue to furnish them to you in the future. If you have not, we stake our reputation as merchants on their giving you satisfaction, if you will favor us with a trial order.

MUSSELMAN GROCER CO.

GRAND RAPIDS, MICH.

Absolute Spices

GOOD TIMES FOR RETAIL MERCHANTS ARE HERE. TAKE ADVANTAGE OF THEM.



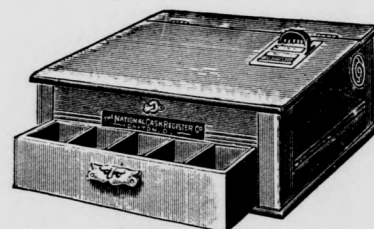
Samuel Benner is an Ohio student of trade conditions. He predicted the panic which is just over five years before it began. He declares that good and bad times are independent of everything except the law of supply and demand. The chart above, beginning in 1834 and running down to the close of the century, shows how good times and bad times have followed each other in regular order so far in this century and how we may reasonably expect good times from now to the close of the century. We have been guided by Benner's prophecies for the past twenty years and have never found him wrong.

We are therefore preparing for good times. We advise retail merchants to do the same. The first step is to make the necessary provision for taking better care of all transactions between clerks and customers in your store. The National Cash Register Systems are the best for that purpose. We build registers for all kinds of stores, large and small. They are sold on the installment plan, without interest. Don't wait. Address Dept. D, The National Cash Register Company, Dayton, Ohio, and our agent will call on you when next in your vicinity.

1. DESK AUTOGRAPHIC REGISTERS:

6 Different Kinds. Prices, \$8, \$10, \$12, \$15, \$20, \$25.

Sales are recorded by writing on a strip of paper, which moves under a glass when the lever is operated to open the cash-drawer. The strip is wound automatically upon a storage roll, which can be removed when the register is balanced.



2. MANIFOLDING AUTOGRAPHIC REGISTERS:

4 Different Kinds. Prices, \$10, \$20, \$35, \$40.

Records are written on the paper—showing through the aperture in the top of the register—with pen or pencil. Three copies are made with one writing. Especially suited for use in lumber yards, coal offices, physicians' offices, etc.



3. DETAIL-ADDING REGISTERS:

23 Different Kinds. Prices, \$25, \$40, \$60, \$85, \$100, \$125, \$150, \$175, \$200.

Records are made by machinery by pressing the keys. At the close of the day's business the total of all sales is obtained by adding together the amounts shown on each adding wheel.



4. KEY TOTAL-ADDING REGISTERS:

35 Different Kinds. Prices, \$100, \$125, \$150, \$175, \$200, \$225, \$250.

Records are made by machinery by pressing the keys. The amounts of all sales recorded are automatically added together into one total by the register.



5. TOTAL-ADDING, CHECK AND DETAIL PRINTING REGISTERS:

11 Different Kinds. Prices, \$250, \$275, \$300, \$325, \$350.

Records are made by pressing the keys and turning the handle. The amounts registered are automatically added into one total by the register, and the details of each transaction are printed on a continuous strip of paper inside the register. A paper check is also printed and thrown out by the register, giving the amount of the sale, its consecutive number, the date and the proprietor's business card, or any other matter.



JANE CRAGIN.

An Ally from Unexpected Quarters.
Written for the TRADESMAN.

"Why, auntie, you don't mean to tell me that you are going to give an out and out dinner party?"

"Yes; why not? You see what Jane says, don't you? It has always been a mystery to me what that woman could see in Cy Huxley to love. He's good enough and kind hearted enough and prosperous enough—though, in my opinion, Jane's responsible for that; but, as for making a husband of him, that's quite another matter. I've always thought that he had conceit enough for three ordinary mortals. You can see Jane's tired of it and you can see, from the beginning of her letter to the end of it, that she wants us to help take some of it out of him. I've been expecting you to say something about the fellow's calling here so that Jane might hear of it. That's all he comes for, and he thinks nobody can see through him. I haven't the least doubt that he believes, this blessed minute, that you are just ready to jump into his arms, and that I am hoping and longing to have it so and am doing everything in my power to get him into the Evans family—the jackanapes! That's his idea and I'm going to help him carry it out. You'll wear that handsomest dinner gown, my dear, and make yourself irresistibly attractive. That's what he expects and I wouldn't have him disappointed for the world. We sha'n't be a large party but we shall be a brilliant one. Mr. Benton will accompany his friend, Mr. Huxley, and Mr. Robert Burleigh and his sister Dolly will be here from Stonebottom. Mrs. Burleigh's mother was an Evans—a born lady—and these children of hers are just like her. They have been unfortunate but are getting ahead and, being Evanses, of course I like to have them here."

"But, auntie, don't you see how stupid all this is to be at a six o'clock dinner? The gown you want me to wear will look horrid by the light of kerosene lamps."

"Don't be troubled, my dear. Only, rememehr that you are to do your best to please Mr. Huxley. That's the one thing for you to strive for in this campaign."

So the preparations for the feast went on, and at half-past five, when Mrs. Willowby went down to see how her corn-colored silk was going to look in the unpleasant light, she found, to her astonishment, that the windows had been darkened, that the rooms were flooded with the soft light from innumerable wax candles and that dear Aunt Walker, in her steel-colored satin gown, with the choice old lace and the family diamonds, was the picture of womanly loveliness as she gave the last dainty touches to the appointments of rooms and table.

The far-off guests were the first to arrive; and the Burleighs had hardly received the hearty welcome of the hostess when the tinkle of the doorbell announced the arrival of the guest in whose honor the dinner had been given.

The moment the door opened and the perfume of roses greeted the two, Cy's heart sank within him. Sid's prediction was true! He was to be received as something more than a guest, and his face became almost as white as the lilies that graced the chamber to which they were shown. Aside from intense amusement, Sid wondered if, after all, there could be anything in the ridicu-

lous idea that he had suggested to Cy. It certainly looked like it; but his friend was suffering enough already and he refrained from adding anything to his misery. So, with a settling of ties and a final glance at the button-hole bouquets and their immaculate selves, they went down stairs, Sid, at Cy's request, leading the way.

Neither of them was quite prepared for the beautiful picture they saw at the threshold of the parlor. The room itself, Cy thought, was a bower of beauty—not at all like the apartment where he had so often sat and talked with the entertaining Mrs. Willowby; and then, thinking what it all meant, he found himself almost shrinking from the welcoming hand which Mrs. Walker extended to him as she came forward to greet him.

"I am very glad to see you, gentlemen," she said. "Of course you need no introduction to Mrs. Willowby; but I am not sure whether you are acquainted with Miss Burleigh and Mr. Burleigh—Evanses, when you go back far enough. We thought we would make it something like a family party—especially when we found that the young people could come over from Stonebottom;" and at the word "family" she smiled benignly on Sid.

Could it be, he thought, that that silver-haired woman had his own idea and was going right on with the punishment he had already begun? She looked all that and more, as she stood there saying the graceful trifles which put them all at ease; and more than once, as Sid watched her as she turned to Cy, it seemed to him that she was saying to herself, "I'll teach him a lesson he'll remember forever and a day!"

She was exchanging a bit of pleasantries with young Burleigh when the white-aproned servant stood for a moment at the door, and then, with something of a perversion of Pope's well-known line, she said, as she took Cy's arm, "The charming maid to dinner calls;" then, as she led the way, "We must march all; yea, two and two, Newgate fashion."

If Mr. Huxley extracted a little comfort from the fact that Bob Burleigh, not he, was taking Mrs. Willowby in to dinner, the comfort was of short duration. There he sat at the right of the feast-giver, and never was hostess more devoted to her guest than she; but the fear of impending evil never once deserted him.

"You must find it a great relief, Mr. Huxley," she began when opportunity presented, "to have the store all to yourself. Miss Cragin, in many ways, like all women, is helpful at times; but it is easy to see that it is wearing to both of you to be tied so closely to the store. I suppose you hear often from her. We had such a delightful letter a few days ago. She says she knows so many in Milltown, and that their letters all came in a bunch. Does she tell you what charming times she is having?"

"N—no; the fact is I haven't heard from her directly. I knew she was tired and I hoped she wouldn't write."

"It's well you look at it in that way. Mrs. Willowby and I were saying this morning that we were afraid she won't get much rest if she does half she says she does; she's gained, though, in weight. But what surprises me is to find that she has developed into the genuine society woman. Now I never fancied that Jane cared much for attention from gentlemen, but it is easy

for me to read between the lines of her letter; and what do you say, Mr. Huxley, to Jane Cragin—plain little Jane Cragin, who has always said she 'couldn't abide the men'—having already three devoted admirers!"

"Three! Who be they?" (In times of intense mental activity Cy always forgot his grammar.)

"L—et me see—wasn't it a certain Mr. Smith, a Chicago lawyer, Lilian, into whose arms Miss Cragin jumped that day when a party of them were mountain climbing? Yes, I'm sure it was. Then there is a Captain Walker, of the regular army, a man of considerable importance, I judge, who is evidently making the most of his cloth and buttons to win Miss Cragin's favor. I'd put the poor fellow on his guard if I were down there, and that Smith, too, if he needed it, for neither of 'em have the least chance with Jane. You say she hasn't written to you yet? Oh, yes, I remember you said she hasn't. Well, when she does, she'll bring in, in an indifferent sort of way, something about a physician, a Dr. Day; something of an invalid, I should say. And Jane seems so utterly unconscious that she's letting people know how much she thinks of this Dr. Day. All he needs, she says, is good nursing, and she underlines the adjective twice, which means something when a woman like Jane does it. Yes, a man is always careless you know, and once, when they all took a ride over to the Garden of the Gods in the moonlight, if she pulled that sick doctor's muffler up around his neck once, she did a dozen times. (On the way over, mind you; I don't suppose either of them counted on the way home!) Of course, this doesn't mean the least thing; but it's funny to see in what a matter-of-fact sort of way she manages to say that the doctor is six feet in height and finely proportioned, with dark hair and such speaking dark eyes! Why, Mr. Huxley, they look right through you! And you know just as well as do I that, when such a magnificent man as that is in good health—and Jane says all he needs is a good nurse—he can take such a little woman as Jane right up at arm's length and kiss her—at arm's length, I suppose!—and put her down without getting out of breath;" and dainty Mrs. Walker, reaching this point in her narrative, crossed her little hands and laughed a little silvery laugh, as musical as it was merry. "When you write to her, Mr. Huxley, you must be sure to congratulate her on having such good medical attendance."

"Another piece of news you must be prepared for," here volunteered Mrs. Willowby, "is that, instead of returning to Milltown at the close of the season, she may decide to go abroad. Some of Dr. Day's friends are making up a party to spend the winter in Florence and he thinks it would be such a fine thing for Miss Cragin to join them. I'd like to go myself. Some of the best people in Baltimore are going and, while it will be expensive, it will be very enjoyable. This Dr. Day must be a delightful company—I hope, for Jane's sake, she'll make the most of her opportunities."

"There isn't the slightest doubt about that.—Please be helped to the fricassee, Mr. Huxley.—Jane Cragin is a sensible woman. She has simply been biding her time. She has known, as we all have, that Milltown is no place for her, and especially has she been out of place in the store. Of course, she has been a benefit to it—we all feel that—but what

I mean to say is that a woman is at her best in a home of her own with a husband at least her equal intellectually. It seems to me that her Dr. Day answers this description exactly."

"I'm sure he does!" exclaimed Mrs. Willowby, with fervor.

"Oh, I don't know," went on the attentive hostess. The little hands with the rare old lace at the wrist crossed each other again. "No one knows. What is most to be feared is that Jane may get what she detests most—a man whose only thought is of himself and whose unbounded conceit places the indulgence of his fancies before the happiness of his warmest friends. This is not, by any means, a masculine trait, but I am forced to believe that it finds its strongest expression in men; and, if this Dr. Day is an example of that execra—of that class" (the suppression of the adjective added telling effect,) "he will never find favor with Jane Cragin. She's one to see through a sham before the sham is even aware of its own existence. But, in this case, where it's perfectly plain that the girl has lost her heart, we can't tell what will happen.—Do take some of the grapes, Mr. Huxley, they are the very first of the season. I like them best then, and Lilian and I think these are especially fine." But the sufferer's misery, by this time, was too intense to be mitigated with any fruit of the vine, however luscious.

The innocent cause of Cy's distress, observing the gratifying turn of affairs, decided to finish with a grand coup d'etat: "You may bring the coffee, Mary. While I am serving it, I have a very important announcement to make: My niece, Mrs. Willowby, is to be married a month from to-day, and, if her plans materialize as they promise now, Mr. and Mrs. Crafton will spend the winter somewhere in Europe. Congratulations are now in order."

They were promptly offered; and, when these were over, the guests departed, assuring the hostess that the occasion had been a most delightful one, and thanking her for kindly remembering them.

"A splendid dinner party!" said Sid, as he and Cy parted at Mrs. Neely's gate.

"Y—es," answered Cy without enthusiasm, and he went on toward home without even whistling.

RICHARD MALCOLM STRONG.

A Salesman's Long Tramp.

From the Home Magazine.

A man and a woman, not to speak of a dog, have walked from Boston to San Francisco and back in less than one year. The man is Joseph Williams, a Boston commercial traveler; the woman is his wife, and the dog is a stray fox terrier that attached himself to the party early in the game. All three are in first-class health.

A year ago Williams and others were talking about salesmen and their sales, and he made a bet that he could walk to the Pacific slope and back and sell more goods of any kind than the average man traveling by rail. The outcome of the discussion was a bet, made by J. S. Bird of the American Pin Company of Waterbury, Conn. It was stipulated that Williams must walk to San Francisco and back within a year, selling only pins and pencils, sample lines of which he might carry. His wife decided to accompany him, and the dog tagged along.

Williams started on October 1, 1895. He says that the trip has been most enjoyable, and that he has been remarkably successful. He claims to have sold 3,000,000 pencils and 2,000,000 papers of pins, his sales reaching over \$250,000 and netting him commissions of \$14,000.

GOTHAM GOSSIP.

News from the Metropolis---Index to the Market.

Special Correspondence.

New York, Nov. 27.—Trade during the week has been very good among jobbing grocers. In some stores the force has been kept working late at night and, altogether, the situation is one full of encouragement. Prices have remained pretty much unchanged, although in canned goods some advance is to be chronicled in a few of the leading staples.

Coffee is not attracting much attention from buyers at present rates and, indeed, the situation warrants conservatism on their part. The supplies at primary ports are reported as unusually large, while the market here is well stocked, also. Sellers, however, profess great confidence and are not urging purchases. For Rio No. 7 toc remains the quotation. The amount afloat aggregates 653,734 bags, against 542,485 bags last year. Quotations of Rio coffee on the Exchange are just about 50 per cent. below those of last year. There has been very little decline, however, in the price the consumer pays and the retailer is making a profit that he fails to realize on many other things.

The sugar market is rather quiet, both for raws and refined. The only sale was of 1,000 tons of Demerara, 96 deg. centrifugal, at 3¼c. This is taken to be the lowest rate possible, and more would be taken at the same price if it could be had; but it can't. Refined is quiet and purchases are made only for present requirements, no tendency being shown to take stocks for future use. Granulated remains at 4¼c.

The tea market is quiet. Notwithstanding the advance, the inclination of buyers seems to be to take only enough for present wants and no large sales are recorded. The auction sales pass off in a listless manner and those who are really anxious to purchase are not here yet.

More activity is displayed in rice and, altogether, the situation is one of encouragement. Really desirable for eign sorts are closely sold up and dealers are anticipating a trade from now on that will warrant them in having a joyful Christmas. Prime domestic is worth 43 4-5c; choice to fancy, 5¼@6c. Business at primary points is reported good.

The spice market is firm for jobbing lots and dealers say that is a good time to make purchases. While prices are firm, the demand is rather light and it remains to be seen whether present purchases are a good investment.

Molasses and syrups are both in very limited request at the moment, although better things are confidently expected before the end of the year. It is certain that stocks are not excessive and for the better grades of domestic the buyer has to "skirmish around" more or less before he finds just what he wants. Prices show no material change.

Jobbers report an active week in canned goods and the retail trade has, also, experienced an exceptionally lively time. Primary markets are quiet and, excepting one or two things, the tendency is in favor of the buyer. Corn has been the thing most in demand and prices have been well sustained. Maine packers say their output has been practically all disposed of.

Trading in butter has been light and prices have sagged. Supplies have been sufficient to prevent anything like a dearth. Extra Western creamery is worth 22½c; State dairy, 18@19c.

The cheese market is steady. Large size full cream, September make, fancy, 10¼c; small size, ¼c higher. There has been a little more doing in an export way than previously for some time and, of course, this gives a better tone to the market here.

Western eggs are worth, for best stock, 24@25c; fair to prime, 22@23c; nearby are held at 26@27c. Below 24c it is hard to find any goods that will bear inspection. Prices are so high that consumption must necessarily be somewhat curtailed.

There is a moderate demand for pea

and medium beans, the former being quotable at \$1.05 and the latter at \$1.15. Red kidney have been in somewhat better request for export and the range is from \$1.35@1.40.

Lemons are about 50c per box lower and the demand has shrunk. For oranges there was a good demand from retailers for Thanksgiving and the market is comparatively well cleaned up. Several cars of Mexican oranges have been received and sold from \$3@3.50.

A store centrally situated in that region which, with some confusion of anatomy, is known in popular parlance as "the heart of the Tenderloin," has, during recent years, had such a continuous succession of bad luck that it is looked upon with superstitious dread. Now it is about to get another tenant, and persons who have been able to observe the variety of enterprises that have failed there are wondering how long the expected incumbent will be able to bear up against the ill luck which seems to have become a prominent characteristic of the place. Nearly every kind of business has been attempted there, and scarcely one has survived for more than a month or two. One species of undertaking succeeds another so promptly that the building presents the same appearance for only a very short space of time. There is scarcely a line of business that has not been attempted there, from an ice cream saloon to a clothing store.

The semi-annual agitation on the tip question has broken out again and some new letters for and against the practice of tipping have been published. The discussion has produced no results, of course, but some of the opinions expressed have been interesting. One man who champions tipping says that, in addition to being a very poorly paid servant, a waiter in a first-class hotel must go to considerable expense to dress himself properly, and that his wages would not pay more than half his living expenses. He estimates that a good waiter must pay at least \$146 a year for his clothes, and that his linen, shoes, and rent will cost him, with incidental necessary expenses, another \$247. Thus, he says, the system of tips is necessary because the hotels and restaurants will not pay higher wages. Even if they did pay adequate wages the tipping system would continue, he thinks, as it does in some clubs where it is forbidden by the house rules. A discussion of this kind invariably brings out many complaints from men who are forced to tip their waiters and their barbers; but the tips are not affected. The public hackmen debated this question and, despite the protests of several radicals who held that tipping was degrading, they came to the conclusion that it was business, and that they were not driving cabs for their health.

Kleptomania has at last attained to international dimensions and may become another of those rhetorical what-nots that cement the bonds of amity between two peoples. So far, the acquisitive craze appears to be a luxury peculiar to the rich, for we never hear of a poor starving seamstress being acquitted of guilt on this score when caught with the stolen remnant in her hand. And if, being expert in the grab malady, she had accumulated a wholesale stack of valuable miscellanea, and if, being married, her husband had carefully refrained from returning the articles, with explanations, to their owners, it is almost open to doubt whether the culprit would be hailed by two hemispheres as the interesting heroine of an ailment which only police doctors are able, apparently, to diagnose and cure. Old-fashioned thievery has grown very vulgar, so that new-fangled varieties have to be invented and adapted to the established laws of caste. It is sad, when devotees have brought their particular cult in art to a high pitch of success, to see honored adepts dragged down to the plane of common critters by rude-handed Philistines in blue.

There are people you can trust, but you don't know them, so don't trust anyone.

DO YOU WANT A PERFECT FLOUR?



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

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

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

JOHN H. EBELING,

GREEN BAY, WIS.

OF COURSE WE'RE BUSY

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

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

"LILY WHITE FLOUR"

than ever before. Is it any wonder?

VALLEY CITY MILLING CO.,

GRAND RAPIDS, MICH.

The Grocer with a Scheme.

Stroller in Grocery World.

I suppose all of us have been addicted to "schemes" at some period of our lives. Some of us even now occasionally come across a good thing which we are certain will make us rich men. As a rule, I've noticed that the more unsuccessful a man is in the work he's engaged in, the more schemes he has, and the surer he is that they're bound to be a go.

I found the wherewith to strengthen this idea last week, when I happened on a scheming grocer. His store is in the extreme southern part of New Jersey—sandy, lifeless, and in summer time a paradise for mosquitoes and a hades for everybody else. I suppose you could hardly call this fellow unsuccessful. He gets enough to eat, and he doesn't care what he wears, so in a way he's a success. It all depends on the standard you measure by.

I had several hours to spend in this place and I spent one of them with this grocer. I gave him a cigar and, under the influence of the sociability engendered thereby, he unfolded to me his schemes.

"I've got one of the greatest schemes you ever heard tell of," he began.

I smiled.

"All right," he said, "laugh at it before you've heard it if you want to. I calculate after you've heard it you'll change your idea."

"Well, go ahead," I said, resigning myself.

"I do know, man," he said tentatively; "I ain't shore you'll keep it to yourself."

"Oh, go on, man," I said, "I'm too busy making a living to bother with schemes, no matter how good they are."

"Well, I'll let you in on it," he said; "you look like an honest man."

I thanked him and gave him another cigar.

"My scheme is to teach young men the grocery business and other trades like it without serving time in no store."

He leaned back and looked at me a minute, expecting to see my face light up with delighted wonder. It didn't light, except with a broad grin.

"That's all right," he said, protesting; "why don't ye wait till I'm through 'fore ye laugh? Yes, sir, that's the scheme," he continued, "and it's a good one, too; you can bet your whiskers on that all right."

"Why, how can you do such a thing as that?" I asked, skeptically.

"How can I do it?" he said. "How do these other schools teach this 'ere shorthand writin' an' other things? I'll simply have a building like they do an' I'll put reg'lar grocers in charge. These grocers'll teach the young fellers who come how to buy, they'll teach 'em how to judge of dried fruits and so on, and teach 'em how to keep books. They'll be no knockin' molasses barrels an' kerosene 'round. The school'll have reg'lar office hours an' everything will be nice and clean. I'll charge \$100 a term. I've figgered out that it'll bring me in about \$3,000 a year."

"You've got it all fixed in your own mind what you're going to make out of it, have you?" I asked.

"Yep."

"When does the thing start?" I asked.

"Oh, I ain't fixed that yet."

"You decide what profits you are to get, do you, before you fix the preliminaries?" I asked.

"Don't do no harm to think about it, does it?" he said, somewhat belligerently.

"Do you know," he went on, "that retail grocers are a race of uneducated men?"

"Why, no," I answered, "that view of the matter hadn't occurred to me."

"Well, they be," he said. "I'm one of 'em, so I ain't sayin' anything bad 'bout nobody strange. An' I b'lieve that the reason why there are so many men without no eddication in the grocery business is because men who have got lots of money won't let their sons learn the business because it's too

dirty." He had evidently argued it all out to himself.

"Now, my school," he resumed, "will fix all this up in splendid shape. There won't be no dirt or anything and a young man with good clothes on can come there every day an' he won't get a spot on 'em. Don't you see?"

"Ye—es," I answered, somewhat dubiously.

"Ain't it a great scheme?" he persisted, trying hard to get me worked up about it.

"I don't exactly see the force of your argument," I observed. "Surely, if these rich men's sons you talk about are going to be grocers, they have got to mix with the dirt sooner or later. What's the use of protecting them while they're learning from something they'll have to encounter after they've learned?"

"Hey?"

I obligingly repeated it.

"Oh, you're 'way off about that," he said. "It'll be easier to get 'em to learn, won't it, an' I'll be makin' money just the same, won't it?"

"Yes, just the same as you are now," I said.

"There's some people ain't got brains 'nough to know a good thing when they see it!" he ejaculated quite wrathfully. "First thing I know I'll see you gettin' up the same scheme yourself! You're jealous, that what's the matter with you!"

I laughed at that, which made him hotter.

"I knew a feller got so dinged smart onest," he said, "that he got his patent leather shoes spit all over with terbacker juice!"

That artless threat made me laugh harder than ever, and finally with a snort of disgust he arose and left me, to wait on a customer.

The Advantage of Cash Payments.

From News for Buyers.

Nothing so helps a beginner in business as the prompt ten-day payment of bills. If economy is really half the battle of life, then it might with equal propriety be affirmed that cash payments embody one-half of commercial success. For even if a man has but little capital he may, by cash payments, make his credit a hundred times better than the reputed well-to-do merchant who takes all the time he can get and then asks for more. The writer knows of an instance where a young man started out with the determination to pay cash for everything he bought. He hadn't much trade nor any superfluous funds, still his success has been unusual, and he attributes a good share of it to the promptness he has always exercised in paying his bills. It was only the other day that he received information through an unexpected source that his standing throughout the wholesale district is gilded. The ease with which credit may be obtained operates, we believe, to the detriment of many a beginner. Such a person is impressed neither with the necessity nor the advantage of scrupulously meeting his obligations, the result of which too frequently is utter failure. Our opinion on this subject is very decided, and were we about to embark in a retail business, cash payments should be its corner stone. If necessary, we would carry less stock to encompass it, so great indeed is our faith in the efficacy of such action. One never realizes the tremendous advantage of discounts until he takes the trouble to figure it out and apply it.

A measurement of the relative muscular strength of men and women of the same ages and in perfect physical condition and of the same height shows that the strength of the average man is nearly twice as great as that of the average woman. This proportion of strength possessed by men was found in nearly every part of the body, as tested by a dynamometer in 200 cases, both of men and women.

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.

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.

"Neither rhyme nor
reason can
express how much"



With every fair trial
the Clipper BICYCLE
makes for itself a new and
life long admirer

New Clippers New Clippers New Clippers

ANTHONY, KANSAS, Oct. 8th, 1896.

Grand Rapids Cycle Co.,
Grand Rapids, Mich.

Gents:

Inclosed find check in payment of invoice for Model D Ladies Wheel, which by the way is the smoothest wheel we have seen any where and at a price that is extremely reasonable. We have sold a number of wheels the past year including W—'s, but this wheel leads the van. Count on us to push Clippers at all times.

E. G. MERRELL CO.

GRAND RAPIDS CYCLE CO.

Pratt 221

New Clippers New Clippers New Clippers

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.

ARE ALL SAFES UNSAFE?

Electricity the Newest Tool of the Bank Burglar.

From the Chicago Daily Tribune.

Safe cracking has been made easy. There is not a vault in the city of Chicago which cannot be entered in thirty minutes by the modern burglar, provided the only safeguards supplied be the enclosing walls. Take away the watchman, and the masses of iron and steel will give but little more than momentary protection to the millions represented by the more precious metals which they enclose. The safes of the smaller business houses are absolutely at the mercy of the thief.

Every municipality which supplies its own electric light, and every trolley car company in the land, has got into the hands of the cracksmen a means of attack, safe, silent and certain—the electric current. The day of nitro-glycerine, dynamite and drills of tempered steel is gone. There need be no more wrecking of safes, with its accompanying noise, nor will it ever again be necessary for the midnight worker to force off layer by layer, with explosives and jimmy, the iron doors of the treasure chest. Give him a carbon stick, a bunch of wire, and thirty minutes free from interruption and the board is his.

Samuel Rodman, Jr., of Chicago, who has opened a safe and vault of nearly every construction extant, and who, if he should choose to drop his work as an expert in high explosives, could probably earn as large an income as any bank President in the country by turning a bank cracksmen, has been experimenting recently with the electric current; and now, after years spent in showing how easy it is to get into the coffers of banking institutions by means of nitro-glycerine, drills and the like, he says that those methods are things of the past. Mr. Rodman is a graduate of West Point and was a student, while still in the United States army, at the Engineers' School of Application, Willett's Point, New York; at the United States Torpedo Station, Newport, R. I., and at the Artillery School, Fort Monroe. The United States Government came to the conclusion some time ago that the Treasury vaults at Washington were in a lamentable condition. It was decided to have the matter authoritatively settled by competent and disinterested experts. A Commission was appointed consisting of Robert H. Thurston of New York, Theodore N. Ely, of Pennsylvania, and Francis A. Pratt, of Connecticut. Mr. Rodman was the expert chosen to conduct experiments for the Commission. A sample of nearly every known safe was sent to the Commission and they were all speedily and quietly opened by the army officer expert. He used nitro-glycerine when occasion demanded it, and the noise of the explosion was not heard thirty feet. When the high explosive was necessary Mr. Rodman bored through the containing walls. In many cases the more frequently the words "burglar proof" appeared upon the surface of the safe the more easily was the supposed strong box opened.

The Government never did anything to improve the condition of its vaults, and depends now, as it always has depended, upon the fidelity of watchmen for the preservation of its treasures. It is, perhaps, just as well for the safety of Uncle Sam's money that this is so, for within the last week, after a final experiment with the electric current, Mr. Rodman, whom the Government chose as its expert, has declared that in the future any large amount of money expended upon the construction of vaults and safes will be money thrown away.

"Safes and vaults," he said, "should be built hereafter just strongly enough to withstand a sudden and quick attack. If they are of temper and thickness to stand off the burglars for ten minutes it should be all-sufficient. Other means of protection than thick walls and time locks must be had. Masses of metal which seem to defy explosions, or which, from their position and surroundings, seem to render an attack by these methods impracticable, are now exposed to

the new element of danger—the silent electric current. The development in the use of such a method of attack presents new problems in the question of bank security. Ponderous, expensive constructions must give way to lighter and cheaper ones, giving sufficient security against sudden attack and supplemented by some satisfactory system of electric alarm protection. There is a big field opening just now for some one who will perfect an alarm system which burglars cannot tamper with without bringing officers to the scene. I suppose it should take the form of a series of wires about the vaults and safes."

Within a week a workman in this city, using a carbon stick, melted his way through five inches of wrought iron in less than thirty minutes. The hole made was big enough to allow the insertion of the hand and arm of a man of medium size. All that is necessary for a burglar to do now is to connect wires with a terminal where the main wires of an electric light plant turn under the sidewalk. At this point he can get the full current generated at the central station. He can trail these wires along the gutter under the cover of darkness and into the building where he has a safe to crack. He attaches his carbon to the wire and burns his way to the treasure which he covets. Detection, as far as the act of connecting with the main wires is concerned, would not be likely, for men from the electric light plant are constantly removing the conduit covers and working under the sidewalk, and the bank burglar might readily pass as such a workman. In the smaller cities the trolley wire can be used in the same way and with the same result. The increase in the amount of electricity used would not be noticeable enough at the central station to cause comment, because similar variations in consumption are constantly occurring. When the burglar gets his supply of electricity from the trolley all that is necessary for him to do to get the circuit is to run the other wire to a waterpipe.

Nearly all the expert bank burglars of the United States are mechanics, who have left the bench or the wheel for the more lucrative, if less honest, profession of scientific thieving. It may be, hereafter, that they will all be graduates of the schools of electricity. It is a curious thing that many of the uses of high explosives have first been demonstrated by men who used them for nefarious purposes. It has been said that scientists have occasionally obtained pointers from thieves. It may be that this time matters are to be reversed and that the expert cracksmen may get, if they have not already had their attention turned to the matter, a bit of information from scientists which will lead them to wealth or, let it be hoped, to Joliet.

In the meantime burglars have not been idle. They are still using the old method—drills and dynamite, or its equivalent—and they have done some pretty handy work recently. When the Government put Mr. Rodman at work testing safes for its benefit, all his experiments were put into a report, with pictures. The report became a burglars' text book. A good many of the bank robberies which have occurred since were perpetrated after the manner employed by the Government, though they were accomplished in a much more bungling manner and with the accompaniment of a good deal of noise.

When a bank President doubts the security of his burglar-proof vault and the safe which stands inside, he is likely to communicate with the safe builders. Nine times out of ten they will tell him that his safe is proof against the attacks of all the burglars in the land. Not infrequently the manufacturers will tell the bank officials that, if they can get anybody to open the safe inside of a specified time, they will present them with a new strong box.

When the report on the Government vaults was published, many bank officials wished their vaults to be tested, and the result was that there was many a wrecked safe in the land, and many a manufac-

turer who guaranteed that no method known could result in the opening of one of his pets had his eyes opened with the doors of his safe. Mr. Rodman has left the army and now handles high explosives of all kinds in an expert way. He is an authority on such subjects, and not infrequently a big safe is dropped at the door of his office with the request that he attempt to open it. Not long ago the First National Bank of Effingham, Ill., sent a safe to Mr. Rodman with the request that he break into it if he could. The manufacturers of the safe had claimed that it was burglar-proof and could not be opened under any circumstances, barring, of course, a knowledge of the combination, within twenty-four hours.

The safe was made of chrome steel throughout, except the innermost plate, which was mild steel to the depth of one-half inch. The body was four inches and the door five inches thick. The outside plate of the door and the whole exterior surface of the safe were

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TRADESMAN COMPANY, Grand Rapids.

one inch thick. All the steps of the door were said to be absolutely tight, "so tight that no powdered explosive, powder, or dynamite, and no liquid explosive or substitute of like consistency can be put through the door into the safe or passed from one step to another." The door of the safe was provided with a double power automatic time lock, with a Sunday attachment. A friend of Mr. Rodman had seen the safe in the Effingham Bank, and on his behalf had wagered that it could be opened in three hours' time. In case of failure the bank was to be reimbursed for the full amount which it paid for the safe. The expert was given no opportunity to examine the interior of the safe. The door was sealed before it left Effingham and the seals were removed by the person who had placed them, after the heavy iron box reached Chicago and was ready for the test. The steel plates of the door were nine, the first plate being one inch thick and the other eight five-tenths of an inch each. They were bolted together by screw bolts placed six inches from center to center.

This treasure receptacle of the Effingham Bank was taken to the southern part of the city and was there opened in two hours and fifty-seven minutes by Mr. Rodman. It was placed inside a brick vault, and the entire work of opening was done without any damage to the vault, and without any noise being heard outside of the building in which the vault is placed. Ten ounces of explosives was used and the plates were blown off one after another and the contents of the safe removed. Among other things found inside was a guarantee that the affair was burglar-proof and could not be opened within twenty-four hours.

Another safe was sent to Mr. Rodman, and it also was declared to be burglar-proof. It had all modern attachments, pressure bars, tongues, grooves, and tack joints. It was one of the best specimens of welded steel and iron construction, with walls three inches thick and doors three and a half inches thick, and it was provided with combination locks governed by a double movement time arrangement. There were four make-believe "burglars" employed in the attack upon this safe. The head burglar was Mr. Rodman, and the assistant burglars were three expert mechanics. Their tools were two sledges, one jack, two wedges, one monkey wrench, four horse blankets, a coil of rope and half a dozen sticks of wood. These were the tools which could be seen. All the other necessary articles were carried in Mr. Rodman's pocket. They consisted of a small brush, some sealing wax, a diminutive alcohol lamp for melting the wax, matches, a few corks, detonating tubes, a funnel tube, leading wires, detonators, dynamite and nitro-glycerine. All of these things were in small quantities. The battery for firing the explosive was carried in his hand. On the outside of this safe were the words "Anti-dynamite devices," practically defying the experts to make use of these means in attempting to open it. Attention was attracted to the series of three packed joints, which, in the builder's opinion, evidently constituted an embargo against explosives, and to the unusually close-fitting door.

The safe was closed and locked, and the process of charging it and wrapping it in blankets was begun. When the charge was introduced the vault doors were closed but not bolted and the charge was fired. The noise of the explosion was no greater than would have been made by the hasty closing of a door. When the vault was entered the safe was found to be thrown upon its side, with three of its wheels knocked off, while the two outside layers of the door were ripped off bodily and thrown against the side of the vault. The outside layer was found to be composed of five-ply welded steel and iron one inch thick. This plate was broken into half a dozen pieces. The jamb of the door was thoroughly disintegrated. The bottom of the safe was almost blown out, and upon examination it was shown that in a few minutes' time it could be en-

tirely removed by the use of wedges. After a few minutes a second charge, one almost infinitesimal in size, was introduced and fired. The bottom of the safe and the bottom of the inner steel chest were entirely removed in less than an hour's time. From the commencement until the first charge was fired thirty minutes elapsed. The entire time occupied in getting at the contents was one hour and twenty-seven minutes. The safe was built for the Bank of Genesee. It is perhaps needless to say that, since the day that Mr. Rodman assailed it, it has held no valuables.

Cracksmen nowadays do not appear to be in the least afraid to handle high explosives. They do not do it as well, perhaps, as a person would who had no fear of interruption at his work, but they do succeed in handling it well enough frequently to avoid rousing people and to enable them to get what they are after—gold. The robbery of the Somanauk Bank at Somanauk, Ill., netted the cracksmen \$9,000, and there was nothing but scrap iron left of the safe, which was one of the guaranteed absolutely burglar-proof kind. It was a laminated structure, with an outer door four inches thick and a burglar-chest door three inches thick. It had all sorts of modern improvements and looked like a tough nut to crack. Investigation by an expert showed that two charges of

nitro-glycerine were used. One blew open the outer door and the other demolished the inner. Persons sleeping within forty feet of the safe were not awakened by the explosions.

The Franklin Grove Bank of the town of the same name in Illinois had within its walls another absolutely burglar-proof safe. The bank now has part of the safe and the burglars have the \$25,000 which it contained. Nitro-glycerine was introduced into the joint at the top of the safe door. Its discharge removed the door bodily and of course instantaneously; the inner chest door was removed in the same way. From evidence obtained immediately after the robbery the bank officials arrived at the conclusion that the time occupied in committing the burglary could not have exceeded one and one-half hours. People in an adjoining building slumbered undisturbed through the night of the burglary.

Photographic views of bank safes that have been burglarized have been seldom seen, because safemakers are shrewd enough to suppress all facts by getting possession of the burglarized safes and consigning them to oblivion. When a bank safe is robbed the maker of the safe is immediately notified by telegraph. He responds by sending an agent and wires the bank to allow nobody to see the safe until the agent arrives.

Usually the bank officials follow these instructions, and consequently in nine cases out of ten all information in regard to the methods of the burglars is suppressed.

Electricity has caused so many mechanical revolutions which have been of incalculable benefit to mankind that perhaps one cannot find fault with it now that it has opened a way for easy bank burglaries. Other methods of attack were met, and though the construction of safes did not keep pace with the skill of the assailants, save in one or two instances, it may be that the thousands of dollars expended for thick walls and tempered metal may be more effectively employed in buying safeguards to put around the vault and the gold, silver and bonds which its walls enclose.

The worth of a good name is not to be overestimated. With it a merchant is welcome everywhere. Without it nowhere. It insures cordial handshakes and bargains, credit and consideration, and is acquired only by strict business integrity. One who would, for the sake of a transient gain, part with it deserves only the contempt of his fellow-mortals.

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

The President of the United States of America,

To

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

GREETING:

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

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

Some Peculiarities of German Furniture.

Written for the TRADESMAN.

"Grand Rapids is full of furniture which beats any I have seen in Germany," remarked Mr. W. A. L. Cooper, of Denver, Colorado, who is familiar with the products of the Valley City. "I have examined the furniture in Hamburg, Berlin and Dresden, and an American customer would be insulted to be shown the popular German goods. Why, they are fifteen or twenty years behind the times over here! What is more, the furniture is heavy, awkward and unwieldy. Look at the key to this cabinet. It is more fit for a barn door."

"There are no large factories here, but the different pieces are made in small quantities and mostly by hand. Strong? There is no doubt about that, and heavy enough to shake the foundations of the earth, and ugly—I have found some things which would put the Medusa out of countenance!

"I shall not be sorry to go home and know a little comfort once more in my life. The landladies are always talking about rooms being 'gemuthlich,' and 'sicher freundlich' and 'elegant aus'—I'll take our Denver stables every time! They have been new within our lifetime, and seem fresh, clean and airy by comparison."

"Look at the halls! I feel as though I were visiting my ancestor's tomb every time I enter one—so dark, so chilly, so musty—and I feel my way along as helplessly as, when a boy on the farm, I used to grope down cellar without a candle to the apple-bin. A grate, an easy chair, a piano there? I should say no! In fact, there is not even a modern hall-tree—just a simple affair of the tripod order. It seems to be the style to stick the wardrobes along the hall walls—they certainly fill up, if they do not decorate."

"There cannot be an oversupply of parlors, for only rich people attempt them. Think of an American, even a small salaried one, using the dining room for sitting room, reception room and parlor, and even sleeping room for one or more members of the family! It is not strange that the Germans know more about bacteriology than anybody else. Old wall paper, old carpets, old furniture are the best kind of medium for their growth. Then there is so little sunshine and so much rain that it would seem impossible to keep things clean, even with much scrubbing. Mind, I am not talking about the palaces of princes or the castles of nobles, but just of the homes the ordinary foreigner sees among the well-to-do."

"The parlor furniture? Well, everybody seems to use plush and rep easy chairs and tates, but the shops are beginning to exhibit Turkish and silk coverings."

"No room seems to be complete here without one or more lounges, and there is a great demand for bed lounges and bed easy chairs, which supply the place of folding beds, though the mantel beds are becoming quite common."

"Rocking chairs are scarce and far between. Their use seems to be limited to invalids and people with money and to spare. The 'Huntzinger patent rocker' is manufactured in England. The only rocker made in Germany is the 'Vienna rocker,' which is manufactured in limited quantity. All the other chairs have box seats."

"This is a great poverty for mirrors. Nobody seems too poverty stricken to have a pier glass. He has this whether

he has enough to eat or a decent place to sleep. This applies to lace curtains, as well. And there seems no end to the number of tables and stands in use. But what surprises me most is the countless number of desks to be seen. No room except the kitchen is considered complete without one. The ladies' desks are large, roomy and substantial—much more practical than the light French affairs with us. The Germans still cling tenaciously to wooden brackets for the wall, and are never minus a good supply of framed family portraits. The carved chests, sideboards and cabinets are the only articles sought after by Americans."

"To my taste, the dining room furniture is much too heavy for beauty, but the complicated carving is often handsome. A sideboard here is large enough to hold all the household goods. By the way, the Berlin Ausstellung had a very fine exhibit of furniture. I saw a number of dining room sets, consisting of sideboard, table, stand, large corner cabinet, mantelpiece, window-seat and chairs, all made to match and richly carved throughout."

"I have failed to find a single chamber suit to compare with the Grand Rapids suits. Imitation mahogany and walnut are the prevailing woods in use, but they do not receive our piano finish."

There is not such a thing as a dresser, but, instead, a three or four drawer bureau base, with a mirror hung over it. The single bed, with box mattress and feather-bed covering, seems to be universally used. Iron and brass bedsteads are beginning to be introduced and the French double bed (two separate beds joined) is being exhibited. The 'night table,' for holding candle or lamp, is a convenience, since gas and electricity are not in common use. The tall slender porcelain stove, reaching nearly to the high ceiling, monopolizes the heating business except in public buildings. The white stove seems ever present; but I understand the proper thing is to have stove and wall paper match."

"The bath room seems not to be regarded a necessity, even in the newer houses. Where there is a bath tub the water is heated in a combination boiler and stove, right in the room. But pipes are beginning to be connected with the kitchen ranges. Most people still patronize the public baths."

"The kitchens are such snug affairs that I sometimes wonder how so many good things come out of them. The porcelain range is built in for keeps, and goes with the rest of the house. My wife admires the way the shelves are decorated with lace interwoven with colored ribbons. Then along the shelves are ranged in a row crockery jars marked in large black letters, 'Rice,' 'Flour,' etc. Underneath are pitchers of all sizes, hung on hooks. Everything has its place on the wall—the spice cabinet, the tin utensils, even the different kitchen towels have their special hooks, marked in plain letters on the rack. Such a kitchen is ideal in many ways."

"As to cost of furniture, it is 25 per cent. more expensive than at home, with the exception of the Vienna rockers, which are 20 per cent. cheaper. This may account for so much furniture being rented by the month. Foreigners remaining only a few months and wishing to go to housekeeping can furnish a whole house at a nominal price."

"Yes, it is entirely different over here. It is the place to rest, to take life easy and to enjoy one's self; but, for downright comfort, give me America every time!"

ZAIDA E. UDELL.

Dresden, Germany.

Hints About Your Eyes.

From the New York Sun.

The eye specialist was busy, but he found time to admit two callers, one a middle-aged matron, the other a girl who had experienced two seasons in New York society. They wanted his advice, and he gave it as follows:

"Well, you two women are suffering intensely with your eyes because, first of all, you've sinned against nature, and then one of you has applied a hot poultice of tea leaves to her eyes because somebody has told her that it would relieve the inflammation, and the other has bathed her eyes in scalding water with a dash of witch hazel in it several times a day because she read that such treatment, if persisted in, would strengthen weak eyes. Bosh! The men are about as bad as the women. Really, the care of the eyes should begin before the birth of one's great-grandmother, but since our ancestors took no thought of this precaution in our favor, we must do the best we can for ourselves by using simple and safe remedies. This doesn't mean that all of the so-called simple remedies that you read about are safe by any means."

"But, Doctor," began the young woman, "I don't see how bathing my eyes with hot water and witch hazel can possibly have hurt them."

"And I don't see why a simple poultice of tea leaves applied to my eyes every night for a week should have left them in such a condition," put in the matron.

"I suppose not," said the doctor, with a smile. "Then the idea advanced by an eminent ophthalmologist some time ago that a series of popular lectures on safe and simple remedies for the eyes should be always in progress in a city like this wasn't such a bad one after all, even if his fellow specialists did make a joke of it."

"Well," said the matron, "I just thought I'd try the tea-leaf poultice because my husband grumbled for a week because I once paid a doctor \$5 to be told to bathe his eyes in salt and water when they were weak. It did seem such a waste of money."

"Did it strengthen his eyes?"

"Oh, yes, it cured them completely in time," she replied, enthusiastically.

"Then I should think he got off cheaply if the result was what he was after."

"What are some safe remedies for weak eyes?" asked the young woman.

"I've heard that it is a good plan to close them for five minutes when they ache, and that after weeping it is well to lay a towel wet in rose water over them for the same length of time. Then every one knows about bread and milk, camomile, and tea-leaf poultices, and it seems to me that I have heard of more sleep being advised for bloodshot eyes. Then, once last winter when the whites of my eyes became yellow and the pupils dull, I was advised to consult a physician about my diet. But, dear me, I was too busy with my social engagements for that, so I just put a little belladonna in my eyes every day and went on. I can't understand my eyes being in such a condition as they are now, for I had strong eyes."

"No person should put belladonna in the eyes unless prescribed by a doctor," began the specialist. "Many eyes have been ruined by its use. Society women of middle age are very prone to do this. Many of them are too vain to put on glasses; then their eyes grow dull from constant straining, and they resort to atropine. This has a tendency to increase the hardness of the eye in advanced age. Neither should hot, or even warm, applications be used, unless directed by a specialist, as such have a tendency to inflame the eyes. As for poulticing the eyes with camomile, or tea leaves, or bread and milk, that is worse than folly. More ulcers of the eye are caused by this popular fallacy than by any other."

"In removing small foreign bodies from the eye the eyestone or linseed is frequently resorted to. It should not be used, for it is liable to pass from view behind the lid, often causing additional

inflammation, and besides, it is an excellent vehicle for germs."

"My eyes feel so very tired nowadays," interrupted the matron.

"Yes, and that tired feeling should not be neglected," continued the doctor. "It comes after a certain amount of work or dissipation, and glasses may be necessary to obtain relief. The eyes weren't made to do 'near' work all day and most of the night. There are muscles in and about them that are in a condition of constant tension all the time that one is reading, writing, sewing, or doing any 'near' work. Consequently the eyes rebel against this abuse by pain or inflammation of the lids. The habit of stooping over in reading or writing has a very bad effect on most eyes, especially near-sighted ones, and should be avoided. When men and women come to be 40 years of age, the morning paper to most of them looks blurred. This is a natural condition but they complain that the printing isn't clearly done or the paper is of inferior quality. Such persons need glasses, and should not neglect to obtain them. In case of neglect they will surely be punished by having to wear glasses constantly sooner or later, generally sooner. On the other hand, if a person puts on glasses at the first call made by the eyes, he may live to a good old age without ever needing to wear them except when doing 'near' work."

"Doctor, you've told us a great many things not to do; now tell us some things that we can do for our twin stars, as the poets call them," pleaded the younger of the patients.

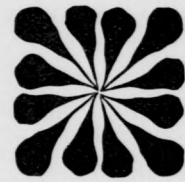
"In cases of ordinary inflammation a safe wash is made by putting a teaspoonful of table salt into one half pint of water. Allow it to dissolve thoroughly and use once, twice, or three times a day in the eye, and not on the outside, as most people do. When you simply dash the outside of the lid with salty water the seat of inflammation is not reached at all. A teaspoonful of boracic acid, dissolved in a half pint of warm water and allowed to stand until cool, is one of the most cooling and soothing of the simple eye remedies. It can be used several times a day, and rarely ever fails to relieve inflammation."

"If both of these remedies should fail a teaspoonful of powdered alum in a pint of water, applied several times daily will, nine times out of ten, have the desired effect. Rose water is of no special value, except that it has the advantage of being distilled. You say you've been advised to lay a towel wet with rose water over your eyes a few minutes after you've had a crying spell? The mental effect produced by its perfume was probably the only good you got out of the rose water. The real benefit that your eyes received came not from its application, but from the rest that your eyes received, and the composure of your entire system following a complete relaxation."

"When the eyes are bloodshot on arising in the morning, this condition may come from too little sleep or too much. Again, it may be the result of a mild form of inflammation of the lids or of rheumatism. If they are red from too little sleep, use one of the remedies suggested and sleep more; if from too much, do the same and sleep less. Avoid the use of hot applications in all mild or acute inflammations. If the eyes are lustreless, or the white portion appears muddy, consult a physician as to your general condition, and don't, in the name of common sense, deluge your eyes with belladonna to brighten them up."

"It's an excellent thing to rest the eyes as much as possible," concluded the doctor. "Especially does this apply to city people. The things that meet the eye constantly in the country are not so taxing on the vision, but the shifting variety of persons and things that one has to see in the city is very straining. When you get in a street car don't take a book or paper along to read to save time, don't study the people about you, or read the signs as you pass. Quietly close your eyes and become acquainted with yourself."

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We represent the largest Roasters of Coffee in the United States and are distributing their product at prices which the small Coffee houses, laboring under heavy expenses, are unable to touch.

Every Coffee we sell is sold under a positive guarantee and will be absolutely duplicated in style and draw for all time to come. We carry in stock 27 different grades and call your attention to a few of the Trade Getters.

McLaughlin's Imperial Mocha and Java, served by the Peninsular Club, Grand Rapids, and the leading Clubs and Hotels of Chicago, Epicure Mocha and Java, a Coffee to retail at 35c that will please the most fastidious.

Gold Medal Mocha and Java,
Aden Mocha,
Cucuta Maracaibo,
No. 1 Maracaibo,
Choice Santos,
Challenge Roast,
Fancy Breakfast,
No. 1 Rio,
Broken Java,
Broken Java and Mocha,

Perfection Java,
Combination Java,
Select Maracaibo,
Royal Maracaibo,
No. 1 Santos,
Golden Roast,
Java Blend,
Economy Roast,
Broken Maracaibo.

Give us a chance and we will double your Coffee trade.



Ball = Barnhart = Putman = Co. Grand Rapids

Shoes and Leather

Sensible Suggestions to the Shoe Salesman.
Correspondence Boots and Shoes.

The retail merchant's greatest need is a large and constantly increasing number of sensible customers.

Take, for instance, the different shapes of the shoes. There are at least five different styles of feet among the American people; there is the short fat foot, the long slim foot, the delicate high-arched foot, the broad flat foot, and the long slim wedge-shaped foot, besides the endless variations between these types.

How foolish it is for anyone, without regard to the shape of their respective feet, to follow the prevailing fashion?

The idea of a person with a short fat foot putting on and trying to wear a needle-toed shoe two sizes too long and two widths too narrow! Or a lady with a high-arched instep endeavoring to wear a shoe whose vamp is an inch and a half too long, just because it's the fashion! Or one with a long slim wedge-shaped foot wearing a shoe cut so low on the vamp that the shoe spreads at the toe and soon is as shapeless as a moccasin!

I have no objections to the great number of styles. They are needed, or the manufacturers would not pay somebody to get them up.

I do blame the people for torturing themselves by wearing an uncomfortable shoe because it is the fashion.

A number of years ago it was fashionable for ladies to have for each season a certain style or shape of hat, and it did not make any difference how ill-becoming the shape might be for certain types or forms, a lady had to wear a certain shape or be out of the fashion.

Now, happily, all this is changed. There are just as many styles and shapes as ever, or possibly more, but a lady now chooses a hat that becomes her, that suits her particular style or form, and she is fashionably dressed.

How much more necessary is this with regard to footwear than it is to head-gear!

In the one case, a blind following of one style will only result in a grotesque figure; in the other case not only grotesqueness, but agony, torture, and, in some cases, death will be the result.

If a person has a short fat foot, let him wear a comfortably-fitted, round-toed, long-vamped shoe. If his foot is of that delicate high-arched type, let him wear a shoe with a razor, needle, or invisible toe, an extended toe of the longest length, a short vamp, broad on the ball, heel tolerably high, and well set under the foot, as the prevailing French style.

A person with a long slim wedge-shaped foot should wear a shoe with a low heel, a long vamp, a comfortable fit in length and in width the narrower the better, if comfortable.

These illustrations are sufficient to show what is meant by certain styles, and if your feet are of any of the other styles not illustrated, or of the variations of these styles, study your feet and conform your footwear to the style of your feet, but do not conform your feet to the prevailing styles.

Never let a person leave your establishment, if you can possibly help it, without being comfortably fitted.

There are lots of persons whose only aim in life is to tell you just what kind of a shoe suits them.

This is right and eminently proper. Show them what you have and do all in your power to suit them, but do not urge them too strongly to adopt your views, and if you cannot suit them after making every honest effort to do so let them depart.

You may lose a sale in one case, but if the person is sensible you will retain a customer.

If your customer is clearly in error, and you can skillfully set him right, do so, but unless you thoroughly understand your customer you had better leave him in his error.

Keep your stock new, fresh, bright and clean. Go over it constantly. Work off your odds and ends. Watch your sizes and widths very closely. Keep a good stock of new, clean cartons, and throw away cartons when they get old, dirty, frayed or broken.

A man should keep his capital intact to run his business, to enable him to buy for strictly cash.

The matter of profit depends largely on the character of one's trade and the surroundings.

A man may strive for so large a profit as to drive trade from him, or he may sell so low that he will be simply a "hewer of wood and a drawer of water" for the community.

A man cannot sell so cheap on credit as he can for cash, and there are arguments in favor of each system. Let a man study the conditions of his trade and be governed accordingly.

The Question of Success.

From Shoe and Leather Facts.

The question is frequently asked whether the beginner in business to-day has anything like a fair chance of meeting with success. There are plenty of pessimists who emphatically assert that the answer is in the negative. It is not so certain, however, that they are correct. Indeed, judging by the number of successes which have been achieved in all industries within the past decade, it would seem to be pretty conclusively demonstrated that either the opportunities are about as great as they ever were, or business people are a great deal wiser than were their predecessors. It is not unlikely, however, that those who claim the possibilities have been reduced to such infinitesimal proportions have inherited their ideas on this subject, for it is more than likely that our forefathers in their day spoke disparagingly of business prospects in comparison with what they formerly were, as some people are doing to-day. The chances also are that when the children of the present generation arrive at the age of maturity, they, too, will reflect upon the comparatively happy times their fathers enjoyed by reason of the auspicious business conditions, as they look back to them, of the present time.

Undoubtedly business conditions are surrounded by many peculiarities, but that we are near to or approaching a period when ingenuity and effort will not count in a new enterprise does not seem at all likely. That the beginner cannot succeed, if he pursues old methods, is quite true. He must get out of the ruts and strike out in some new direction. Just what that direction shall be each one must, of course, decide for himself, and his measure of success will depend upon the wisdom of his decision.

The present age is one of specializing, and it has by no means, we believe, been carried to that extent to which it will be developed. From an ethical standpoint it may be otherwise, but from a business one the race is very apt to be "to the swift and the battle to the strong." The swift man in purely business matters is he who comprehends quickly as to the trend of events and knows how to lay hold upon present opportunities. The strong man is he who has the strength of his convictions. It is, of course, not easy to unite these qualifications. The fact that they are necessary in order to make a success of business these days, however, and the additional one that many beginners are able, in some instances, even to speedily distance their older competitors, show that business qualifications exist, as do also the opportunities for their exertion.

How a Physician Made Himself Popular.

"How do you manage, doctor, to make yourself so popular with all your patients?"

"That's very simple. I assure those who only imagine they are ill that they really are ill, while those who are really ill I assure that they are quite well."

Mail us your orders for



Grand Rapids Felt Boots Lumbermen's Socks

WALES-GOODYEAR AND CONNECTICUT

RUBBERS

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

HEROLD-BERTSCH SHOE CO.,

5 AND 7 PEARL ST., GRAND RAPIDS.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

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

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

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



If you will send us your sizing-up orders on . . .

RUBBERS

You will get THE BEST made in the world.

THE GOODYEAR GLOVE

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



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.

Cranky Tempers and Crampy Toes Go Together.

From the New York Ledger.

"Cranky tempers and crampy toes have been comrades ever since shoes began to be worn," said an old surgeon who has made the study of the foot one of his specialties, "and I have many times wondered how many lives have been blighted and how many homes have been wrecked by the irritability caused by wearing ill-made, ill-fitting shoes. There is no more delicate and intricate piece of anatomical structure than the foot, and when the slender bones and thread-like muscles are crowded and pushed out of shape serious and even dangerous disease may result. It is remarkable that so few people appear to realize that the foot deserves or demands any special care or consideration, or is in any way a complicated section of the human system. The majority of persons treat their feet as though they were some unimportant sort of attachments, and beyond providing them with coverings of some sort, were neither to be noticed nor mentioned. As a natural consequence there are very few really symmetrical and beautiful feet, and fewer that are at their best and able to perform the services for which they were designed. Proper care of these valuable members should be a part of the education of all children and parents should be as careful about the management and training of the feet of their little ones as they are about their teeth. If a child complains of its shoes being uncomfortable, there should be immediate and intelligent attention given to the matter. One man walks the streets of an Eastern city in almost continual pain, the result of neglect when his poor little feet needed looking after. While romping, small-boy fashion, there came a hole in his stocking, and a tiny toe was caught therein. Cries and entreaties were unheeded, because "there was always something the matter," and although he worried and fretted all day he received no attention until bedtime, and no consolation save the short remark that he probably had some sand in his shoe. Upon examination the cramped and twisted toe was found in a most distressing state. One joint was almost dislocated, and the entire foot was swollen and inflamed. The child was confined to his chair for months, and never recovered from the consequences of a little neglect.

It is often the case that the immediate removal of the shoe when there is pain or discomfort will prevent the formation of a callosity, which readily grows into a corn. In all cases where there is discomfort, or if the stocking seems to fold or wrinkle, take off the shoe at once and readjust the stocking. Smooth it carefully over the foot and put the shoe on carefully, so that there will be neither folds nor creases. A clerk in a shoe store kept a number of customers for years, principally because he was so careful in putting on their shoes. On one occasion he took off and put on one shoe eight times. It was an exceedingly warm day; the lady had been walking a good deal, and was very tired and a little nervous, and possibly irritable. The shoe didn't feel comfortable, but he had fitted her so many times that he knew that it was only because the foot was sensitive from walking on the heated pavement. He removed it, smoothed the stocking and waited a moment, then tried it again. After a little patient effort the weary feet became rested and the lady went home with a perfectly fitted pair of shoes and a determination to patronize that establishment in future. Sometimes a little fine powder dusted over the feet after bathing will be found refreshing, but, as a rule, it will increase the tendency to corns, which are, according to our best authorities, largely increased by perspiration and dust. The inference, therefore, is that the feet should be kept as clean and dry as possible.

New Uses of Cold Storage.

From the New York Tribune.

In the long list of patent processes which have called forth surprise and

wide comment in this age of mechanical devices, none occupy a more conspicuous place than artificial refrigeration and icemaking. Years ago, when icemaking became an established fact, people used to look upon it as a nine days' wonder. The carafes of city hotels in which had been frozen round pieces of ice used to be a never-ending source of discussion among the guests who came in from the country districts. Modern breweries were made possible by the practicability of icemaking, although the first men who put an ice machine in their plant in this city were looked upon as little short of crazy.

Then followed the artificial refrigeration systems, with all their wonderful possibilities. Packers, shippers and dealers in fresh meat and dairy products fell over themselves in their eagerness to have refrigeration plants made a part of their business paraphernalia. Innumerable refrigerator freight-cars were constructed for the through traffic with Chicago and other Western points. Steamships were fitted out with cold-storage rooms. Hotels, apartment-houses and wine-dealers followed suit, until the uses of cold-storage rooms for the protection of perishable merchandise have become almost too numerous to mention.

In an article read before the National Warehousemen's Association at Boston lately by Professor Howard, a Government entomologist, the subject of the preservation of furs by cold storage was treated, and public attention was called to this, one of the latest novel uses of artificial refrigeration. In a cold-storage room the temperature can be raised or lowered at will. In some of the rooms, for instance where it is desired to keep poultry for any length of time, the temperature is kept at the zero point. With the improved systems, the rooms are free from dampness, and for this reason can be utilized for an almost unlimited number of purposes. In the case of furs, the temperature of the room, if kept at 30 degrees, would make it impossible for any of the insects which get into and destroy this kind of goods to live. Every housewife knows that moths do not breed in the winter time, and camphor-balls and insect-destroying powders are made use of only in the summer months.

Already there is one large warehouse in this city where furs are sent to be stored through the summer. It is a most satisfactory method, for the furs are kept free from the odor of camphor and other drugs and powders, the smell of which is disagreeable to many persons. Woolens and all other lines of goods which are subject to destruction by insects can be preserved in this way. Chocolate candy manufacturers use a cold-storage room, in which their candies are made in a room so cool that melting cannot retard the process of manufacture. In this way the output of the candy plant is largely increased. Soap factories, refineries, chemical works and a large line of other factories are coming to use the cold-storage room.

Don't get the notion too firmly rooted that because your store was established "way back in the 60s" people will buy solely on that account. Pride of ancestry in storekeeping doesn't play a very important figure in the public mind today, as the majority of people don't care a rap whether a store was established twenty years ago or last week so long as they get what they want. Therefore, do not sit down in contentment on the laurels engendered by the past generation or two. It will be found just as necessary to cater to trade if established "in the year one" as if you started out last month. Antiquity may be entitled to reverence, but that is not likely to make a very heavy bank account if not backed by something more substantial.

Woman's gentleness, delicacy and modesty are living forces; and the girl who dresses like a man, who swaggers, uses slang, and makes an exhibition of herself generally, is like a soldier who has thrown away his weapons before he goes into battle—she is defenseless against attack.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone Rubbers

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

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



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

DO YOUR FEET SLIP?

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



PINGREE & SMITH, Manufacturers.

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.

MISS M'DONALD'S DOLLS.

Success of the Invention of a Twelve-Year-Old Girl.

Washington Correspondence New York Sun.

Miss Marguerite McDonald sent, several years ago, when she was only 12 years old, some designs for paper dolls to a large New York publishing house, and they were immediately accepted. It was not alone the cleverness of the designs as regards the costumes and the dainty little doll figures that first attracted the attention of the publisher, but also the ingenious scheme for pasting, cutting and slipping off and on the paper garments that impressed on them the great marketable value of the designs. The girl was too young at the time to know anything of the value of her childish invention. She had, it seems, been cutting out, pasting, and painting paper dolls as long as she could remember. It was at the suggestion of friends that her mother decided to go to New York with the original designs and there present them to the managers of some of the large establishments where dolls and toys were manufactured, and children's Christmas, Easter, and birthday cards were lithographed. Among the first firms visited was the one that accepted the designs immediately and made Mrs. McDonald a large offer for future work of the sort, including everything that the child could do during the ensuing two years. The accepted designs were paid for at a liberal rate.

A patent was immediately applied for by the firm for certain features of the dolls and their garments. This patent was granted, and the firm began immediately to manufacture the dolls on a large scale. The sales at the ensuing Christmas holidays exceeded their expectations, and orders for the little worker began to come in rapidly. The members of the firm have stated that never in their experience has the manufacture of such toys been so great as during this period, and it is all attributable to the ingenuity of a twelve-year-old girl. The remarkable success which she attained with her designs, however, could not be kept secret, and as a consequence a number of firms began imitating the plans. Many of these people were prevented from taking the idea outright by the patent. Certain changes were made by lithographic firms, however, which enabled them to use the idea in substance. The designs put forward by these lithographic companies and afterward printed in colored supplements of some newspapers were not nearly so good as those originally made by Miss McDonald, although the scope of the paper doll manufacture was very much enlarged. In lieu of confining the designs entirely to dolls, the newspapers took the opportunity to print in this way the latest fashions for men, women and children, both in underwear and outer garments of all descriptions. Then followed soldiers of all countries and the court costumes of the reigning sovereigns, together with other dresses relating to all ages.

The girl was as much surprised at her own success as everyone else. The diversion of her babyhood days was now to be turned into the source of considerable income. Many of the firms visited by her mother originally were greatly astonished at the precocity of the child, and in one case her designs were not accepted because of her extreme youth. The original water color drawings of these dolls and the accompanying costumes are very cleverly and daintily done. She had no knowledge technically of the human figure, and in places the drawing was necessarily bad; but so observant was she that even at the age when she began this work her general idea of proportion was very good, and none of these shortcomings was so marked as to be conspicuous to the eye of the average person. The pretty baby heads on the dolls were made at first by another person employed by the firm, but Miss McDonald's later designs have in every detail been made by herself. The first of the series was called "Our Pets." As published, there were three large glazed

paper envelopes, daintily printed and ornamented with gold designs, called "Winsome Winnie," "My Lady Betty," and "Dolly Delight." Each one of these large envelopes contained the original pasteboard doll, with pasteboard back and stand, and several dresses, hats and leggings, which were to be slipped on. These dolls were the successful ones of 1894. Then followed "The Prince and Princess," with a number of costumes of regal magnificence in design and fashion. Then followed "Sweet Abigail," "Courtly Beatrice," "Lordly Lionel," "Royal Reggie," and others. The most remarkable fact about this set is that in all cases they are entirely original. Miss McDonald has made no study of the costumes of any age, and so is not biased by the exigencies of any period. It is her unconscious originality that is asserting itself and her designs, therefore, have a flavor peculiarly their own. Coats and cloaks of a shape unknown to the costume book appear here and there, and while in some cases the gowns of the court ladies are anachronisms, they are so because of the lack of knowledge, but, in spite of all, are at all times graceful and harmonious in shape and in color. Her color schemes are often daring, but in all cases among the dolls which have been published her innate good taste has triumphed over the difficulties which usually beset a beginner in design.

After the royal series there followed a set of belles. These consisted of a number of stylishly gowned young women from different parts of the country. They were four in number, namely, "The Belle of Saratoga," "The Belle of Newport," "The Belle of the West," and "The Belle of the South." The costumes of the belles were very characteristic, and included dresses for wear at the four seasons of the year. After the belles came "Our Darling," "Edith," "Gladys," "Margery," and "Hilda," gowned in a fashion somewhat after the order of Kate Greenaway's creations, but still retaining the touch of originality to be found in all her work. Next came the female characters of Mother Goose's Melodies. Here a new talent in the girl was developed, and where, in this and other works which have followed, caricature has been necessary her skill has again asserted itself. The last work published last year consisted of four more little girls, "Sweet Alice," "Dear Dorothy," "Merry Marian," and "Rosy Ruth," each with costumes for the four seasons. There is a great advance, both in the color scheme and in the drawing, in this last set over those previously published. The lithographing has been done better by the publishers, and the colors are brighter. The costumes of the different seasons have been designed after a very careful study of nature, for some of them suggest in color spring, autumn, and winter, the one representing autumn, in the varying shades of a turning leaf, being remarkably good.

Miss McDonald comes of an artistic family. Her grandfather was a water colorist of some ability, and her aunt is also an artist. Her father was in the United States Marine Corps. Her grandfather, William J. McDonald, was for a number of years Chief Clerk of the Senate, an office occupied by his father before him. Miss McDonald is now going on seriously with her drawing, for she knows that she cannot go further ahead in the future if she does not study from the figure. She has entered the Corcoran School of Art in this city, where Prof. Andrews, the chief instructor, has taken a great deal of interest in her work. While continuing to design costumes and dolls for the publishing houses, it is her desire some day to become a successful illustrator, and to this end she is now bending all her energies. To-day, at 17, she is a very pretty girl, a brunette, with a face at times serious but always interesting.

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.

Largest Assortment and

Lowest Prices . . .

No matter what may be your requirements in the line of printing, there is an establishment in Grand Rapids which can meet your requirements. The establishment is known as the . . .

Tradesman Company

and it is located in one of the finest office buildings in the city, the . . .



New Blodgett Building

occupying two floors, each 66 x 132 feet in dimensions, which is the largest floor space utilized by any printing establishment in Western Michigan. Why deal with establishments which have not the necessary assortment or experience to turn out first class work when the same money will buy full-count, full-weight, artistic work? Remember we have the . . .

Largest Floor Space
Best Equipment
Most Complete Facilities

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Division, T. P. A.

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

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Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

The "Kicker" on the road is usually a man who would much rather sleep in a cyclone than an ordinary draft.

The most unprofitable sale is the one where a customer is so treated that you feel you will never be able to sell him again.

If trade happens to be bad with you and good with your competitor, just put it down that there is a screw loose somewhere.

Don't wait until prosperity forces you into good business humor, but be ready to take advantage of business' earliest opportunities.

It is the self-poised, self-assured and satisfied traveler that usually gets the best room and hottest cakes in a well-regulated hotel.

Chas. E. Morgan, formerly on the road for Jennings & Smith, will carry the samples of Daniel Scotten & Co. in the East after January 1.

A weary knight of the grip says that life is like a game of high five, in that the traveling man gets all the spades and the hotel clerk all the diamonds.

Joe F. O. Reed (H. Leonard & Sons), while on his way to church at Traverse City, fell through the sidewalk by reason of a broken board, spraining his ankle and cutting his head.

Fun on the road—days when you feel good, when good-sized orders are plenty, and when things generally go right with you. There's lots of fun in selling goods in those kind of days.

It's awfully hard on a traveling man to have his house turn down an order he sent in, but it's awfully easy for a house that doesn't turn down a customer now and then to be driven out of business.

As one live man is more valuable than the whole population of a cemetery, so is one active dollar worth more to business than all the money hidden in stockings, banks and safe deposit vaults.

The commercial traveler who makes a reputation on the road as a reliable and painstaking salesman makes something that he may be proud he made. He creates and then is himself created by his creature.

Port Huron members of the Michigan Knights of the Grip are considering the cost of entertaining an annual convention of the organization, with a view to extending an invitation to the Detroit convention to hold the next annual meeting in the Tunnel City.

It is extremely advantageous for a merchant to be on good terms with the traveling salesmen of various houses; the merchant who has the commercial traveler as his friend is usually put on to genuine snaps in his line.

Dell C. Slaght, until recently in the employ of the Detroit branch of the United States Baking Co., has engaged to cover his old territory for the Holmes & Wells Cigar Co., of Flint, the engagement dating from Dec. 1.

Grand Rapids traveling men are expected to be on hand at Imperial Hall Saturday at 7:30 o'clock to make arrangements for attending the Detroit convention. The ladies can come with the boys and amuse themselves for a half hour, or arrange to arrive at 8 o'clock, when the music and fun begin.

"A bad beginning makes a good ending," says the proverb. What folly has been written into proverbs! Here, for instance, which would put a premium upon recklessness, as it gives inference that he who makes the worst beginning will end the very best. If so, what encouragement can the unfortunate find who begins well?

A. W. Peck (Hazelton & Perkins Drug Co.) insists that there will soon be a scarcity of salicylic acid, judging by the amount his physician has injected into him during the past two weeks for the purpose of combating an attack of rheumatism. He is at present confined to his home at Traverse City, but expects to be able to resume his work on the road next week.

The list of candidates for Secretary of the Michigan Knights of the Grip has been reduced from six to four during the past week, the three Detroit candidates having gone into caucus last Saturday evening, resulting in the selection of J. W. Schram as Detroit's candidate for the position. Mr. Schram is Secretary of Post C and travels in Ohio and Indiana for the C. E. Smith Shoe Co., of Detroit.

C. S. Kelsey the clarion-voiced traveler from Battle Creek, attended the National Farmers' Congress at Indianapolis and championed a resolution, which was unanimously adopted, petitioning Congress to create a Department of Commerce. He also raised his voice and swung his arms in advocacy of the restoration of the 2 cent bounty on home grown cane and beet sugar, which was adopted. Surely "Farmer Kelsey" is becoming famous these days.

Up to this time Geo. F. Owen has made no public statement concerning his candidacy for the position of Secretary of the Michigan Knights of the Grip. He now authorizes the Tradesman to state that he is making no active canvass for the position another year, because he has not satisfied himself that the organization demands a change. He would accept the position, if elected, but cannot promise any better service than he has given in the past, although a more intimate knowledge of the details will enable him to do the work easier. He has received no complaints from the members and the organization is not losing ground; on the contrary, is growing steadily in both numbers and influence.

Frank Bowen, who represents Phelps, Brace & Co. in Southern Michigan, has been quite an enthusiastic "gold man," so much so that he carries some around with him to convince people that there is plenty in circulation. The other day, at Marengo, however, he made a serious mistake in offering a \$20 gold piece in payment for his dinner, thinking the landlady could not change it and that it

would be returned to him, so that he could continue showing it. From a remark he made at the store before going to dinner, several silverites "caught onto his game" and dispatched a man at once with twenty silver dollars for the landlady's convenience. After being satisfied that the coin Frank gave her was really a good \$20 gold piece, she picked it up and tendered him the change. He offered to take the \$20 back and give her a \$5 bill, but she declined. Frank went back to the store, set up the cigars, and owned up that the best way to do was simply to show his gold and not to try to pass it hereafter.

Chicago Tribune: Notwithstanding the fact that a concerted movement is now being made by the commercial travelers and others who are compelled to travel much, to secure the enactment of laws by the legislatures in the various states making the maximum rate to be charged by the railroads 2 cents a mile, yet no inclination is shown by the railroad officials to make any concessions whatever to these men. Regret is expressed by commercial men that the railroads should refuse to grant privileges to traveling men, who spend most of their time on the railroads, which are generally accorded to meetings and conventions of little importance. No further concessions, the traveling men say, will be asked from the railroads. The traveling men say that from now on they will work with all their might to secure the enactment of laws in the various states fixing the maximum fare at 2 cents a mile. This, they say, is more than most of the roads now get out of their passenger business. As it is, passengers and travelers have to pay exorbitant rates to help the passenger departments in maintaining the numerous abuses now in vogue. That the travelers and commercial men are not making idle threats, as railroad officials think, is shown by the action of a committee of leading merchants, traveling men, and lawyers of Chicago in going to Springfield to urge the railroad and warehouse commission to take cognizance of the discrimination practiced by the railroads in making passenger rates, and to issue an order fixing the maximum rate to be charged in this State at 2 cents a mile. The reason given for making this appeal is that within the last year it has been clearly demonstrated that the roads can carry passengers for much less than 2 cents a mile and make money. In Michigan still greater danger confronts the railroads. Governor-elect Pingree has announced that he wants a rate of 2 cents a mile on all roads without any book, and he will make a fight for it. The Michigan Legislature once before adopted a law fixing the maximum passenger rate in that State at 2 cents a mile. This law, however, has since been rescinded. It will require but little effort on the part of Governor Pingree to secure the re-enactment of that law by the Michigan Legislature and he will no doubt take special delight in enforcing it. The Michigan Passenger Association is seriously alarmed over the prospect. They held a meeting recently and discussed the advisability of issuing an interchangeable mileage ticket at 2 cents a mile net. In order to remove from the field of contention the great influence of the wholesale merchants and traveling men, they agreed that, in case the Central Passenger Committee should fail to adopt an interchangeable mileage ticket, they would take independent action at their annual meeting December 10.

THE WIERENGO

E. T. PENNOVER, Manager,
MUSKEGON, MICHIGAN.

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

HOTEL BURKE

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

All modern conveniences.

C. BURKE, Prop. W. O. HOLDEN, Mgr.

FREE CHECK ROOM

Wellington

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

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. SCHUNDETT, 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.

Will Pay
YOU

Young men and women acquire the greatest independence and security in either business, health and financial progress by attending the Department of the Detroit Business University, 1-12 W. Cass St., Detroit. W. F. Ewell, President.



SELL THESE

CIGARS

and give customers good satisfaction.



5 AND 7 PEARL STREET.

An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousands of signs spread over a great many square miles. You can't see everybody to your sign, but THE MICHIGAN TRADESMAN can carry your sign to everybody.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

C. A. BUGBEE, Traverse City - Term expires Dec. 31, 1896
S. E. PARKILL, 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. SCHROUDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Acids—Market tame but the undertone is fairly steady.

Alum—Business is of average volume as to consuming channels and prices are steady.

Arsenic—Demand for powdered white is limited and a quiet feeling prevails, but values are still firm.

Balsams—Copaiba, prime Central American remains scarce and firm.

Cacao Butter—Trade demand is reported as fair.

Cassia Buds—An average business is going forward and prices are ruling strong.

Chloral, Hydrate—Market quiet.

Cocaine—Values are firmly held.

Cod Liver Oil—Somewhat easier, due mostly to unlooked-for light consuming demand.

Cubeb Berries—Sales are slow but quotations are fairly steady.

Ergot—Limited supply and firm values characterize the market as to strictly prime Spanish.

Essential Oils—Anise is still weak and spot quotations are again lower. Croton has advanced, on account of scarcity of beans. The market for Messina essences is tending easier, owing to bountiful crops, and Sanderson's orange has declined. Peppermint continues to improve, outside prices being a trifle higher.

Glycerine—Market quiet but values are maintained.

Gums—Camphor quiet but firm. Mastix has been reduced.

Leaves—Values are firm for short buchu and consuming demand remains active. Digitalis, quiet, although firm. Uva ursi are higher, owing to scarcity.

Menthol—Quiet, but prices are firm, as available stocks are light.

Opium—Spot market has been quiet.

Quinine—The market is ruling firm, a continued fair consuming demand being reported.

Roots—Tendency of prices is firm, especially in regard to domestic varieties. Golden seal is higher. Blood root is exceedingly scarce and has advanced in consequence. Quotations on German dandelion have been marked up here, owing to higher cables from abroad. Mandrake is very scarce and has gone up. Jalap is reported steady.

Seeds—Smyrna and Spanish canary are easier by a hair's breadth. A weathervane market still describes celery. Coriander is a notch higher, in sympathy with improved conditions abroad. Poppy is firmer. Foenugreek is higher.

Sponges—The spot market is marked

by dulness and prices are more or less irregular, due to competition.

Strontia, Nitrate—Dull and featureless.

Perishable Goods.

From the Pharmaceutical Era.

Every druggist has in mind a pretty complete list of those goods in his stock which may be called perishable. He is extra careful about these, guarding them carefully against air, moisture, light, heat, cold, etc., and is careful about over-stocking. There is another class of articles which is not, but should be, included in the perishable list. We refer to a certain proportion of patent medicines which have little demand, but which must be kept in stock.

A majority of druggists have upon their shelves evidence of this perishable quality. There they can find what were once fair sellers degenerated into slow sellers, and possibly "never sellers." The aspect of these unfortunate packages is suggestive of the later stages of a career of walking dusty roads, sleeping in barns and eating cold victuals. They are the vagrants of the store. Their appearance suggests some dreadful mistake in their early training—a laxness upon the part of their duly appointed guardians. Tough cases of the genus homo may be reclaimed, but the poor patent medicine package which has lost its youthful bloom is an object of pity, as is also the man who, year after year, counts the package in his inventory.

It is certainly good business policy to take these perishable goods in hand at the start. Of course, no druggist anticipates this shop wear when he buys patents. If he did he would not buy. But past experience should impel him to take no chances. All should receive the best of care, for there is no knowing how long they may stay. Communities often change their minds about patent medicines and manufacturers frequently make similar changes about advertising. Patents or proprietaries which must be sold in unbroken, original packages should be stored with due regard to light, heat, moisture and other agencies that may mar their appearance. If after a time these ordinary precautions fail to keep slow sellers in presentable condition, they might be jacketed with tissue or other thin paper. This labor may slightly reduce profits, but it may save the investment.

A better plan for preventing deterioration in original packages is to sell them before they become old. Just as soon as they show evidences of shop wear, there should be a decided effort to get rid of them. One unsightly shop-worn package upon a shelf hurts all the rest and, to a degree, the appearance of the entire store. As the sale of this class of goods depends upon advertising, this aid should be invoked from the manufacturer whenever any preparation shows signs of violating business courtesy by staying too long. All this requires a close attention to stock and frequent overhauling to discover those poor sellers that need special attention, but this extra effort will often save investments, even when it does not save profits.

Who would suppose that a turned-down kerosene lamp would breed diphtheria? We are all accustomed to the disagreeable fumes arising from this cause; and when New York was suffering from an epidemic of diphtheria, the Board of Health decided that its presence was to be attributed to the fumes of a kerosene lamp turned down low more than to any other single cause. Whether or not this be so, it certainly is a mistaken kindness on the part of an indulgent mother to allow a lamp to remain in a child's bed-room with the flame turned down. A turned-down kerosene lamp is a magazine of deadly gas, to which the strongest lungs cannot be safely exposed.

GINSENG ROOT

Highest price paid by

Write us.

PECK BROS.

Cider! Cider!

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

GEO. McDONALD,

Order from Wholesale Druggists.

If they cannot supply you write to me direct.

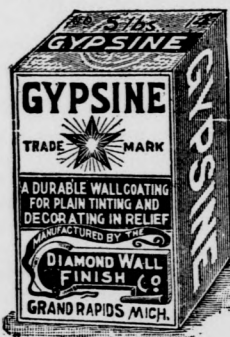
KALAMAZOO, MICH.



THE JIM HAMMELL

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

are made of the best imported stock.



Gypsigne

The Permanent, Sanitary, Beautiful, Well-Advertised Cement Base Wall Finish is put up in handsome colored lithographed packages, which are an ornament as shelf or window goods, and help to sell the goods, thus enabling the dealer who handles Gypsigne to realize a quick and handsome profit.

DIAMOND WALL FINISH CO. Grand Rapids, Mich.

Sole Makers of Gypsigne.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey and Reed City.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

WHOLESALE PRICE CURRENT.

Advanced - Alcohol, Oil, Croton, Bloodroot.
Declined - Gum Mast c, Oil Anise, Oil Orange.

Acidum		Conium Mac.	35@ 65	Scilla Co.	@ 50	Nux Vomica.....	20@ 20	Soda Boras.....	6@ 8	Paints		BBL.	LB.
Aceticum.....		Copaiba.....	90@ 1 00	Tolutan.....	@ 50	Os Sepia.....	15@ 18	Soda et Potass Tart.	26@ 28	Red Venetian.....	1 1/2@ 2	@ 25	
Benzoicum, German		Cubeba.....	1 50@ 1 60	Prunus virg.	@ 50	Pepsin Saac, H. & P.	@ 1 00	Soda Boras, po.	6@ 8	Ochre, yellow Mars.	1 1/2@ 2	@ 25	
Boricac.		Exechthitos	1 20@ 1 30			Picis Liq. N.N. 1/2 gal.	@ 2 00	Soda, Carb.....	3@ 5	Ochre, yellow Ber.	1 1/2@ 2	@ 25	
Carbolicum.....		Erigeron.....	1 20@ 1 30	Tinctures		Picis Liq., quarts.	@ 2 00	Soda, Bi-Carb.....	3 1/2@ 4	Putty, commercial.	2 1/2@ 3	@ 25	
Citricum.....		Gaultheria.....	1 50@ 1 60	Aconitum Napellis R		Picis Liq., pints.	@ 85	Soda, Sulphas.....	@ 2	Putty, strictly pure.	2 1/2@ 3	@ 25	
Hydrochlor.		Geranium, ounce	50@ 60	Aconitum Napellis F		Pil Hydragr.....	po. 80	Spts. Cologne.....	@ 2 60	Vermilion, Prime			
Nitrosum.....		Gossippi, Sem. gal.	1 0@ 1 10	Aloes and Myrrh.....		Piper Nigra.....	po. 22	Spts. Ether Co.....	50@ 55	American.....	13@ 15		
Oxalicum.....		Hedema.....	1 50@ 2 00	Arnica.....		Piper Alba.....	po. 35	Spts. Myreia Dom.....	@ 2 00	Vermilion, English.	70@ 75		
Phosphoricum, dil.		Juniperia.....	1 50@ 2 00	Assafetida.....		Pilix Burgun.....	@ 7	Spts. Vini Rect. bbl.	@ 2 39	Green, Paris.....	15@ 24		
Salicylicum.....		Lavendula.....	9@ 2 00	Atropo Belladonna.		Plumbi Acet.....	10@ 12	Spts. Vini Rect. 1/2 bbl.	@ 2 44	Green, Peninsular.	13@ 16		
Sulphuricum.....		Limonis.....	1 30@ 1 50	Aurant Cortex.....		Pulvis Ipecac et Opil	1 10@ 1 20	Spts. Vini Rect. 10gal	@ 2 47	Lead, Red.....	5 1/2@ 5 1/2		
Tannicum.....		Mentha Piper.	1 6@ 2 20	Benzoin Co.....		Pyrethrum, boxes II.	@ 1 25	Spts. Vini Rect. 5gal	@ 2 49	Lead, white.....	5 1/2@ 5 1/2		
Tartaricum.....		Mentha Verid.	2 65@ 2 75	Barosma.....		& P. D. Co., doz.	@ 30	Less 5c gal. cash 10 days.		Whiting, white Span	@ 70		
Ammonia		Morrhuae, gal.	2 00@ 2 10	Cantharides.....		Pyrethrum, pv.	30@ 33	Sulphur, Subl.....	2 1/2@ 3	Whiting, gliders	@ 90		
Aqua, 16 deg.....		Myrcia, ounce.....	@ 50	Capsicum.....		Quassia.....	10@ 10	Sulphur, Roll.....	2@ 2 1/2	White, Paris Amer.	@ 1 00		
Aqua, 20 deg.....		Olive.....	75@ 3 00	Cardamon.....		Quinia, S. P. & W.	27@ 32	Tamarinds.....	@ 10	Whiting, Paris Eng.	@ 1 40		
Carbonas.....		Picis Liquida, gal.	10@ 12	Cardamon Co.....		Quinia, N.Y.....	27@ 30	Theobromae.....	42@ 45	Universal Prepared.	1 00@ 1 15		
Chloridum.....		Ricina.....	93@ 1 00	Castor.....		Rubia Tinctorem.....	12@ 14	Vanilla.....	9 00@ 16 00				
Aniline		Rosmarini.....	@ 1 00	Catechu.....		SaccharumLactis pv	24@ 26	Zinci Sulph.....	7@ 8				
Black.....		Succini.....	40@ 45	Cinchona.....		Salaclm.....	3 00@ 3 10			Varnishes			
Brown.....		Sabina.....	90@ 1 00	Cinchona Co.....		Sanguis Draconis.....	40@ 50			No. 1 Turp Coach.....	1 10@ 1 20		
Red.....		Santal.....	2 50@ 7 00	Columba.....		Sapo, W.....	12@ 14			Extra Turp.....	1 60@ 1 70		
Yellow.....		Sassafras.....	5@ 65	Cubeba.....		Sapo, M.....	10@ 12			Coach Body.....	2 75@ 3 00		
Baccæ.		Sinapis, ess., ounce.	@ 65	Cassia Acutifol Co		Sapo, G.....	15@ 15			No. 1 Turp Furn.....	1 00@ 1 10		
Cubæe.....		Tigil.....	1 40@ 1 5	Digitalis.....		Siedlitz Mixture.....	20@ 22			Extra Turk Damar.	1 55@ 1 60		
Juniperus.....		Thyme.....	40@ 50	Ergot.....						Jap. Dryer, No. 1 Turp	70@ 75		
Xanthoxylum.....		Thymie, opt.	@ 1 60	Ferri Chloridum.....									
Balsamum		Theobromas.....	15@ 20	Gentian.....									
Copaiba.....				Gentian Co.....									
Peru.....				Guaiacum.....									
Terabin, Canada.....				Hyoscymus.....									
Tolutan.....				Iodine.....									
Cortex				Iodine, colorless.....									
Abies, Canadian.....				Kino.....									
Cassia.....				Lobelia.....									
Cinchona Flava.....				Myrrh.....									
Euonymus atropurp				Nux Vomica.....									
Myrica Cerifera, po.				Opil.....									
Prunus Virginian.....				O. il. camphorated.....									
Quillaja, gr'd.....				Opil, deodorized.....									
Sassafras.....				Quassia.....									
Ulmus.....				Rhatany.....									
Extractum				Rhe.....									
Glycerhiza (glabra).				Sanguinaria.....									
Glycerhiza, po.....				Serpentinaria.....									
Hamatox, 15 lb box.				Stromonium.....									
Hamatox, 1s.....				Tolutan.....									
Hamatox, 1/4s.....				Valerian.....									
Hamatox, 1/4s.....				Veratrum Veride.....									
Ferru				Zingiber.....									
Carbonate Precip.....				Miscellaneous									
Citrate and Quinia.....				Ether, Spts. Nit. 3 F									
Citrate Soluble.....				Ether, Spts. Nit. 4 F									
Ferrocyanidum Sol.				Alumen, gr'd. po. 7									
Solut. Chloride.....				Alumen, po. 7									
Sulphate, com'l.....				Antimon, po.....									
Sulphate, com'l, by				Antimon et PotassT									
tbl, per cwt.....				Antipyrin.....									
Sulphate, pure.....				Antifebrin.....									
Flora				Argenti Nitras, oz									
Arnica.....				Arsenicum.....									
Anthemis.....				Balm Gilead Bud.....									
Matricaria.....				Bismuth S. N.....									
Folia				Calcium Chlor, 1s.....									
Barosma.....				Calcium Chlor, 1/4s.....									
Cassia Acutifol, Tin-				Calcium Chlor, 1/2s.....									
nevelly.....				Cantharides, Rus. po									
Cassia Acutifol, Alix.				Capslei Fructus, af.									
Salvia officinalis, 1/4s				Capslei Fructus, po.									
and 1/4s.....				Capslei Fructus, B. po									
Ura Ursi.....				Caryophyllus, po. 15									
Gummi				Carmin, No. 40.....									
Acacia, 1st picked.....				Cera Alba, S. & F.....									
Acacia, 2d picked.....				Cera Flava.....									
Acacia, 3d picked.....				Cocculus.....									
Acacia, sifted sorts.				Cassia Fructus.....									
Acacia, po.....				Centraria.....									
Aloe, Barb. po. 20@28				Cetaceum.....									
Aloe, Cape.....				Chloroform.....									
Aloe, Socotri, po. 15				Chloroform, squibbs									
Ammoniac.....				Chloral Hyd Crst.....									
Assafetida.....				Chondrus.....									
Benzoinum.....				Cinchonidine, P. & W									
Catechu, 1s.....				Cinchonidine, Germ									
Catechu, 1/4s.....				Cocaine.....									
Catechu, 1/4s.....				Corks, list, dis. pr. et.									
Camphore.....				Creta.....									
Euphorbium, po. 35				Creta, prep.....									
Galbanum.....				Creta, precip.....									
Gamboge po.....				Creta, Rubra.....									
Guaiacum.....				Croceus.....									
Kino.....				Cudbear.....									
Mastic.....				Cupri Sulph.....									
Myrrh.....				Dextrine.....									
Opil.....				Ether Sulph.....									
Shellac.....				Emery, all numbers									
Shellac, bleached.....				Ergota.....									
Tragacanth.....				Flake White.....									
Herba				Galla.....									
Absinthium, oz. pkg				Gambier.....									
Eupatorium, oz. pkg				Gelatin, Cooper.....									
Lobelia.....				Gelatin, French.....									
Majorum.....				Glassware, flint, box									
Mentha Pip. oz. pkg				Less than box.....									
Mentha Vir. oz. pkg				Glue, brown.....									
Rue.....				Glue, white.....									
Tanacetum V. oz. pkg				Glycerina.....									
Thymus, V. oz. pkg				Grana Paradisi.....									
Flagnesia.				Humulus.....									
Calcined, Pat.....				Hydraag Chlor Mite									
Carbonate, Pat.....				Hydraag Chlor Cor.									
Carbonate, K. M.....				Hydraag Ox Rub'm.									
Carbonate, Jennings				Hydraag Ammoniat									
Oleum				Hydraag nuentum									
Absinthium.....				Hydrargyrum.....									
Amygdale, Dulc.....				Ichthyobolla, Am.....									
Amygdale, Amare.....				Indigo.....									
Anisi.....				Iodoform.....									
Aurant Cortex.....				Lupulin.....									
Bergamit.....				Lycopodium.....									
Calicut.....				Maeis.....									
Caryophylli.....				Liquor Arsen et Hy-									
Cedra.....				drag Iod.....									
Chenopadi.....				LiquorPotassArsini									
Cinnamomil.....				Magnesia, Sulph.....									
Citronella.....				Magnesia, Sulph, bbl									
				Mannia, S. F.....									
				Menthol.....									

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 lb cans doz.....	45	
1 lb cans doz.....	85	
1 lb cans doz.....	1 50	
Acme.		
1 lb cans 3 doz.....	45	
1 lb cans 3 doz.....	75	
1 lb cans 1 doz.....	1 00	
Bulk.....	10	
El Parity.		
1 lb cans per doz.....	75	
1 lb cans per doz.....	1 20	
1 lb cans per doz.....	2 00	
JaXon.		
1 lb cans 4 doz case.....	45	
1 lb cans 4 doz case.....	85	
1 lb cans 2 doz case.....	1 60	
Home.		
1 lb cans 4 doz case.....	35	
1 lb cans 4 doz case.....	55	
1 lb cans 2 doz case.....	90	
Our Leader.		
1 lb cans.....	45	
1 lb cans.....	75	
1 lb cans.....	1 50	

BATH BRICK.		
American.....	70	
English.....	80	

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

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

CANDLES.		
Hotel 40 lb boxes.....	94	
Star 40 lb boxes.....	84	
Paraffine.....	84	

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

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

CHEESE.		
Acme.....	10 1/4	
Amboy.....	9 1/2	10 1/4
Carson City.....	10	
Gold Medal.....	10	
Ideal.....	10 1/4	
Jersey.....	10 1/4	
Lenawee.....	9 1/2	
Oakland County.....	10	
Riverside.....	10	
Sparta.....	11	
Springdale.....	10 1/4	
Brick.....	9	
Edam.....	7 1/2	
Leiden.....	19	
Limburger.....	15	
Pineapple.....	60	95
Sap Sago.....	20	

CHOCOLATE.		
Walter Baker & Co.'s.		
German Sweet.....	22	
Premium.....	31	
Breakfast Cocoa.....	42	

CLOTHES LINES.		
Cotton, 40 ft, per doz.....	1 00	
Cotton, 50 ft, per doz.....	1 20	
Cotton, 60 ft, per doz.....	1 40	
Cotton, 70 ft, per doz.....	1 60	
Cotton, 80 ft, per doz.....	1 80	
Jute, 60 ft, per doz.....	95	
Jute, 72 ft, per doz.....	95	
CLOTHES PINS.		
5 gross boxes.....	45	
COCOA SHELLS.		
20 lb bags.....	2 1/4	
Less quantity.....	3	
Pound packages.....	4	
CREAM TARTAR.		
Strictly Pure, wooden boxes.....	35	
Strictly Pure, tin boxes.....	37	
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	
Maracalibo.		
Prime.....	23	
Milled.....	24	
Java.		
Interior.....	25	
Private Growth.....	27	
Manehling.....	28	
Mocha.		
Imitation.....	25	
Arabian.....	25	
Roasted.		
Quaker Mocha and Java.....	29	
Toko Mocha and Java.....	29	
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.....	16 50	
Jersey.....	16 50	
McLaughlin's XXXX.....	16 50	
Extract.		
Valley City 1/4 gross.....	75	
Felix 1/4 gross.....	1 15	
Hummel's foil 1/4 gross.....	85	
Hummel's tin 1/4 gross.....	1 43	
Kneipp Malt Coffee.		
1 lb. packages, 50 lb. cases 9		
1 lb. packages, 100 lb. cases 9		

CONDENSED MILK.		
4 doz. in case.		
Extract.		
Valley City 1/4 gross.....	75	
Felix 1/4 gross.....	1 15	
Hummel's foil 1/4 gross.....	85	
Hummel's tin 1/4 gross.....	1 43	
Kneipp Malt Coffee.		
1 lb. packages, 50 lb. cases 9		
1 lb. packages, 100 lb. cases 9		

CONDENSED MILK.		
4 doz. in case.		
Extract.		
Valley City 1/4 gross.....	75	
Felix 1/4 gross.....	1 15	
Hummel's foil 1/4 gross.....	85	
Hummel's tin 1/4 gross.....	1 43	
Kneipp Malt Coffee.		
1 lb. packages, 50 lb. cases 9		
1 lb. packages, 100 lb. cases 9		

CONDENSED MILK.		
4 doz. in case.		
Extract.		
Valley City 1/4 gross.....	75	
Felix 1/4 gross.....	1 15	
Hummel's foil 1/4 gross.....	85	
Hummel's tin 1/4 gross.....	1 43	
Kneipp Malt Coffee.		
1 lb. packages, 50 lb. cases 9		
1 lb. packages, 100 lb. cases 9		

CONDENSED MILK.		
4 doz. in case.		
Extract.		
Valley City 1/4 gross.....	75	
Felix 1/4 gross.....	1 15	
Hummel's foil 1/4 gross.....	85	
Hummel's tin 1/4 gross.....	1 43	
Kneipp Malt Coffee.		
1 lb. packages, 50 lb. cases 9		
1 lb. packages, 100 lb. cases 9		

COUPON BOOKS.		
Trademan 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	
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.		
20 books.....	1 00	
50 books.....	2 00	
100 books.....	3 00	
250 books.....	6 25	
500 books.....	10 00	
1000 books.....	17 50	
Credit Checks.		
500, any one denom'n.....	3 00	
1000, any one denom'n.....	5 00	
2000, any one denom'n.....	8 00	
Steel punch.....	75	

DRIED FRUITS—DOMESTIC		
Apples.		
Sundried.....	@ 3 1/2	
Evaporated 50 lb boxes.....	@ 4	
California Fruits.		
Apricots.....	10 1/4 @	
Blackberries.....	6 @	
Nectarines.....	6 @	
Peaches.....	7 1/2 @ 9	
Pears.....	@	
Pitted Cherries.....	@	
Prunelles.....	@	
Raspberries.....	@	

DRIED FRUITS—DOMESTIC		
Apples.		
Sundried.....	@ 3 1/2	
Evaporated 50 lb boxes.....	@ 4	
California Fruits.		
Apricots.....	10 1/4 @	
Blackberries.....	6 @	
Nectarines.....	6 @	
Peaches.....	7 1/2 @ 9	
Pears.....	@	
Pitted Cherries.....	@	
Prunelles.....	@	
Raspberries.....	@	

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Apples.		
Sundried.....	@ 3 1/2	
Evaporated 50 lb boxes.....	@ 4	
California Fruits.		
Apricots.....	10 1/4 @	
Blackberries.....	6 @	
Nectarines.....	6 @	
Peaches.....	7 1/2 @ 9	
Pears.....	@	
Pitted Cherries.....	@	
Prunelles.....	@	
Raspberries.....	@	

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Apples.		
Sundried.....	@ 3 1/2	
Evaporated 50 lb boxes.....	@ 4	
California Fruits.		
Apricots.....	10 1/4 @	
Blackberries.....	6 @	
Nectarines.....	6 @	
Peaches.....	7 1/2 @ 9	
Pears.....	@	
Pitted Cherries.....	@	
Prunelles.....	@	
Raspberries.....	@	

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Apples.		
Sundried.....	@ 3 1/2	
Evaporated 50 lb boxes.....	@ 4	
California Fruits.		
Apricots.....	10 1/4 @	
Blackberries.....	6 @	
Nectarines.....	6 @	
Peaches.....	7 1/2 @ 9	
Pears.....	@	
Pitted Cherries.....	@	
Prunelles.....	@	
Raspberries.....	@	

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	
Macaroni and Vermicelli.		
Domestic, 10 lb. box.....	60	
Imported, 25 lb. box.....	2 50	
Pearl Barley.		
Common.....	1 1/4	
Chester.....	2 1/2	
Empire.....	2 1/2	
Peas.		
Green, bu.....	90	
Split, per lb.....	2 1/2	
Rolled Oats.		
Rolled Avena, bbl.....	5 00	
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.....		8 00
Round 100 lbs.....	2	50
Round 40 lbs.....	1	30
Scaled.....		12

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 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.

100 3 lb sacks.....	2 60
60 5-lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.

50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.

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

Ashton.

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

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

56-lb sacks.....	21
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Common Fine.

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

SODA.

Boxes.....	5 1/4
Kegs, English.....	4 3/4

STARCH.

Kingsford's Corn.	
40 1-lb packages.....	6
20 1-lb packages.....	6 1/4

Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/4
6-lb boxes.....	7

Diamond.	
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

Common Corn.	
20-lb boxes.....	5
40-lb boxes.....	4 1/4

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

SOAP.	
Laundry.	
Armour's Brands.....	

Armour's Family.....	2 70
Armour's Laundry.....	3 25
Armour's Comfort.....	2 90
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 20
Armour's Woodchuck.....	2 55
Armour's Kitchen Brown.....	2 00
Armour's Mottled German.....	2 65
Gowans & Sons' Brands.....	

Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 60s.....	2 75
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	2 85
Old Style.....	3 20
Happy Day.....	3 10

JAXON

Single box.....	2 85
5 box lots, delivered.....	2 80
10 box lots, delivered.....	2 75

Jas. S. Kirk & Co.'s Brands.....	
American Family, wrp'd.....	3 33
American Family, plain.....	3 27
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.....	
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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.....	
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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.....	
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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.....	
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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.....	
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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.....	
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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.....	
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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.....	
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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.....	
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Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 60 1-lb. bars.....	3 90
Uno, 100 3/4-lb. bars.....	2 80
Doil, 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.	
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Cut Leaf.....	5 00
Domino.....	4 87
Cubes.....	4 62
Powdered.....	4 02
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 Confection A.....	4 37
Confection Standard A.....	4 25
No. 1.....	4 00
No. 2.....	4 00
No. 3.....	3 94
No. 4.....	3 87
No. 5.....	3 81
No. 6.....	3 75
No. 7.....	3 69
No. 8.....	3 62
No. 9.....	3 56
No. 10.....	3 50
No. 11.....	3 44
No. 12.....	3 37
No. 13.....	3 31
No. 14.....	3 25
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

TOBACCOS.

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

S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	
Quintette.....	35 00
Clark Grocery Co.'s brand.....	
New Brick.....	35 00

VINEGAR.

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

WICKING.

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

Fruits.

Oranges.	
Fancy Seedlings.....	

Mexicans 150-175-200.....	@ 3 50
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Lemons.

Strictly choice 300s.....	@ 3 25
Strictly choice 300s.....	@ 4 00
Fancy 300s.....	@ 4 00
Fancy 300s.....	@ 4 50

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
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Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

Foreign Dried Fruits.

Figs, Choice Layers.....	@ 10 1/2
Figs, New Smyrna.....	@ 13
Figs, Natural in.....	@ 7
30 lb. bags.....	@ 8
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.....	@ 5 1/2

Candies.

Stick Candy.	
Standard.....	5 1/4 @ 7
Standard H. H.....	5 1/4 @ 7
Standard Twist.....	6 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2

Extra H. H.....	8 1/2
Boston Cream.....	8 1/2

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

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

Fancy-In 5 lb. Boxes.	
Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 75
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 75
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 60
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 60
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 6
Wintergreen Berries.....	@ 55

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

Fresh Meats.

Beef.	
Carcass.....	5 @ 7
Fore quarters.....	4 @ 6
Hind quarters.....	6 @ 7 1/2
Loins No. 3.....	8 @ 12
Ribs.....	7 @ 9
Round.....	5 1/2 @ 6 1/2
Chucks.....	4 1/2 @ 5 1/2
Plates.....	4 @ 4

Pork.	
Dressed.....	4 @ 4 1/2
Loins.....	6 1/2 @ 7
Shoulders.....	@ 5
Leaf Lard.....	@ 7

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

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

Crackers.

The N. Y. Biscuit Co. quotes as follows:	
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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 1/4
Soda, City.....	7 1/2
Zephyrette.....	10
Long Island Wafers.....	11
L. I. Wafers, 1 lb. carton.....	12

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

SWEET GOODS-Boxes.	
Almond Cold Water.....	11 1/2
Belle Rose.....	12
Cocoanut Taffy.....	9
Coffee Cakes.....	8 1/2
Frosted Honey.....	12
Graham Crackers.....	8
Ginger Snaps, XXX round.....	7
Ginger Snaps, XXX city.....	7
Gin. Snaps, XXX home made.....	7
Gin. Snaps, XXX scalloped.....	7
Ginger Vanilla.....	8 1/2
Imperial.....	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.....	8
Sultanas.....	12
Scars' Lili.....	7 1/2
Scars' 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
Chimney Fadden.....	10
Pineapple Glace.....	16

Grains and Feedstuffs

Wheat.	
Winter Wheat Flour.....	90

Local Brands.	
Patents.....	5 50
Second Patent.....	5 00
Straight.....	4 80
Clear.....	4 25
Graham.....	4 65
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

Graham	4 25
Buckwheat	4 65
	4 00

Hardware

Novel Scheme of a Kansas Blacksmith for Collecting Old Debts.

It has been left to a Kansas blacksmith to make debt-paying a pleasure. Under the system adopted by Fred Westhoff, of Wathena, Kan., his customers look forward to settling their accounts with him much as the suburban youngster longs for the coming of the greatest show on earth. Instead of regarding his debtors as undesirable persons to be particularly friendly with, he welcomes them royally, on an appointed day, and they all feast and make merry at his expense.

The beauty of Mr. Westhoff's idea is its absolute originality. He has considered the collection problem, after the fashion of almost every Kansas man, on the basis that it is a very difficult one to solve. It is the misfortune of the country blacksmith that almost all of his work is done on credit, the farmer, as a rule, finding it inconvenient and often impossible to pay spot cash. So Mr. Westhoff studied his books and racked his brains until he formed this plan. As a first step to carrying it out, he issued an invitation to every debtor, in which he said:

As I have to meet payment of a note, I find it necessary to call upon all those who are indebted to me to help me out as much as they can. Therefore I have decided to select one day, and kindly request your presence at my shop at Wathena, to pay the amount herein stated, and all those complying with this request will receive a special treat. Lunch and refreshments will be served from 1 p. m. to 6 p. m. in my basement that day and a very good time assured to all present. Please present this card when you call, and show the amount of your account, which is --- dollars and --- cents. Hoping all will respond and you will have a good social afternoon.

It may naturally be supposed that this absolutely unique invitation created astonishment. No one had ever heard the like. To think of a man inviting his debtors to meet and enjoy themselves with him, and making the open sesame to that enjoyment the settling of their bills! It seemed like a Belshazzar feast, and no little derision was excited by the blacksmith's new departure. The day came—it was only a very few days ago—when it was decided that the debtors should gather, and what a gathering it was! If there was one farmer present there were thirty, and the jollification they enjoyed has not been equalled since the days of Lincoln's first election.

Not the least expected feature of the occasion was that, without exception, every debtor who attended the feast squared accounts. Possibly this might have been induced by the fact that the beer and other beverages that cheer were dispensed in plenty, and also that it was good beer, which is a recommendation that no tippling Kansan can afford to pass lightly over. When it comes to beer in Kansas, it is always clearly apparent to the purchaser thereof that, while the intention of the man who sells him the amber liquid may have been excellent when he supplied himself, the fulfillment is of an exceedingly weak nature. Not so with Mr. Westhoff's beer. It was of the regulation blue-ribbon variety, such as delights the thirsty soul and increases the capacity of the consumer. Kansas has many queer things placed to her account, and there is no question but what this takes rank among the first.

"It was a new experiment," Mr.

Westhoff said, when questioned, "but I figured out that I couldn't lose by it, anyhow. You see, I looked at the thing in this way: There were three particular points that I calculated my idea would cover. The first of these was that this is a prohibition State, and that the beer ought to go pretty well if it was good. The second was that the accounts due me would all be paid in one day, and in that way I could use the receipts to much greater advantage than I could if the money came in dribbles. When cash comes in a dollar at a time now and then, it don't bring any returns and is spent as fast as it comes in. The first you know it's gone and you haven't got anything to show for it. The third point was that I believed I could so conduct such an affair that it would be on a paying basis. Of course, that is a matter that has got to be left to the wit of the man who is getting the idea up, and I thought I had brains enough to run it.

"It don't take much of a man to see, according to my way of thinking, that success is much more certain, in collecting bills of persons who might not pay at all if you tried to force them to do it, in this way than in any other. Besides that, you don't make anybody your enemy. There's a whole lot of people who would be willing to give fifty or seventy-five cents for the kind of treat I set up. In fact, I think they'd give that much rather than be left out. So you see, I collect my bills, keep my friends, and get new customers, because I tell them I'm going to do this sort of thing right along. There's no humbug about my treat. It's as free as air."

An Apple Problem.

From St. Nicholas.

Once upon a time there were two old men who sat in the market early every morning and sold apples. Each one had thirty apples, and one of the old men sold two for a cent and the other old man sold three for a cent. In that way the first old man got 15 cents for his basket of apples, while the second old man received 10 cents; so that together they made 25 cents each day. But one day the old apple man who sold three for a cent was too sick to go to the market, and he asked his neighbor to take his apples and sell them for him. This the other old man very kindly consented to do, and when he got to the market with the two baskets of apples, he said to himself, "I will put all the apples into one basket, for it will be easier than picking them out of two baskets." So he put the sixty apples into one basket, and said to himself, "Now, if I sell two apples for one cent, and my old friend sells three for one cent, that is the same thing as selling five apples for two cents. Therefore I will sell five for two cents." When he had sold the sixty apples he found he had only 24 cents, which was right; because there are twelve fives in sixty, and twice twelve are twenty-four. But if the other old man had been there, and each one had sold his apples separately, they would have received 25 cents. Now, how is that explained?

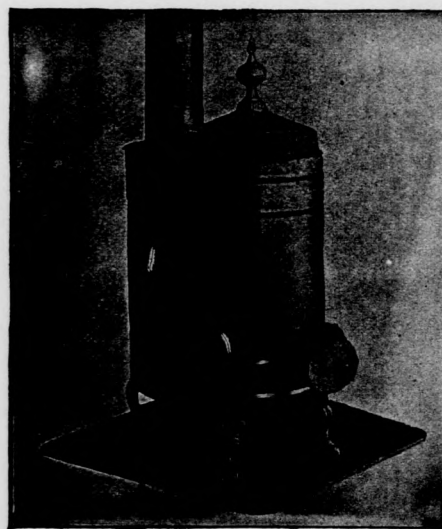
Cleaning windows is a job that requires not a little skill. The windows should first be brushed free from dust, and then wiped over with a sponge which has been dipped in warm water to which a little ammonia has been added. A stick should be used, if necessary, to get the dust from the corners. Wipe dry with a soft cloth or piece of chamois skin and polish with old papers. Do not use soap.

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.

AIR TIGHT HEATERS



FROM \$3.50 TO \$9.00 EACH.



Send for Catalogue.

FOSTER, STEVENS & CO.,
GRAND RAPIDS.

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

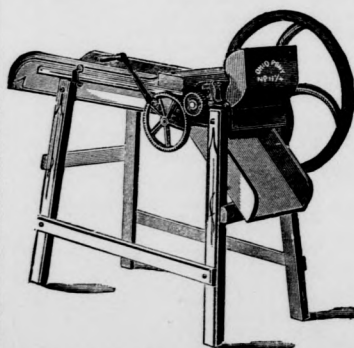
Fig. 783. No. 11½.

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

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



ADAMS & HART, General Agents, Grand Rapids.

The Importance of Marking Goods Plainly.

Written for the TRADESMAN.

The importance of plainly marking the cost and the selling price on every article of merchandise in a retail store cannot be overestimated.

It is a big job and tedious work to so decorate a lot of small plunder, and it sometimes strikes the weary merchant that the game is hardly worth the candle; but it pays in the end, and pays well.

All merchants do not agree as to the details of the marking system; and many expedients are used to avoid the drudgery entailed by an unflinching persistence in marking "everything in the shop;" but they practically agree that it is a good thing if it can be done.

Now that patented appliances for this purpose are so cheap, so good and so convenient, the work is nowhere near as hard as it used to be. Gummed labels, pin tickets and string tags have simplified and improved the old methods.

Perhaps of more importance to the merchant is the use of a good cost mark, for, with the cost before him, he can improvise a selling price, offhand, and in taking inventory these cabalistic signs are next to invaluable. There are, strictly speaking, but three styles of cost marks—letters, figures and characters, the one most in use being letters. Ordinarily, a man in search of a cost mark racks his brain for some time to find a suitable word, and finally uses one that he has known to have been in use for this purpose elsewhere. There are many such, and among them I may mention:

1 2 3 4 5 6 7 8 9 0
C u m b e r l a n d
L a m b r e q u i n
C o r n b a s k e t
B l a c k H o r s e
Y a l o m s t e i n
S t i c k ' e m b o y

The last, however, is the selling mark of a certain fly-by-night Hebrew. The only requisite in the selection of a word, or words, is to get a combination of ten letters, none of which are repeated. The selling mark of a wholesale shoe house struck me as rather funny inasmuch as it was short three letters. The mark was Hemlock b w z. But its peculiarity was its advantage. No one would be apt to decipher it. Selling marks based on words are easily remembered, and more apt to be learned by outsiders. Therefore some merchants use letters without a system, as: Q W E R T Y U I O P. A man might stumble onto Cumberland or even Stick 'em boy; but the assortment of letters shown above would defy an expert without a key or some insight into the business. Next to letters come characters. The character cost mark is generally run on a system, and a system is usually rather easy to decipher. The old tit tat toe is probably the most common. I know an old mark, long since replaced, that runs like this:

1 2 3 4 5 6 7 8 9 0
I B I I I I I I I I I I

The I is the cipher. A dash to the left signifies I added. A dash to the right adds 3. But the hardest mark to discover is the mark without a system. I knew a watchmaker who used Greek characters. It made a very pretty mark, for he was a good writer; but I should not recommend it to an indifferent penman.

Then come the figure cost marks, and they, as far as I know, are always on a system. Here is one: You wish to mark a tin dipper to cost 5 cents. Mark it 162. A tub costs 75 cents. Mark it 868. To read your cost mark, ignore the last figure, and subtract 11.

A character frequently used with letter or similar cost marks is the "repeat." For instance: You are using the word R E S T I G O U C H. An article costs 11 cents and you want to sell it for 20. Your mark of R R is a dead give away, for any greenhorn would know how much it cost. Now instead of R R you mark it R W. "W" is the "repeat." "R H W" would mean \$1.00 to you.

A pretty good trick, sometimes, is to stick in a "blind." Use a character or a letter that means nothing. If a calf costs you 30 cents and you wish to sell it for \$3.00, make a ticket like this:

S H D

\$3.00.

and tie it to the calf's tail. The man who buys the calf will pay your price with better grace than he would if you marked it "S H" and he knew that it cost you less than a dollar.

Some merchants think it enough to mark their cost in plain figures—backward. I do not. I know an old fellow in Grand Rapids, a grocer, who marks the cost of his goods in figures, so that anybody can tell what it is, and I think his marks are honest ones. I don't do that either.

Some merchants mark very few goods and keep a stock or price book for reference. In my experience this is a difficult thing to do. It is one of those things which must be done well or not at all. A stock book not up to date is worse than useless and the clerk who sells by such a one is constantly selling either too high or else too low.

I believe in putting the selling mark on goods in plain figures. I think that the customer who parts with his money has a right to know whether he is buying an article at your regular price, or whether you are charging him ten per cent. more because he happens to wear a brass collar button and have tallow on his hair. I sometimes look at an article of merchandise with a vague notion of buying it if the price suits me. I want to know how much it will cost, and I have no notion of haggling with its owner. If it is marked to cost p i g and to sell at h o g I very likely let it alone, whereas if it is boldly labeled p i g—sell at \$1.25—I may think it a bargain and take it, or I may know that I can buy it elsewhere at 98 cents, and consequently let it alone. Now, I would know this just as well if a clerk had told me the price, and I should have made the "house" just that much extra trouble. Then, too, I am always haunted by a suspicion that they will get h o g out of me if they can, and if not, will take less.

This is the way I feel in another's store. Then I ask: "Why should not someone—anyone—else feel just so in mine?"

I think they would.

I did not start out to tell everything about marking goods, nor everything about cost marks—I couldn't if I would and I wouldn't if I could, for I think I know a cost mark worth any two that I have spoken of; but I have jotted down some ideas that may not be entirely devoid of interest to merchants in general, and one or two of which may, perchance, help out some weary, hurried man, just as I have sometimes been helped myself.

GEO. L. THURSTON.

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. Steel..... 5 50
First Quality, D. B. Steel..... 10 50

BARROWS

Railroad..... \$12 00 14 00
Garden..... net 30 00

BOLTS

Store..... 60
Carriage new list..... 65 to 65-10
Plow..... 40&10

BUCKETS

Well, plain..... \$ 3 25

BUTTS, CAST

Cast Loose Pin, figured..... 70
Wrought Narrow..... 75&10

BLOCKS

Ordinary Tackle..... 70

CROW BARS

Cast Steel..... per lb 4

CAPS

Ely's 1-10..... per m 65
Hick's C. F..... per m 55
G. D..... per m 35
Musket..... per m 60

CARTRIDGES

Rim Fire..... 50& 5
Central Fire..... 25& 5

CHISELS

Socket Firmer..... 80
Socket Framing..... 80
Socket Corner..... 80
Socket Slicks..... 80

DRILLS

Morse's Bit Stocks..... 60
Taper and Straight Shank..... 50& 5
Morse's Taper Shank..... 50& 5

ELBOWS

Com. 4 piece, 6 in..... doz. net 55
Corrugated..... 1 25
Adjustable..... dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26..... 30&10
Ives', 1, \$18; 2, \$24; 3, \$30..... 25

FILES—New List

New American..... 70&10
Nicholson's..... 70
Heller's Horse Rasps..... 60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27..... 28
List 12 13 14 15 16..... 17
Discount, 75

GAUGES

Stanley Rule and Level Co.'s..... 60&16

KNOBS—New List

Door, mineral, jap. trimmings..... 70
Door, porcelain, jap. trimmings..... 80

MATTOCKS

Adze Eye..... \$16 00, dis 60&10
Hunt Eye..... \$15 00, dis 60&10
Hunt's..... \$18 50, dis 20&10

MILLS

Coffee, Parkers Co.'s..... 40
Coffee, P. S. & W. Mfg. Co.'s Malleables..... 40
Coffee, Landers, Ferry & Clark's..... 40
Coffee, Enterprise..... 30

MOLASSES GATES

Stebbin's Pattern..... 60&10
Stebbin's Genuine..... 60&10
Enterprise, self-measuring..... 30

NAILS

Advance over base, on both Steel and Wire.
Steel nails, base..... 1 90
Wire nails, base..... 2 00
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..... 90
Finish 10..... 75
Finish 8..... 90
Finish 6..... 10
Clinch 10..... 70
Clinch 8..... 80
Clinch 6..... 90
Barrel 7/8..... 1 75

PLANES

Ohio Tool Co.'s, fancy..... 650
Sciota Bench..... 60
Sandusky Tool Co.'s, fancy..... 650
Bench, first quality..... 650
Stanley Rule and Level Co.'s wood..... 60

PANS

Fry, Acme..... 60&10&10
Common, polished..... 70& 5

RIVETS

Iron and Tinned..... 60
Copper Rivets and Burs..... 60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages 1/2c per pound extra.

HAMMERS

Maydole & Co.'s, new list..... dis 33 1/2
Kip's..... dis 25
Yerkes & Plumb's..... dis 40&10
Mason's Solid Cast Steel..... 30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware..... new list 75&10
Japanned Tin Ware..... 20&10
Granite Iron Ware..... new list 40&10

HOLLOW WARE

Pots..... 60&10
Kettles..... 60&10
Spiders..... 60&10

HINGES

Gate, Clark's, 1, 2, 3..... dis 60&10
State..... per doz. net 2 50

WIRE GOODS

Bright..... 80
Screw Eyes..... 80
Hook's..... 80
Gate Hooks and Eyes..... 80

LEVELS

Stanley Rule and Level Co.'s..... dis 70

ROPES

Sisal, 1/2 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..... 50
Barbed Fence, galvanized..... 2 10
Barbed Fence, painted..... 1 75

HORSE NAILS

Au Sable..... dis 40&10
Putnam..... dis 5
Northwestern..... dis 10&10

WRENCHES

Baxter's Adjustable, nickelled..... 30
Coe's Genuine..... 50
Coe's Patent Agricultural, wrought..... 80
Coe's Patent, malleable..... 80

MISCELLANEOUS

Bird Cages..... 50
Pumps, Casters..... 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 @ 3/4..... 12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 75
14x20 IC, Charcoal..... 5 75
20x14 IX, Charcoal..... 7 00
Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal..... 5 00
14x20 IC, Charcoal..... 5 00
10x14 IX, Charcoal..... 6 00
14x20 IX, Charcoal..... 6 00
Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean..... 5 00
14x20 IX, Charcoal, Dean..... 6 00
20x28 IC, Charcoal, Dean..... 10 00
14x20 IC, Charcoal, Allaway Grade..... 4 50
14x20 IX, Charcoal, Allaway Grade..... 5 50
20x28 IC, Charcoal, Allaway Grade..... 9 00
20x28 IX, Charcoal, Allaway Grade..... 11 00

BOILER STEEL TIN PLATE

14x56 IX, for No. 8 Boilers, 1 per pound..... 9
14x56 IX, for No. 9 Boilers, 1 per pound..... 9

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.

Fruits and Nuts.

Oranges—"What's the matter with the orange business in Grand Rapids?" is frequently heard by the visitor among the local fruit dealers and commission men. There was little or no demand during the season when peaches monopolized all the attention and when the Jamaica fruit came in, about Oct. 1, it was knurly, sour and green to such a degree that dealers and consumers alike repudiated it and turned their attention to something more palatable and inviting. The Mexican fruit was pushed forward as embodying more of the real orange flavor and attractiveness and dealers took hold of them freely, but after the first invoice bought more sparingly, having found that the Mexican product was the most treacherous of them all. Probably no variety of oranges offered will melt down so quickly on a dealer's hands as these same deceptive Mexicans. The Florida crop is very meager and one hears very little about them, excepting in the larger cities, where the lovers of the finest fruit in the world have the coin in abundance to pay for it. The unfortunate cold wave which destroyed the trees in Florida two years ago will long be remembered by the Floridians as a most depressing blow at one of the banner industries which was making the State famous and its inhabitants rich. It was also a matter of regret to countless thousands all over the United States who were enjoying the luscious fruit at a nominal price. Now that they cannot secure it, a full realization of the value it possessed is the more apparent. The California crop is nearly ready to gather and growers and shippers alike are announcing the fact. First pickings—usually gathered and shipped so as to be offered in all the greater distributing centers in time to reach the consumer by Christmas—are now en route, but no one need be disappointed at finding most of the fruit streaked with green and embracing many properties of the lemon. The Navels cost more than the Seedlings, but are really worth twice as much, being seedless and of much finer grain and sweetness. As the season advances and the quality improves—as it will—the old-time volume of sales will, probably, be in evidence and the men who have been, and are now, complaining of poor business will smile blandly with satisfied complacency.

Figs—Are a trifle higher at present than they were at this time of the month a year ago, but the quality now, as then, is extremely good. It is probable that higher prices will rule later on, as the crop, as a whole, is below last year's average. No one runs any risk in purchasing such amounts as will be needed for sixty days, and by so doing will, undoubtedly, make a little extra profit.

Dates—Have been very slow on reaching the Western markets and, as the crop is said to be light, high prices are in order and will probably be in evidence during the entire season, although the average will probably be a little below present quotations. Several large sales by the importers this week will supply jobbers and steady prices.

Lemons—A real good lemon at a fair price would please a good many dealers at the present time. During September and October the importations consisted of small, irregularly packed fruit which was not at all satisfactory. The Malagas, which came in about the middle of October, were as good as Malagas usually are and, to those who know the average quality, a volume would explain no

more. The new Messinas that began to arrive the first of the present month are like first arrivals every year—very green, large and small packed in the same box, without any regard for quality or attractiveness, therefore, most unsatisfactory to every one who purchases. It will be January 1 before ripe, even-sized fruit can be obtained, except in rare instances when care may be exercised in making selections on the piers. Local dealers are abreast of the times in this business, however, and orders to them will be as acceptably filled as they could be to any other market in the country.

Bananas—The weather at present is too severe to warrant safety in shipping and, although prices are very low and good fruit is easily obtainable, interior dealers are buying sparingly and—everything considered—wisely.

Foreign Nuts—The holiday demand is reported as most satisfactory and several varieties are being held very firmly and in some cases advanced. The latter applies especially to Brazils, Pecans and Filberts. Grenoble and Naples walnuts are of excellent quality, while for a cheap substitute the hard-shelled California Marbots and French are admirable. Taragona and Ivaca almonds have been advanced a trifle, but are still low, and prices for all nuts, as quoted today, will, probably, rule without much change until after New Year's, when they will ease off.

The Produce Market.

Apples—The market is without particular change. Transactions are small, locally, the advent of cold weather having checked shipments to a large extent.

Beans—Moving fairly on the same basis as last week.

Butter—Without particular change, so far as receipts are concerned, which are very liberal. Choice dairy brings 10¢ @12c, but factory creamery has advanced to 20c.

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—Dealers have advanced Cape Cods to \$2.25 per bu. and \$6.50 per bbl.

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

Grapes—Malagas bring \$6 per keg of 65 lbs. gross.

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 30¢ @35c.

Potatoes—The market shows unmistakable signs of improvement and the Tradesman looks for an advancing tendency from now on. Local handlers who have buyers in the "potato belt" pay 10c per bu. and country buyers pay about the same, finding ample outlet in carlots on the basis of 12½¢ on track.

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.

Sugar from the cane was an unknown food to the ancients. Honey took its place, and it is curious to read of the manner in which it was used. For instance, a Carthaginian pudding made in Rome, before the Christian Era, followed this rule: "Soak one pound of red wheat thoroughly in soft water. Then place it in a wooden bowl, add three pounds of cream cheese, one egg and a half pound of honey. Beat all together, and cook in a stewpan over a slow fire."

H. LEONARD & SONS

Of this city, are showing an unusually large variety of Staples and Novelties such as are used and called for every day, and as are especially demanded for

CHRISTMAS TRADE

The line is particularly strong on the following . . .

English Decorated
Dinner Sets,
Toilet Sets,
Library Lamps
Banquet Lamps and
Globes,
Fancy Glass,
Dolls,
Wood Toys,
Silver Novelties.

German Decorated
China,
Dinner Services,
Albums,
Toilet Cases,
Picture Books,
Juvenile Books,
Iron Toys,
Imported Toys,
Vases.

You can only obtain an idea of the extent of the assortment by calling upon them and examining samples in person.

Correspondence invited. Catalogues sent to dealers on request. Write, or call at once upon . . .

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

Colored and Black Ribbons

Notwithstanding the recent advance in silk, we quote prices that will bring us some good orders. We will send one piece of each good staple color in each width on memorandum or samples and color card on application.

All Silk S. & G. G. Safe Brand or Honesty.

Nos.	5	7	9	12	16	22	40
	\$0.30	\$0.39	\$0.51	\$0.63	\$0.75	\$0.90	\$1.05

Extra Quality Estelle.

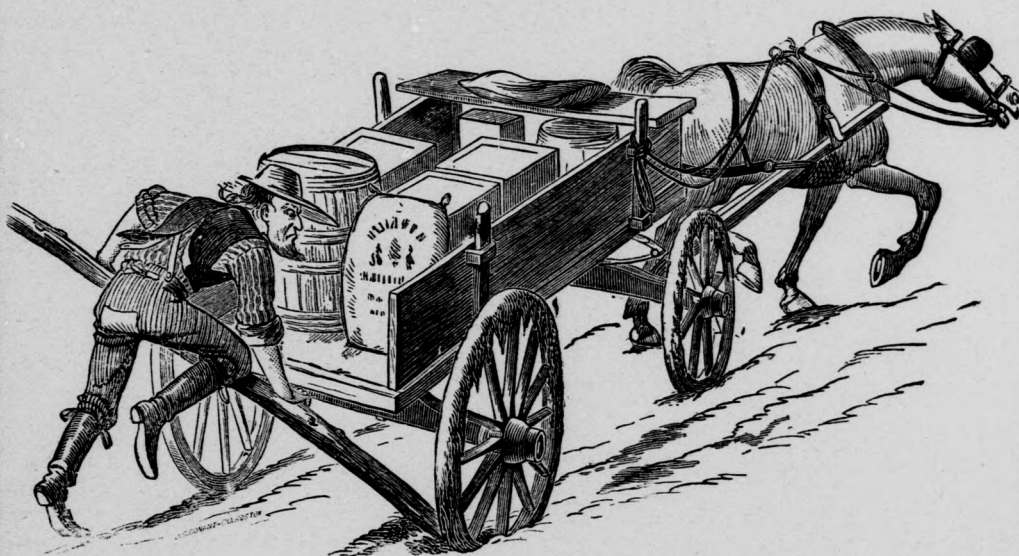
Nos.	2	5	7	9	12	16	22	40
	\$0.27	\$0.60	\$0.75	\$1.00	\$1.25	\$1.50	\$1.75	\$2.50

10 per cent. trade discount. Regular 10 per cent. discount on all orders of \$20 or over.

This chance to buy your ribbons for Holidays good for 20 days only.

Corl Knott & Co

Get Out of the Old Rut



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

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

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

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO Sept. 7, 1896 and West Michigan R'y

Going to Chicago.
Lv. G'd. Rapids 8:30am 1:25pm 11:00pm
Ar. Chicago 3:00pm 6:50pm 6:30am
Returning from Chicago.
Lv. Chicago 7:20am 5:00pm 11:30pm
Ar. G'd. Rapids 1:25pm 10:30pm 6:10am
Muskegon via Waverly.
Lv. G'd. Rapids 8:30am 1:25pm 6:25pm
Ar. G'd. Rapids 10:15am 10:30pm
Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids 7:20am 5:30pm
Ar. Manistee 12:05pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm
Trains arrive from north at 1:00 p.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 June 28, 1896 Lansing & Northern R.R.

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. DeLaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div.

Eastward.
†No. 14 †No. 16 †No. 18 *No. 82
Lv. G'd. Rapids 6:45am 10:10am 3:30pm 10:15pm
Ar. Louis. 7:40am 11:17am 4:34pm 12:30am
Ar. St. Johns. 8:25am 12:10pm 5:33pm 1:57am
Ar. Owosso. 9:00am 1:10pm 6:05pm 3:25pm
Ar. E. Saginaw 10:50am 8:05pm 6:40am
Ar. W. Bay City 11:30am 8:35pm 7:15am
Ar. Flint 10:05am 7:00pm 5:40am
Ar. Pt. Huron 12:05pm 9:50pm 7:30pm
Ar. Pontiac. 10:55am 2:57pm 8:35pm 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. 12:30pm
For G'd. Haven and Intermediate Pts. 5:12pm
†Daily except Sunday. *Daily. Trains arrive from the east, 6:30a.m., 12:45p.m., 5:00p.m., 9:55 p.m. Trains arrive from the west, 10:05a.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. 25 Monroe St.

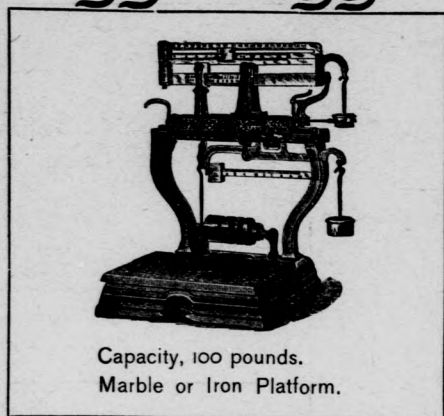
GRAND Sept. 27, 1896. Rapids & Indiana Railroad

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack. 7:45am 1:15pm
Trav. C'y, Petoskey & Mack. 2:15pm 6:30am
Cadillac 5:25pm 11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.
Southern Div. Leave Arrive
Cincinnati 7:10am 8:25pm
Ft. Wayne 7:00pm 1:30pm
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 7:30am 1:00pm 4:40pm
Ar. Muskegon 9:00am 2:10pm 7:05pm
GOING EAST.
Lv. Muskegon 7:10am 11:45am 4:00pm
Ar. G'd. Rapids 9:30am 12:30pm 5:20pm
†Except Sunday. *Daily.
A. ALMQUIST, C. E. 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



Capacity, 100 pounds.
Marble or Iron Platform.

It will cost you nothing BUT A POSTAL CARD MAILED TO US to investigate

How great is the money saving value
OF THE DAYTON COMPUTING SCALE SYSTEM
and how small its cost to you.

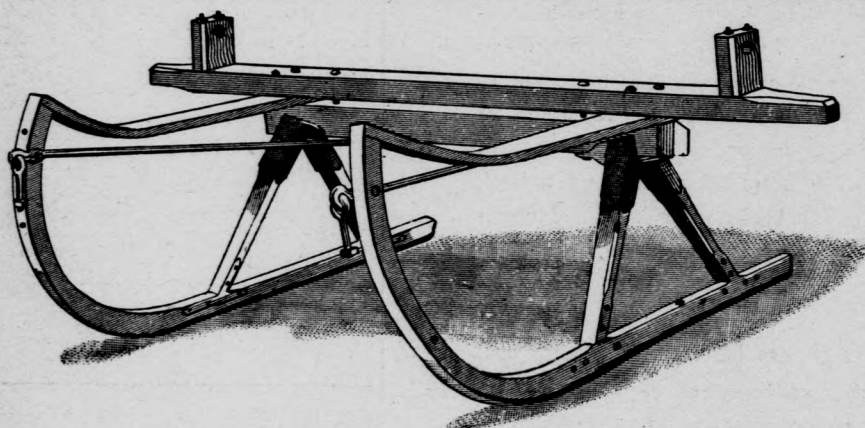
You mail us a postal card and then the burden of proof is upon us, and over 30,000 prosperous merchants now using our Money Weight or Computing Scale Systems.

The Computing Scale Co.

Dayton, Ohio.



Capacity, 28 pounds,
Your choice of Steel or Agate bearings,
and Sugar Pan, Scoops or Marble Platform.



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.

BORDEN'S PEERLESS BRAND



ABSOLUTELY PURE

EVAPORATED CREAM

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