

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 16, 1896.

Number 691

We can sell you
ANY KIND QUANTITY COAL
LIME OR CEMENT.
S. A. MORMAN & CO.,
19 Lyon St., Grand Rapids, Mich.

Snedicor & Hathaway

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

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

ARLOW **BOOK**
ROTHERS **INDERS**
LANCK **OOKS**
5 AND 7 PEARL STREET.

Christmas Decorations
If interested write for prices.
HOLLY, MISTLETOE, WREATHING, ETC.
CHRISTMAS TREES, 4 ft. to 15 ft.
ALFRED J. BROWN CO.,
WHOLESALE DEALERS, GRAND RAPIDS, MICH.

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

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.

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.

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, Al-
legan, Howard City, Petoskey and Reed City.
Highest Price Paid for Empty Carbon and Gasoline Barrels.

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CITIZENS TELEPHONE COMPANY

89-91 CAMPAU ST.

State Line Connections

are furnished by this company to over sixty towns, among which are the following lines:

Muskegon, Berlin, Conklin, Ravenna and Moorland, by full copper metal c.
Molland, Vriesland, Zeeland, Hudsonville and Jenisonville by copper wire.
Allegan, South Haven, Saugatuck, Ganges.
Lansing, Grand Ledge, Lake Odessa, H. stings.
Ionia, Saranac, Lowell, Ada, Cascade, St. Louis, St. Johns, Alma, Ithaca, etc.

Good Service at Reasonable Rates.

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN

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

Home office, DETROIT, Michigan.

Commercial Credit Co., (Limited)

ESTABLISHED 1886.

Reports and Collections.

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

NOTICE TO HOOPMAKERS

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

ROUND & RACKED HOOP CO.,

423 Widdicomb Bldg., Grand Rapids, Mich.

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

The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator, Guardian, Trustee.

Send for copy of our pamphlet, "Laws of the State of Michigan on Descent and Distribution of Property."

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1 Grand Rapids.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

THE INTEREST IN CUBA.

The situation in Cuba has become the all-absorbing topic of the press, until there is a wave of scathing denunciation sweeping over the country against the poor Spaniards on account of the crowning climax of treacherous barbarity in the assassination of the Cuban general, Maceo, and his staff while under the ostensible protection of a flag of truce. Indeed, the matter has assumed so much importance that it is monopolizing a large share of the attention of Congress.

For some time after the report of the death of the revolutionary leader became current the fact was persistently denied by Cuban sympathizers and the report was credited to Spanish political design. It was maintained that all the circumstances of the finding of the body were too improbable for belief and that it was a device intended for effect on the action of our Government; that the report of the killing of this leader would indicate that there was really little of the insurrection left with which the Spaniards had to deal. But, with the confirmation of the news of the killing, Cuban sympathy—which means almost universal sympathy in this country—assumed that, if Maceo was not living, he had been made the victim of Spanish treachery. Circumstantial accounts of the firing upon the general and staff while under a flag of truce are given and seem to be accepted without question, although the elements of improbability appear as manifest as in the earlier reports. It would seem that the Spanish general would have taken means to prevent the early forwarding of the real facts if they were as represented.

Whether true or not, these reports are serving the purpose of raising the temper of the country to white heat in sympathy for the struggling Cubans. And in the movement there is a decided feeling of indignation that our Executive refused to make operative the action of Congress in their behalf at the close of the last session. That there has been so much patience is to be attributed largely to our political distraction. But now there is time to consider others, and it begins to look as though there would be consideration to some purpose soon.

CHURCH AND STATE.

The admission of Utah into the Union of States is already furnishing a ground for regret which is entirely unconnected with size of population or the fact that the State cast its vote in a particular direction.

The Mormon church, as a church, is directly interfering in the selection of a United States senator and attempting to defeat Moses Thatcher in his aspirations, as a means of disciplining him as a Mormon apostle, or, at least, as a member of the church. Reports from Utah are all to the effect that Mormonism is once more defiant and aggressive in that State, that it is dominating the political situation, that polygamy is practiced again with impunity and that

the Saints propose to reap the benefits of their now virtually independent position. A Gentile can hardly purchase any lands or desirable properties in the State and the spirit of the Boers of South Africa, in rigidly maintaining ascendancy over newcomers, appears to be equally manifest in Utah.

False Notions About Good Times.

Intelligent persons are heard on all sides wildly proclaiming, in conversation and in the press, that, although an entire month and several days have elapsed since the winning of the sound-money victory at the November general election, there has been no revival of prosperity in the country, and no widespread distribution of wealth among the people.

It is difficult to understand what such persons expected; but they talk as if they had looked for a flood of gold or some other astonishing occurrence to follow immediately upon the announcement of the result of the election, and universal prosperity to overspread the land.

When it is remembered that but little more than two-score of days have passed since the holding of the election, and that the age of miracles is no longer with us, it is unreasonable in the extreme to suppose that there should or could have been any considerable change in the financial condition of the country. When a sick patient has been suffering from a prolonged attack of wasting and enfeebling bodily disease, convalescence and recovery must be slow and gradual. There can be no sudden and immediate restoration to health and vigor, and nobody looks for any instantaneous recovery.

A like condition exists as to the commerce and industries of the United States. They were struck down in 1893 by one of those financial convulsions which overwhelm the business of every country from time to time when there has been an unusual excess of speculation and inordinate overtrading. The most radical and disorganizing political agitations followed the financial panic of 1893, and for three years have aggravated the depressing and demoralizing conditions until all business in this country has been paralyzed.

The settlement of many most serious political issues was effected by the presidential election of a little over a month ago, and a most important victory was gained for sound money; but every reasonable person ought to see that the mere announcement of these facts cannot secure or bring about an immediate recovery of all trade and industries from the condition of paralysis from which they have so long been suffering. Such recovery is a matter of time. The causes which start up factories and set in motion all the complicated mechanisms and processes of commerce and manufacturing can only act gradually. The first impulse towards the revival of prosperity can only be communicated from one person to another, until, by degrees, the entire working population shall feel the thrill that means revived prosperity.

It ought to be remembered that the ablest advocates of the sound-money cause never promised any sudden restoration of good times, nor any shower of wealth. They constantly held that a victory for sound money would cause a restoration of business confidence, which had been almost wholly lost during the political agitations which followed the panic of 1893, and gradually, but surely, bring about better times. That was all that could possibly have been expected by reasonable people, and it was all that was promised by any such.

Even now the situation is complicated by the expressed determination of the Republicans to reorganize the national revenue and change the tariff. This must exert a further unsettling effect upon business, and will delay the full return of good times for a year or two to come; but the recovery will only be retarded—it will not be prevented. Business confidence is being re-established. Capitalists are already making inquiries with a view to investments. There is no speculative movement, nor anything like it; but a movement is beginning to be felt.

FRANK STOWELL.

The periodical agitation of the question of local municipal lighting is again occupying the attention of the city officials and those interested in the furtherance of such schemes. There is this possible benefit in the repeated discussions—they may serve to keep up to their duties the private contractors now doing the work. But the Tradesman is not yet convinced that the time is ripe, or indeed ever will be, for the city to take up such work. Electrico-mechanical science is still too rapidly progressive for any investment in such lines to have permanent value. The building of a plant by the city means bonding to pay in the distant future for that which will be entirely obsolete and worthless in less than half the life of the bonds. This will mean simply running in debt for the payment of the current expense of lighting. The Tradesman is not opposed to any judicious expenditure to be paid in the future for the acquirement of that which is of permanent or increasing value, but there is no more reason why the city should draw on the future for lighting its streets than for its fire and police service.

By direction of the Omaha Board of Education, boys in the public schools are asked to sign, of their own free, will a pledge to abstain from the use of tobacco during their school days, with a proviso that they can be released from their pledge at any time on a personal request. The teachers report that the plan has worked well, that very many of the boys have signed the pledge, and that keeping it has come to be regarded as a matter of honor. Better scholarship, better morals and more cleanly habits are among the direct results of the movement.

Queen Victoria now rules 367,000,000 people, a greater number than has ever before acknowledged the sovereignty of either king, queen or emperor.

Getting the People

Art of Reaching and Holding Trade by Advertising.

Every inch of space bought for advertising purposes at this season of the year may be made doubly productive by the careful methods used in filling such space.

While the hard times are rapidly becoming a thing of the past, still money is not so plenty that buyers can afford to throw any away, and the search for bargains in Christmas gifts is as strong as at any time during the past five years. The mere statement that you keep Xmas goods will not be sufficient. You must convince the public that you don't "keep" such goods, but that your prices on such goods are so low and the values so high that you "sell" them.

One of the best plans I know of for advertising Christmas goods is to announce a daily list of bargains. For instance, tell the public that, commencing Monday morning, from 7 until 9, you will dispose of a large assortment of sleds, making the prices on them at cost, or even less. From 9 until 11, dolls, with cut prices. Then proceed to portion off the day in like manner, being sure to make such prices that the public cannot resist them. Keep this up for a week and by the end of that time you will find your holiday trade all you can desire, and the cut prices on certain articles, so sold, will be more than compensated for by the large increase of sales in more profitable lines.

Let your show window correspond with the hours advertised. Show sleds with cut prices from 7 to 9, and so on through the day.

One of the most unique schemes to be used in connection with holiday window advertising is as follows: Employ a reliable man and dress him in any neat fancy costume, out of the ordinary style—something attractive. Let him stand on the walk in front of the window, varying his position occasionally, and let him with his right hand point continually at the goods displayed. He must not utter a sound, and should look as dignified as possible. In some convenient place on his person he should carry a sign in black letters on white cardboard, as follows:

I POINT THE WAY
TO
CHRISTMAS BARGAINS.

It is a well-known fact that if one stops anywhere on the street and looks or points steadily at one place for a moment, all passers-by are attracted. This is human curiosity, and is the principle of the plan above outlined.

Show window tableaux are becoming more and more popular as means for "Getting the People." The pictures given should be very plain and easily understood, and should have direct reference to goods offered for sale. The homelier the tableaux, the more drawing power they will develop. I will give an illustration:

The "properties" used are as follows: A saw-horse, buck-saw, stick of wood, on the flat side of which should be painted the words "Prices on Holiday Goods," and a pretty young lady. The girl should be dressed as a country lass, and should be engaged in sawing the stick of wood. The saw should be reversed in the frame, so it will not cut, and some sawdust scattered about. It

will be advisable to have several sticks of wood prepared, on which may be painted such legends as "Prices on Toys," "Prices on Games," etc. The young lady's position should be facing the window, so that the inscription on the stick of wood may be read by the crowd in front. The interpretation, of course, is "Prices on Holiday Goods Cut in Two." The sawyer may change the stick as often as deemed desirable. This is a simple tableau, and in its very simplicity and the action introduced lies the secret of its success as a "People Getter."

Santa Claus in the window is a time-honored attraction, and still holds its proportion of drawing power. But such tableaux as I have outlined above are new, and "a new broom sweeps clean."

I believe Santa Claus might be put to better use in a personal way. For instance, decorate and load up a sleigh or carriage, if sleighing will not permit, with an assortment of toys and holiday goods. Hire a pair of mules and, if it can be accomplished, rig them up as a ludicrous imitation of reindeer, and with any quantity of bells. Put a large card on the outside of each saying, "I am supposed to be a reindeer." Put Santa Claus in as driver, and on his back place the legend, "I am Smith & Co.'s Santa Claus." Supply him with some neatly printed cards inviting the public to call on Smith & Co., and inspect the wonderful bargains offered in Christmas toys and novelties. Then let Santa Claus make a comprehensive tour of the residence portion of the town, stopping at each door and leaving one or more of the cards.

This plan will, I am convinced, do more to draw the Christmas trade than

a dozen Santa Clauses located in the window.

A beautiful and pathetic window picture, and one which will draw many a stray half dollar from the pockets of the public, may be made as follows: In one side of the window build a forlorn and desolate structure, to represent the abode of poverty. On the wall should hang a ragged stocking, appealing to the sympathy of Santa Claus by its very misery and inability to hold together. The room should be miserably furnished—you can readily find samples in actual life in almost any town. The balance of the window space should be taken up by a winter scene, arranged with cotton for snow, and evergreens, etc., for scenery, building back into the store if necessary. You can easily manage that part. A little girl, clad in rags, and "made up" to look as nearly starved and as cold as possible, should be engaged in gathering pieces of wood in her apron, occasionally varying this occupation by taking a peep at the forlorn stocking hanging in the shanty, and any other effective "stage business" appropriate to the situation. Suspended about half way down the center of the window should hang a half sheet card, in such a position as not to interfere with the view below, and yet plainly visible. This should read:

REMEMBER THE POOR.

Special Prices on Holiday goods purchased for distribution among the poor children of this city.

Of course, it will be necessary to stick to your bargain and make the special prices bona fide, but your sales and profits will be found largely increased

AT AUCTION SALE

We purchased in the Eastern markets an immense lot of Silk Mufflers, Silk Handkerchiefs and Silk Ribbons, which we are now offering at manufacturers' prices.



MUFFLERS.

\$4.50 to \$18.00 per dozen.

RIBBONS

Line 4 to 22

In all colors

Big Value



HANDKERCHIEFS.

90c to \$1.75 per dozen.

Special attention given all mail orders.

Toys.
Dolls.

Voigt Kerpolsheimer & Co

Albums.
Jewelry.

WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

by this device, as it appeals more forcibly to the hearts and pocketbooks of the benevolent at Christmas than any other device known.

All of these plans are inexpensive, and may be varied to suit different tastes. At Xmas time the show window is a most profitable field for advertising, and the more original and striking the picture in the window, the greater the financial results.

Following I give a few original holiday advertisements which will sell goods:

A Few Suggestions For Gift Making.

Your best girl would like a toilet or manicure set. Your mother would like an album or view holder. Your father would be pleased with a set of Dickens' Works, or perhaps a nice cane. Your brother and sister will be glad of almost any kind of a gift, if it presents brotherly love, but we would suggest a hand-ome initial pin for the former, and a pair of opera glasses for the latter. We can suit you in any of the above, and any quantity of other novelties for presentation. See our phenomenally low prices.

SUITEEASLY & CO.

We Don't KEEP Xmas Goods, We SELL Xmas Goods . . .

And the reason for this is found in our absolutely fine and complete stock of Dolls, Toys, Games, Noah's Arks, Picture Books, Albums, Toilet Cases and Toilet Goods of all kinds, and everything which goes to suit the taste and purse of any purchaser, which we are offering at "Before Election" prices, and everyone knows such prices mean rock bottom. Watch our window.

GOODSTOCK BROS.

Santa Claus has no more Respect for McKinley's Socks

than he has for the stockings of the poorest child in the United States. Neither have we. We will sell you any one or a dozen articles out of our enormous stock of

Gift Goods

at just as close and closer prices than if you were President-elect. Seeing is believing. Come and look.

NORESPPECT & CO.

Old Brains and Young Brains Are Puzzled alike to find out Where Santa Claus comes from.

But when you see a man or woman with an armful of Christmas gifts, with a contented smile on his or her face, you may put it down as settled that the goods came from the CHRISTMAS BARGAIN DEPARTMENT of A. M. Pleasemall & Co. We are showing a greater variety this year than ever before, at prices which make it possible for all to secure gifts for their little ones and friends.

Hang on To Your Money

until you see the bargains in Christmas gifts, toys, dolls, novelties, games, albums and a thousand other things which Fairweather & Co. are offering at prices which will tempt you. Everything new and this year's buying—no old stock. The attractions in our show window are merely a drop in the bucket in comparison with what we have to show you inside. There's no pushing and crowding—our room is ample for all, and we've plenty of clerks. Come, and don't forget to bring the baby.

Don't neglect printers' ink at this season of the year. There is a neat profit in holiday goods and money invested in pushing the sales of this line is a sure profit-winner. There is no merchant dealing in such goods but can well afford to spend considerable time and money in promulgating and originating "People Getters," in the way of catchy ads. and attractive show windows. It is not necessary to be absolutely original. There are so many good ads. written and so many good ideas published that it is a comparatively easy matter for one to advertise effectively without claiming originality.

NEMO.

Another Way to Attract Christmas Trade.

Sault Ste. Marie, Dec. 5—If you and your readers will not think I am taking up too much of your space and their time, I will comply with your request and give you a brief account of my Christmas attraction for 1895:

I purchased \$15 worth of small toys (and until you make such a purchase you have no idea how many you can buy for that amount) and then made a Santa Claus by getting a false face with long white whiskers, a pair of old pants, shoe packs, long socks and an old Mackinaw jacket. I built a house in one corner of one of my show windows, covered the bottom of the window and the house with cotton to represent snow, placed my Santa Claus on top of the house and then filled the window with the toys, having room enough to put in a few printed cards calling attention to the fact that every child under 12 years of age who wrote a letter to Santa Claus, addressed in my care, would receive a present on Christmas morning. Other cards were printed in the same manner, with a few additional claims in regard to the quality of footwear to be found within. I made a large display in the newspaper about Santa Claus and his presents, and about the 15th of the month the letters began to pour in. I opened them and registered the names of the writers in an index book. By Christmas eve I had received over 1,000 letters. I placed a large basket in the window and put all the letters in it as they were received, arranging them in such a manner that they could be read from the outside. As a window attraction, I can safely say that, from the time the first letter was put into the basket, my window was crowded. Christmas morning I was down town early and had my toys all put up in packages, one toy in each package. I then painted twelve banners, and by that time the crowd in front of my store was something awful. I called all the larger boys into the store and gave my Santa Claus to the largest two boys to carry, and my banners, which displayed the quality, style and durability of Condon's shoes, were distributed among the other boys. I then started the procession around the city, the smaller children willingly falling in behind. They marched for an hour and then came back to the store to receive their presents. That act was the most difficult part of the whole show, but with the assistance of several policemen and of a very bright little girl who could name every child in the city, I managed to get through with the distribution without any trouble by 1 o'clock. A happier lot of children was never before seen, and by the number of parents who came in and congratulated me, I knew that my Christmas effort for 1895 was a decided success.

In regard to the effect of such an advertising scheme, all I can say is that this year I have greatly increased my sales in school shoes, and, as one gentleman from the country told me, it almost made his boy come to town on Sunday to buy a pair.

WILL J. CONDLON.

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.

Wealthy Men Not Often Likeable Men.

I do not know of a more melancholy example of the human race than what is known as the highly successful American business man, the sort of a man who "opens his daily life with his office key and closes it with a letter for the late mail."

He has, of course, secured what nine-tenths of the young men of this country wish they had—business success, a large amount of securities, ample provision for his family and a certain power in the commercial world.

As far as he is concerned there is no other course left for him in life except either to keep on the same treadmill, accumulating and perhaps dispensing, or accumulating and becoming a miser, or to give it all up and begin to learn to live anew.

If his life permits, that is, if it has not been worn out by too close application to work, he may probably before he is 60 go to the school of common sense and learn the joys of outdoor life—of flowers, music, art, literature, sympathy with his kind, a tender appreciation of everything there is in the world that makes life worth living.

If he learns that successfully, the last ten years of his life—between 60 and 70—may be passed in comparative comfort. But how much wiser it would have been if, after he had accumulated enough money to pay his bills and keep

his family—not in luxury, which, ten chances to one, would ruin his sons and injure the future of his daughters—he had packed away, both in his heart and theirs, the love for the things which would have made, not only the last ten years, but all other years of his life lovely and happy! In other words, to sum it all up, I would rather have my little piece of pie every day I like than wait until I am so old my teeth won't chew it.

F. HOPKINSON SMITH.

...The Sun...

The first of American Newspapers, CHAS. A. DANA, Editor.

The American Constitution, the American Idea, The American Spirit. These first, last, and all the time, forever.

Daily, by mail, - - \$6 a year
Daily and Sunday, by mail, \$8 a year

The Sunday Sun

is the Greatest Sunday Newspaper in the world.

Price 5c. a copy. By mail, \$2 a year.

Address THE SUN, New York.

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.

If you want the best

RED
ALASKA
SALMON



Buy

"Kodiak"

We have just received a shipment of these new goods, formerly packed under brand Warren's Red Alaska (which is now discontinued) and if you want the best send us your order. We have the agency for "Kodiak."

I. M. Clark Grocery Co.

(Yes, we know how to spell "Kodiak"—an island near the coast of Alaska.)

Around the State

Movements of Merchants.

Saginaw—Geo. Zarnko succeeds Zarnko Bros. in the grocery business.

Saginaw (W. S.)—P. H. Aurentz has purchased the grocery stock of J. H. Lavin.

Bay City—Tenny & Raymond succeed P. W. Gardiner in the furniture business.

A. G. Drake & Co. succeed W. Voss in the harness and wood business at 141 Canal street.

Springport—J. A. Hammond has closed out his grocery stock and retired from business.

Sears—R. P. Holihan has embarked in general trade in the Frank Bark store building.

Midland—The Hawks Mercantile Co., not incorporated, succeeds Hawks & Co., Agts., in general trade.

Fife Lake—The Fife Lake Hardware Co. has merged its business into a corporation under the same style.

Manistee—Mrs. T. B. Hoisington has opened a branch confectionery, tobacco and notion store on River street.

Norway—O'Callaghan & Fors succeed O'Callaghan & Monroe in the millinery and dry goods business.

Hillsdale—Donaghy & Crane, furniture dealers and undertakers, have dissolved, W. W. Donaghy succeeding.

New Lothrop—Patterson & Kildea continue the implement business formerly conducted by John W. Patterson.

Benton Harbor—Loomis & Rice, dealers in wall paper, picture frames, etc., have dissolved, Judson E. Rice succeeding.

Traverse City—Hiram Cook has resumed the grocery business, which was interrupted by the recent conflagration at this place.

Ferry—S. B. Chamberlin sold his drug stock to Dr. Rhorig and J. E. Converse, who will continue the business at the same location.

Hart—The Bell Telephone Co. has reduced the rate on service between this point and Pentwater to 5 cents. Competition did it.

Chesaning—Fred H. Blakeslee is succeeded by the Union Supply Co., not incorporated, in the musical instrument and sewing machine business.

Detroit—E. Schloss, Son & Co. succeed Moses I. Schloss in the wholesale men's furnishing goods business and the manufacture of pants and overalls.

Hastings—Archie McCoy has purchased the interest of his partner, Will Fuller, in the furniture business, and will hereafter conduct the business himself.

Mackinac Island—Bogan Bros. have just completed a block of three stores, 50x70 feet in dimensions. One of the stores will be occupied by the owners of the block with their drug stock.

Traverse City—C. A. Bugbee and W. F. Roxburgh have formed a copartnership under the style of Bugbee & Roxburgh for the purpose of embarking in the drug business here about Jan. 1.

North Dorr—Lewis Hildebrand has retired from the firm of John Schichtel, Jr., & Co., general dealers. The business will be continued by the remaining partner, John Schichtel, Jr., in his own name.

Greenville—Geo. R. Slawson has purchased the interest of his cousin, Wm. W. Slawson, in the drug firm of Geo. R. Slawson & Co. The business will be continued by Geo. R. Slawson and Wm. A. Hall under the same firm name.

Manistee—Zander & Mongrain have opened a new meat market.

Menominee—The extensive hardware stock of Dunning Bros. & Co., recently attached by the First National Bank of Menominee, on a claim of \$13,000, was sold at attachment sale to Buhl Sons & Co., of Detroit, for \$16,700. The stock inventoried at \$27,000. Business was immediately resumed by the purchasers, who held a claim against the establishment for \$8,000.

Detroit—The stock of Lyons Bros. & Co., the Jefferson avenue hosiery dealers, has been appraised at \$9,411.23 by Ransom Gillis and S. T. McCormack, of Edson, Moore & Co., under the mortgage, to secure the Preston National Bank for notes amounting to \$12,000. The firm has other creditors, who might as well charge their accounts off to profit and loss.

Manufacturing Matters.

Richmond—Cooley Bros. succeed Miller & Cooley in the foundry business and in the manufacture of agricultural implements.

Manton—Business is looking like old times since election. More lumber has been shipped in three weeks than for six months before Nov. 1.

Greenville—D. H. Moore has been elected general manager of the Greenville Implement Co.'s works, Charles Abbott having sold out his interest in the concern.

Manton—Andrew Macfee, of Lakeview, has bought the stave mill which has been idle for two years, and will make staves, heading and broom handles, giving employment to thirty men.

Detroit—The Detroit Mill and Supply Co., doing business at 149 Larned street, filed a chattel mortgage in the sum of \$1,300, in favor of Frederick Boughton, and immediately afterward filed a bill of sale of its property to John H. Jones.

Hartford—The local improvement association will endeavor to secure the establishment of a factory for the making of fruit packages in that village. Much of the timber used in the basket factories of the lake shore fruit belt is shipped from that immediate vicinity, and the fruit growers figure out that a factory there would save them freight charges both ways, as well as build up an additional home industry.

Manton—Paul, Andrew and Aaron Johnson have formed a copartnership under the style of Paul Johnson & Co. and purchased the John Clouson mill plant at Putman's Siding, three miles north of this place. The new firm has purchased sixteen forty-acre tracts of hardwood timber in Greenwood township. The Johnson brothers will take up their residence at the mill at once and expect to have 2,000,000 feet of hardwood lumber manufactured and piled in the yard this winter.

Detroit—When the Improved Match Company's plant burned a year ago it was partially insured in the Michigan Mutual Fire Insurance Co., of Lansing, the policy having been secured through a Detroit agent. Not realizing upon its policy for some months, the match company brought suit against the insurance company and notice of the same was served upon the local agent. A clause in the policy provided that suit must be begun within a year after the fire. After this period had passed, the insurance company made a motion to quash the suit, claiming that it had not been served, as the Detroit man was an in-

surance broker, not its authorized agent. Judge Donovan refused to quash the suit, holding that insurance companies could not get out of settling fire losses on such technical grounds.

Houghton—For the last two weeks Thomas L. Chadbourne, of this city, has been at work on the very tedious but important task of looking up the titles to the several properties involved in one of the most important mining deals in the history of the Lake Superior region. This is the purchase by Eastern capitalists of the Isle Royale, Huron and Grand Portage copper mining properties. Just when work will be resumed is a matter of conjecture, but it is understood that when operations are commenced, some time early in the new year, two compartment shafts similar to those at the Red Jacket mine will be sunk to a distance of 1,600 feet on both the Isle Royale and Grand Portage properties. It has also been given out that the stamp mills, shaft houses and all other surface improvements will be of the most modern type, and when in full operation that not less than 600 men will be employed.

Houghton—An idea of the richness of some of the copper mines of Michigan may be gained from the fact that they have thus far paid their owners dividends of fully \$70,000,000. The dividend of \$25 a share just declared by the Calumet & Hecla Copper Mining Company for the current year is especially noteworthy because it is the greatest dividend ever paid by this remarkable property. There are 100,000 shares, so that the total sum distributed among shareholders was \$2,500,000. When it is considered that the original value of all these shares was just the last amount mentioned, the tremendous earning power of the property will be appreciated. The selling value of the stock is about thirteen times its par value. The year 1896 has been the most prosperous ever known for copper mining, owing to the great foreign demand for American copper. The home demand was restricted by the depressed condition of business, but this falling off has been more than made up by the demand from abroad. During the ten months ending Nov. 1, the European purchases of copper amounted to 225,000,000 pounds, nearly double that of the same period last year. This was 60 per cent. of the entire output of this country and was drawn principally from the Lake Superior copper mines.

Purely Personal.

J. O. Seibert and family are at Perris, Riverside county, California, for the winter.

Geo. J. Menold, the Douglas druggist, was recently married to Miss Melinda Gale, of Caledonia.

Frank Metivier, for six years prescription clerk for Bogan Bros., at Mackinac Island, will spend the winter in Chicago for the purpose of taking a course in a business college.

Geo. W. McWilliams succeeds E. R. Jewell as shipping clerk for the I. M. Clark Grocery Co. Mr. McWilliams is a son of W. A. McWilliams, traveling salesman for the same house.

There are 110,000,000 old copper pennies somewhere. Nobody knows what has become of them, except once in a while a single specimen turns up in change. A few years ago 4,500,000 bronze 2-cent pieces were set afloat. Three millions of these are still outstanding. Three million 3-cent nickel pieces are scattered over the United States, but it is very rarely that one is seen.

News and Gossip Concerning Banks.

S. W. Webber & Co. have again established a banking office at Muir, having purchased the business of Hayes, Olmsted & Co. S. W. Webber established a bank in Muir in January, 1869. Two years ago Mr. Webber established a banking office in Lyons, where he resides, and sold the Muir business to Hayes, Olmsted & Co., which business he has now repurchased. He will also continue his Lyons office.

The stockholders of the First State Savings Bank of Evart, at their annual meeting, elected C. H. Rose President. The bank is in a prosperous condition and will soon move into more commodious quarters in a new building which has been erected for that purpose.

Saginaw Courier-Herald: For some time there has been more or less talk regarding the organization of a new banking institution and since the suspension of the First National this talk has become more and more pronounced. The promoters of the enterprise are very reticent, hence it has been impossible to get at the details, but enough has leaked out to afford a reasonable assurance that it will materialize. The gentlemen whose names have been mentioned in connection with the matter are of recognized financial solidity. It is said that the list of names includes a number of former stockholders of the old Home National Bank.

Cashier John L. Kleckner, of the broken Citizens' Bank of Edwardsburg, failed to appear for trial in the Cass County Circuit Court and his bail bond was declared forfeited. Kleckner is charged with the embezzlement of \$17,000, thereby causing the failure of the bank. The depositors have received but one small dividend since the closing of the institution and they are now planning to compel Kleckner's bondsmen to make good the deficit.

A statement of the assets and liabilities of the People's Saving Bank of Lansing, which failed last July, has been made by Receiver Foster to the Ingham Circuit Court. It is not a showing which will be gratifying to the depositors of the defunct institution. While the total assets, at their face value, are \$375,825, as against total liabilities of \$241,760, the actual value of the former will fall far below the latter. A great deal of the paper held by the Bank is entirely worthless and reveals lack of care if nothing worse, in making loans of the \$313,057 in notes receipted for by the receiver. Only \$129,281 of these notes was in the possession of the Bank, the remainder having been rediscounted or placed to the credit of other banks as collateral to loans made from other banking institutions by the People's Savings Bank. A large amount of the paper held by the bank is without an indorser and a large portion is uncollectible. The overdrafts of the bank on the date of its failure were \$39,081.50.

Coffee from Kansas.

Robert Cherry, of Mulvane, Kan., has been raising coffee for several years. He has just finished gathering his crop of 1896. The seed is planted about the same time as corn. It will grow in any kind of soil, but a sandy loam is the best. Only one seed is put in a place and the plant, which grows to the height of two or three feet, should be cultivated the same as corn. The berry matures the latter part of October, and is gathered and browned, just the same as green coffee bought at the stores. Several people have, unknowingly, drunk this Kansas coffee, and pronounce it better than any they have ever used.

Grand Rapids Gossip

Gottfried Adrian, grocer at 221 West Bridge street, has closed out his stock and retired from trade.

Martin Pegg has opened a grocery store at Crapo. The Olney & Judson Grocery Co. furnished the stock.

I. M. & W. M. Haybarker have opened a grocery store at Orono. The Ball-Barnhart-Putman Co. furnished the stock.

Geo. C. Dougherty will shortly open a grocery store at Sunfield. The Musselman Grocer Co. has the order for the stock.

S. Orlowski & Son have embarked in the grocery business at Charlevoix. The I. M. Clark Grocery Co. furnished the stock.

Foster & Burke, hardware dealers at Harbor Springs, have added a line of groceries. The Musselman Grocer Co. furnished the stock.

Hiscock & Orr have opened a grocery store at a point five miles southeast of Lakeview. The stock was furnished by the Worden Grocer Co.

Gray & Gray, formerly of Spring Lake, have purchased the grocery stock of Eness & Parish, at 57 East Leonard street, and will continue the business at the same location.

Jacob F. Bender has purchased the store building at 252 Cass avenue and removed his grocery stock and meat market from the corner of Spring and Oakes streets to that location.

Jacob Sanford, who formerly conducted a meat market at 689 Madison avenue, succeeds Peter Braam, in the meat business at the corner of Eleventh avenue and South Division street.

C. L. Becker succeeds Becker & Ellinwood in the meat business at 661 S. Lafayette street and has opened a grocery store at 659 S. Lafayette. The Ball-Barnhart-Putman Co. furnished the stock.

J. P. Platte has leased the ground floor and basement of the L. D. Putnam building, 58 Monroe street, and will take possession of the premises Feb. 1. In the meantime the floor will be lowered to the level of the sidewalk, a new front put in and the premises made modern in other respects.

At the annual meeting of the Lemon & Wheeler Company, held on Wednesday, Dec. 16, the old Board of Directors were re-elected as follows: S. M. Lemon, A. K. Wheeler, Geo. B. Caulfield, John A. Covode and S. P. Jenks. The election of officers resulted as follows: President, S. M. Lemon; Vice-President, John A. Covode; Secretary, A. K. Wheeler; Treasurer, Geo. B. Caulfield.

At the annual meeting of the Worden Grocer Co., held on Tuesday, Dec. 15, the old Board of Directors were re-elected, as follows: A. E. Worden, Chas. F. Rood, Wm. M. Butts, W. L. Freeman, T. J. O'Brien, Chas. W. Garfield, W. D. Talford, N. Fred Avery and W. F. Blake. The election of officers resulted as follows: President, A. E. Worden; Vice-President, Chas. F. Rood; Secretary, Wm. M. Butts; Treasurer, W. L. Freeman.

Frank Parmenter has handed in his resignation as traveling salesman for the I. M. Clark Grocery Co., to take

effect Jan. 1, and has formed a copartnership with his son, Chas. B. Parmenter, under the style of Parmenter & Parmenter, for the purpose of embarking in the merchandise brokerage business here. The senior member of the firm has been identified with the grocery trade for nearly forty years and is, probably, as thoroughly posted on the details of the business as any man in the State. The junior member of the firm has been identified with the furniture trade of the city in various capacities for about a dozen years and has made an enviable record as an energetic and successful salesman.

The Grain Market.

Owing to the lack of speculation during the fore part of last week, the wheat market was quite dull and depressed. However, there was a material change for the better during the last two days of the week and we are thus enabled to record a 2c per bushel advance from one week ago, while at one time there was a loss of 2c, making a variation of 4c per bushel since our last report. The advance was fully warranted, as the decrease in the visible was fully double the amount anticipated, being 2,028,000 bushels, against an increase of 3,048,000 bushels for the corresponding week last year, leaving the visible about 12,000,000 bushels less than it was in 1895 and 35,000,000 bushels less than in 1894. A decrease at this time of the year makes a very peculiar situation. Foreign advices are very strong and present indications are for considerably higher prices.

As is usual, there is nothing doing in coarse grain. Prices remain the same and trade is sluggish in both cereals. Rye dropped about 1c per bushel.

The receipts during the week were: wheat, 50 cars; corn, 7 cars; oats, 3 cars.

Millers are paying 86c for wheat.

C. G. A. VOIGT.

Flour and Feed.

We have had another week of dragging markets, until toward the close, when it became apparent that the visible wheat supply would show a large decrease compared with the corresponding week of last year. Since the figures were posted and the market figured up in consequence, there has been a good deal of enquiry for flour, resulting in sales of some good round lots. The mills of the Northwest report heavy sales within the past few days, both domestic and foreign. Our city mills are running steadily and, while orders for immediate shipment are not crowding, they are booking a sufficient number for January and February to insure the steady operation of the mills during the first part of 1897. The most troublesome question is where to find a sufficient supply of such wheat as our mills need.

Feed and meal are weak and a trifle lower, in sympathy with the lower price of corn and oats. Millstuffs are steady and practically unchanged for the week.

WM. N. ROWE.

A Fellow Feeling.

"There goes a man who has done more for pedestrianism than any man in America."

"He does not look like a patron of sports."

"He isn't; he manufactures tacks, and his goods have punctured a million tires."

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

LIFE OR DEATH.

Desperate Methods Resorted to by the Bell Telephone Monopoly.

Grand Rapids people were somewhat surprised, last week, to be informed, through the medium of the daily press, that the Bell Telephone Co. would hereafter furnish free telephone service to all present subscribers to the Grand Rapids exchange and that anyone who wished a telephone would be accommodated without money and without price.

* * *

It has been known for some time that the telephone situation in Grand Rapids is a decidedly perplexing one to the Bell people. In no other city in the country has the Bell monopoly met with such strong opposition as here. The reason for this is found in the character of the men who have created and are maintaining the opposition exchange. They comprise about 400 of the leading business men of the town—bankers, manufacturers, wholesale and retail dealers, professional men—and working men, who have undertaken the enterprise for a two-fold object—the reduction of the telephone rentals to a proper basis and to make money out of the business.

* * *

The Bell people claim that it is not possible for the Citizens people to make any money on the present basis; that \$20 and \$30 a year is not enough to reimburse a company for the equipment and maintenance of an exchange and the payment of dividends to stockholders. They insist that it is necessary for a company to collect \$40 and \$50 a year to meet these requirements of a successful exchange. The representatives of the Bell company are frank in the statement that they have, so far, gotten the worse of the fight; that their actual paid subscribers have been reduced from 1,400 to less than 600, and that they now have on hand eighty-eight requests from present subscribers to discontinue the Bell service on Jan. 1. This will reduce the number of actual subscribers below 500. In the meantime 500 free telephones will be put in, if possible, so that by February the Bell people will be giving service to 1,000 people. They admit that they have failed to defeat the Citizens company in two important particulars—litigation and superiority of service—in both of which directions the Bell people expected to win. The litigation begun against the competing company was so ridiculous that it resulted in a fiasco, while the service given by the Bell company for the past three months has been very much inferior to that of the competing company. The Bell people are frank to admit that their service is inferior, but insist that this is not due to the fact that their telephone is inferior to the Kokomo phone, but that it is to be attributed solely to the inferiority of their wires and insulation, instead of to the phone. They assert that, if the Bell system, outside of the exchange, were as good as the Citizens system is, their phone would be as good a talking instrument as the Kokomo device.

* * *

Having failed to substantiate every promise made their subscribers, and having failed to carry out every threat and bluff made public since competition put in an appearance, the Bell people now admit that the only way they can stifle competition—if, indeed, it can be stifled—is to furnish every person who will consent to take it a free phone. This is, certainly, a humiliating posi-

tion for the Bell people, but it appears to be the only course for them, and the outcome will be watched with much interest by all concerned.

* * *

In making the offer of free phones, the Bell people are evidently acting on the assumption that there are a considerable number of people in the city who are willing, for the sake of a little personal advantage, to assist in stifling competition and thus enable the Bell people to become supreme in the field, in which case they assert that they will make the people pay dearly for the trouble they have been put to in the present fight. They will probably put the price of telephone service up to \$75 and \$90 a year, as was the case in a city in a neighboring state where the Bell institution had a lively tussle and finally succeeded in starving out a competing company by free telephone service for a series of months. The Tradesman very much doubts whether there will be found any considerable number of people who will be so short-sighted as to permit themselves to be made the cat's-paw of a monopoly in this manner, especially as everyone who accepts a free phone does so with the understanding that he is casting his influence against 400 of his fellow citizens who have made a voluntary investment for the purpose of saving the telephone users of the city thousands of dollars in the shape of telephone rentals.

* * *

The Bell people assert that they propose to acquire the plant of the Citizens company as soon as they shall have crippled the institution by their present policy of free phones. They assert that they will do this by buying up the stock of the competing company at from 40 to 60 cents on the dollar, as they realize that a victory which involves the loss of the capital invested by the stockholders of a competing company would be very barren, indeed, because of the bitter taste left in the mouths of the vanquished. They, therefore, propose to buy up the stock, and it is understood that several transfers have already occurred and that negotiations are now in progress for other holdings.

* * *

Taken altogether, the telephone situation is decidedly interesting, and if it is a fact that the Michigan Telephone Company has been bled to death by the parent monopoly at Boston, so that it is hard-pressed for means, it is not at all unlikely that the Bell company will be compelled to retire from the field altogether, although it is asserted, without contradiction, that the Bell people have taken \$1,500,000 in profits out of Grand Rapids and that it can afford to spend a portion of that sum in endeavoring to regain its business in this field.

A report having gone out through the State to the effect that Geo. H. Reeder & Co. have retired from the shoe business, the Tradesman takes pleasure in stating that the report is incorrect in every particular. The corporation known as the Reeder Bros. Shoe Co. recently merged its business into a copartnership under the style of Geo. H. Reeder & Co., which continues the sale of the Lycoming and Keystone rubbers in this State under a factory agency and also some specialties in men's and women's shoes adapted to the trade of Michigan. Messrs. Reeder & Co. retain the same location as the incorporated company and will push the business just as aggressively and probably just as effectively as the former corporation had the reputation of doing.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 11—The grocery trade of New York remains steady, with an increasing trade in holiday goods to nearby dealers. This trade has reached high tide so far as dealers from out of town are concerned, and the year will go on record as "one of the finest." In this season of peace on earth and good will toward men it seems out of place to read of wars and rumors of wars; but go where one will, the Cuban question seems to overtop Christmas. A year ago it was Venezuela.

Prices of grocery staples remain about unchanged and the fluctuation in any instance is very slight.

Coffee, although regarded as very cheap, is exciting no interest on the part of jobbers. The stocks at both Rio and Santos are enormous, amounting, in round numbers, to 2,000,000 bags. This has the effect of suppressing any upward tendency and, besides, it is a time of year when dealers are taking enough only for hand-to-mouth wants. Rio No 7 is held at 10c. Mild coffees sympathize with Brazil grades and the trading is of small volume. A sale of 600 bags of Maracaibo was reported Thursday, and this is about the daily average of this sort.

The market for raw sugar is about as dull as at any time previously. Scarcely a transaction has taken place between refiners and holders. The meltings of refiners have been larger than last week, but are not yet up to the average of past weeks. For refined, prices show scarcely any change and the demand for granulated is light. Just enough is being taken to "keep things moving," and improvement is not anticipated until after the turn of the year. Granulated is held at 4½c.

There was a sale of 10,000 packages of Pingsuey teas on "spec," and this is regarded as the most important transaction for some time. Sales, as a rule, are of very small lots, but the general situation is rather encouraging for a better condition of affairs all around soon after the holidays. Auction sales attract quite a number of buyers, but bidding is moderate.

"Well, there is nothing doing just now in rice, but we hope for a turn for the better very soon." This is the talk of dealers generally. Arrivals of foreign are closely sold up and the demand is fairly good.

In spices it is the same old story. Week after week goes by and there is scarcely any change, either in the statistical position or in prices. Sales are small and there is nothing going on in an invoice way.

Strictly prime New Orleans molasses is worth 20c, and some fancy stock has sold as high as 34c. This for new crop. Old is meeting with very little enquiry and the market is dull in the extreme. Syrups are meeting with fair sale for best grades and the outlook is quite encouraging. Prime to fancy sugar syrups are quotable at 18@25c.

As with some other staples the canned goods situation is one of quietness—characteristic, perhaps, of the season. Jobbers are doing some business, but from first hands trading is light. The aim now is to carry over as light stocks as possible and not burden the shelves with quantities of goods, even though they can be snapped up at a bargain. Some things are evidently in very light supply and of corn there is thought to be less than for several seasons. Tomatoes vary largely in price, some Maryland stock going at 65c, and New Jersey at 80c. Red Alaska salmon is in steady demand, quotable at \$1.12½.

Dried fruits are practically without change. There is a fair demand for loose California raisins and the market is rather firmer than a week ago. Three-crown fruit is worth 5½c, with some holders asking 5¾c. Prunes show no change and the market remains quiet.

Lemons sell slowly and at low rates. Still, the situation is one that might be worse. Oranges are moving freely

in small lots—just enough to last until the Christmas demand is over. California oranges are in good demand. The supply of Florida stock is quite large, but sales do not seem to be made freely. Bananas and pineapples are moving in an everyday manner.

The butter market presents very few features of interest. Western creamery extras are worth 24½c.

Cheese has been rather quiet and prices have tended to a lower base. The inquiry for export has been fair, but the cheaper sorts seem to be wanted for such purposes.

Style of Package and Packing for Market.

Boston, Dec. 15—In regard to packing butter for the Boston market, we prefer spruce tubs of assorted sizes, especially through the winter season. From May to August first, we can handle the ash tub as well as the other markets.

We require one ounce of salt to the pound, with parchment paper on top of the butter instead of cloth. We have received the past season considerable butter with paper lined tubs and they have been received with great favor. The tubs should be well soaked and a coat of salt rubbed on the inside before packing the butter. This will prevent the butter from moulding. This is a very important part of the work of preparing butter for market.

There have been several thousand boxes of butter shipped from our market this year to the foreign market, which have been received there with great favor. These boxes hold fifty-six pounds of butter net. They are made of white wood and lined with parchment paper. This butter sells for better prices than when packed in tubs, and we would advise all creameries to give the matter of packing butter for foreign shipment careful attention and be ready to use them at any time the foreign market is in shape to pay us as much as our own market, so that we can dispose of our surplus butter. If all of our surplus butter had been packed in boxes this season, it would have sold in the foreign market for more money than it will ever sell for here, after losing the storage and interest, and at the same time, we should have gained some favor with the foreign market by letting them know that we have fine butter here as well as Australia. It has been our practice to ship the poorest butter. In this way we have hurt our credit as a butter-producing country.

Now that we have established so many creameries, there is less of the low grades of butter and more of the high grades than we can consume at home. It is very plain to be seen that it is our duty to cater to the wishes of the people upon whom we are dependent to use our surplus butter, and in order to do this we must give them the style of package they require, as well as salt and color to their wants.

One of our neighbors has just returned from Liverpool and he tells me he has seen the retailer there try to sell tub butter and the buyer would not look at it but must have his butter from the square box. The same butter would sell at retail for 2c a pound more cut from the box than from the tub.

Now, with these facts in view, is it not worth our careful attention to try and build up a trade for our surplus butter, which the writer is satisfied is going to be increased year by year, as the dairy business is still in its infancy in this country?

I would like to give you a little advice in regard to salt. It should be understood by everyone using salt that it is a great absorbent of all impurities, as much so as fresh butter or cream. Salt should be kept in a clean room by itself; never in a store where there are kerosene oil, salt fish, molasses and other articles.

The writer first discovered this fact in 1887, by one thousand sacks of salt being shipped from Liverpool to Boston in a Cunard steamer, which were so impregnated with the odors of the rest of the cargo that the steamship company was obliged to pay for the salt.

Shortly after this, I was having butter

MAYNARD & COON

Big "F" Brand OYSTERS

Choice ORANGES Mexican

FINE JERSEY SWEET POTATOES.

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

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.

ANCHOR BRAND

OYSTERS

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

F. J. DETTENTHALER, Grand Rapids, Mich.

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.

BEANS

We are in the market daily for BEANS, POTATOES, ONIONS, carlots. Send large samples beans with best price you can furnish carlots or less.

MOSELEY BROS.,

WHOLESALE SEEDS, BEANS, POTATOES,
26-28-30-32 OTTAWA ST., 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.

from Messrs. Gurler Bros., of De Kalb, Ill., and found that there was an off flavor to their butter, that I could not account for in any way until I visited their creamery. The first thing I did when I arrived there was to smell of the salt and it smelt of ammonia from the stable. On investigation, we found the salt had been stored in the shed where Mr. Gurler kept his horse.

These facts led me to make a thorough test of all American salts, as I did not think it safe to use salt that had been transported across the ocean in vessels with other cargo. The results of the tests that I made with the foreign and American salts showed me beyond a doubt that we have better salt in the United States than any imported salt.

We have made our tests yearly with the best brands of salt and in all cases when butter had been held four months in store, American salts showed butter to be worth from one cent to one and a half cents a pound more than when salted with foreign salt.

These facts ought to be proof enough to show that American salt is the safest and best to use. Do not haul salt home and leave it in the stable over night or throw horse blankets over it when being drawn home. Thousands of dollars have been lost on butter when salted with salt that had been impregnated with foul odors. O. DOUGLASS.

"P. & B." Oysters Always Good

And they always will be good. We will be prepared to fill your Christmas and New Year's orders with the finest, freshest and best oysters that go out of Grand Rapids or any other city. You can buy common oysters from this market at a few cents less than our prices, but you want the best and freshest goods to be had, and you will get them from us. Give us your orders now, and place your holiday orders with us as soon as you can. They will have our prompt attention.

ALLERTON & HAGGSTROM,
Wholesale Oyster Packers.

Molasses for Gas in Germany.

Owing to the low price of molasses, it is proposed in Germany to use it for the manufacture of gas. It has long since been demonstrated that 100 pounds of calcined molasses is equivalent to 30 pounds of oil, and it is possible from 220 pounds of the residuum to obtain nearly 2,000 cubic feet of gas which may be used for heating purposes.

Your Best Customers

And your competitors' best customers will find during these holiday occasions that the Anchor brand oysters are the richest in flavor and largest and freshest. Are you supplying them, or are you allowing other merchants to furnish them to your customers? F. J. Dettenthaler, of Grand Rapids, can fill your mail or wire orders. Fresh shipments received every day.

Florida Turning to Peaches.

Florida orange-growers, who suffered so severely by the freeze of 1894, are in part turning their attention to the production of peaches, which are not liable to the same catastrophe. They expect to place peaches in Philadelphia and New York in the month of May by express at the cost of 50 cents a crate.

Human Nature.

Old gentleman (to small boys stealing apples)—Good gracious, boys, stealing is bad enough; but if you must steal, why don't you take the ripe apples instead of the green?

Boys (in chorus)—Th' man what owns the orchard will give us all the ripe ones we want if we ask for 'em."

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

GRAND RAPIDS IN 1850.

Business Relations of the Village to Grand Haven.

Written for the TRADESMAN.

In 1850, Grand Rapids and Grand Haven were very closely allied in their business relations. River navigation was the only channel of transportation, no stage line being established. The mails between the two places and intermediate points were carried on the boats. The entire business of the Grand River Valley, outgoing and incoming, was done through Grand Haven. Every article destined for the Chicago or Buffalo market was transferred there and sent forward by steamboats or sailing vessels to its place of destination. This made the storing and shipping business extensive and profitable in Grand Haven.

The salt wells at Grand Rapids had been abandoned, but the large quantities of lumber in the shape of three inch oak plank for paving the streets of Chicago, lumber of every description for building purposes, lath, shingles and shingle bolts, as well as round and square timber of every kind suitable for masts and shipbuilding, made up a heavy shipping business. Milwaukee and Chicago at that time handled all the surplus wheat and flour produced in the Grand River Valley. Add to this the products of the gypsum mills and you can imagine lively times in Grand Haven during the season of navigation; but in winter it was icebound and landlocked.

There were three warehouses there at that time—one owned by the Gilbert brothers, one by Ferry & Sons and the third by C. B. Albee. I think all three of these added merchandising and other lines of trade to their warehouse business. Ferry & Sons and the Gilberts operated large sawmills for those early days and were extensive shippers of lumber, as well as dealers in pine lands. C. B. Albee owned and operated an extensive tannery also. They were all men of uncompromising integrity and of broad business capacity. They were educated business men of the old school. Ferry & Sons were vessel owners and builders. I believe they built and owned the first propeller launched from the Michigan shore of Lake Michigan named the Ottawa. She was very staunch built and popular as a passenger boat. The Gilbert brothers were also vessel owners. Their successors were three of their former employes—Messrs. Haxton, Cutler & Wartz—three hustling young men for those early days. They enjoyed the confidence of the public, earned by strict attention to business, conducted upon the same honorable lines as their predecessors. I have frequently met the genial, good-hearted Ben Haxton in Detroit, where he has long lived, one of the leading tobacco-nists of the city. I do not recall having met Mr. Cutler since I left the Grand River Valley, but have often heard of him through mutual friends. The uninterrupted prosperity he has enjoyed has been honestly earned and well deserved.

On the ground now occupied by the Cutler House there stood a two-story wooden structure known as the Pennoyer House, owned and kept by Mr. Pennoyer, one of the oldest settlers in the Grand River Valley. He was one of the victims of the Port Sheldon Bubble which collapsed early in the thirties, the most extravagant and disastrous speculation of those wild-cat days. Mr.

Pennoyer was a polite and courteous gentleman of the Micawber type, always looking for "something to turn up." In address and deportment he was a veritable "Turveydrop." Even in his misfortunes his natural dignity was unruffled and his patronizing smile the same as when he counted his fortune by ten of thousands. He was over six feet tall, and of faultless proportions that commanded the admiration of all with whom he came in contact. The Indians, to whom he was a generous friend, both loved and feared him. They gave him the name of "Big Foot." The writer vividly recalls an August night spent at the Pennoyer House in 1850. The wild notes of an Indian flute joining in chorus with the ceaseless hum of the treble-voiced mosquito and the basso profundo of croaking frogs made anything but a pleasing lullaby to the nerves of a tired guest, and I was rejoiced when the cheerful mill whistles recalled the sleeping town to life and activity and your humble servant to an excellent breakfast.

Grand Haven was prompt to furnish good soldiers to take the field in defense of the Union, and a statesman who took

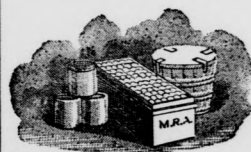
rank with the ablest in our National councils, the late Hon. Thomas W. Ferry. It was the good fortune of the writer to listen to Mr. Ferry's first rallying appeal to the people, soon after the bombardment of Fort Sumpter. It was an exhortation to his countrymen to arms in defense of the Union, and revealed the blood of the revolutionary patriots that coursed through his veins.

One can hardly realize the contrast between the Grand Haven of 1850 and the Grand Haven of 1896. Its sand and sawdust business streets are graded with more substantial material. The one-story shapeless wooden stores have given place to imposing blocks that are models of durability and modern architecture, and the unpainted low wooden residences scattered through its ungraded sun-burned streets have given place to tasteful residences, shady avenues and well-kept lawns.

The limit of this article prevents any further description of the panoramic view of old Grand Haven that in memory stretches out before me. Its sawdust plains are things of the past, to which I bid adieu.

W. S. H. WELTON.

Owosso, Mich.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 16, 1896.

GENERAL TRADE CONDITIONS.

While the generally improved situation as to employment and production continues, there is more or less of disappointment in the materialization of demand. This disappointment is caused not so much by the failure in what ought to have been expected as in the indulgence of too great expectations. A steadily increasing demand continues in most lines, but there are disturbances of values on account of combinations in some, and the dulness of the season in wholesale trade, which are factors exerting a strong influence on the general result. The retail demand for holiday goods is decidedly encouraging, especially considering the degree of depression obtaining so long and so recently.

The pendulum of wheat values seems to swing at almost weekly intervals, generally rising to higher values at each upward impulse. Dollar wheat was long ago a reality in the English markets, and has moved westward until it has become familiar in all the seaboard cities. The reaction which was in progress at the date of the last issue of the Tradesman continued until Saturday, when the movement turned, and has been progressing since, although with a slight reaction yesterday, which is generally thought to be temporary.

The struggles of the trusts and combinations in the iron trade continue as a dominant factor of demoralization. The belief that the breaking up of these organizations will reduce prices operates to prevent orders, and so increases the downward tendency. There is nothing in the general industrial situation to account for the iron depression; in fact, nothing is needed—the condition of these associations is amply sufficient. Just how long this feature will operate as a hindrance to the revival is impossible to conjecture, but surely it cannot continue indefinitely.

The general activity in the wool trade continues, but the outlook for the manufacture is not much improved, demand continuing very slow. Cotton has declined in price and the mills are complaining on account of an increase of manufactured products.

The dulness in the speculative market still continues, but there is a decided improvement in the demand for bonds and other investment securities, a nat-

ural result of the continued plenty in the money market. The stringency has again increased in the London market and the investment in New York in sterling exchange still continues.

Bank clearings have had the natural falling of the second week in the month, but they still continue above the billion point. The amount was \$1,065,700,000. Failures were more numerous by 22, amounting to 381.

CONGRESSIONAL FORECAST.

The last session of the Fifty-fourth Congress has an abundance of work before it, but it is doubtful if much of it will be attended to before the 4th of March, when the present Congress expires by operation of law.

There are, we are told, some 1,100 private bills and over 200 bills of public importance pending. In addition to these, the large number of appropriation bills will claim attention, while the tariff and financial conditions of the country are also subjects of much discussion. With such a mass of business on hand, therefore, and the time at the disposal of Congress so limited, the outlook for legislation of a beneficial character, beyond the passage of the appropriations, is very dim. Yet there are matters of great public interest pending which ought to receive prompt consideration. There are the immigration bill, the Pacific railroad bill, the Nicaragua matter, the bills for reorganization of the naval establishment and the army, the Cuban question and a multitude of measures suggested by the department chiefs for the improvement of the public service in various particulars and incorporated in pending acts. Some of the private bills, indeed, are matters of common justice that ought to be looked after.

It is more than likely, however, that the vast majority of these measures will be passed over and that the only results of the session will be the further appropriations required. Congress is getting to be an unwieldy body, notwithstanding the fact that it is a smaller body than either the French or British Parliaments. The time is frittered away during the long session in debate and in the efforts of individual members to pass pet measures calculated to aid in their re-election. The most important issues, from time to time, the suggestions from the departments looking to the necessities of the public defense and public service, fare the worst of all. The gloomy prospect is never improved by the selection of a new membership. The dilatory methods and unsatisfactory record of the Fifty-third Congress have been duplicated by the Fifty-fourth and, the probabilities are, will be repeated in the Fifty-fifth Congress. It has come to be regarded as a reasonable compliance with public requirements, if no positively hurtful legislation is enacted.

Contrary to general expectation, Congress seems bent upon taking up the consideration of the tariff question at the present session. The Ways and Means Committee of the House has decided that hearings shall be given, commencing December 28 and lasting two weeks, on the various schedules of dutiable articles, to which all interested are invited to offer suggestions. It seems hardly probable that this committee would take up the work in this methodic manner unless it had some reason to believe that such legislation would stand a show of favorable consideration at the hands of the other branches of the Government.

TIRES AND STREETS.

It is a significant fact that most of the horseless carriages which promise success are those provided with pneumatic tires. There is in this fact the promise that this new application of the old principle of elasticity in the rolling surfaces of carriage wheels is coming to stay; for there is never so extended an adoption of a new method that it does not supersede the old, even if it is eventually superseded itself by something else.

It is a great wonder that in the advance of mechanical science this application of elasticity waited so long. From time immemorial man has built his vehicles with the most rigid possible surfaces to the wheels, and has striven to make roadway surfaces to sustain them. In fact, he has been so bungling that he has made his wheels with such narrow edges that one with the least mechanical knowledge must know that they would destroy any ordinary roadway; and it has so recently dawned upon his understanding that there is one advantage in using tires wide enough to support the load that the majority are still the narrow ones. It is thus with many of the applications of practical science—we wonder at the blind bungling which has so long ignored them. In the case of the contact surfaces of wheels the blindness is the more remarkable that we have had the plainest possible examples of the application of elasticity in nature, and we have persistently ignored them. We have seen the camel, for example, pass over the yielding sand with the utmost ease with his broad "cushioned tires," but it has never occurred to us that we could do otherwise than plow through our road surfaces with knife-edged wheels.

But at last, slowly and gradually, we are coming to know that the contact surface of the support of a load must be mechanically proportioned to its weight, and, in addition to this, that we may use the principle of a partial yielding to the asperities of the surfaces in a way to greatly reduce the destructive friction. The first use of rubber in vehicle tires was for baby carriages and children's bicycles. Soon the advantage was recognized by older riders, but it was only a matter of personal comfort that was considered. And in the advance to the use of confined air, it was still only that the rider might glide along with luxurious ease—there was no thought of any consideration for the road surface. Indeed, it is only now that this phase of the question is beginning to receive attention. The discovery that elastic tires are effective road makers, where they are given a chance, seems to have been purely accidental and secondary. The great number of wheels coming into use in the last year or so has afforded many examples of a quickly made path through the most uncompromising mud of the streets.

As long as the rigid, and especially the narrow, tire has to be provided for, the matter of road building is very formidable. It involves engineering enterprise of the most costly character. But if it should transpire that the principle of elasticity in tires should become universal it would give a new phase to the problem. A road surface would not need to be supported by a great thickness of the most costly road material. It would only be necessary to provide a properly shaped and drained highway, with a surface that would pack, and the wheels would do the rest.

The paving and maintaining of city streets is a serious economic problem. The best pavements known are quickly destroyed by the iron shod traffic. Every year the best of modern pavements, where traffic is heavy, must be repaired and renewed at great expense. The adoption of elastic tires would do away with all of this. Given the self-propelling wagon with pneumatic tires—dispensing with the horse and the steel rimmed wheel—and, regardless of the amount of traffic, the asphalt pavement would be practically indestructible.

And this suggestion is not Utopian. Just now the attention of the world is being directed as never before to this subject. The repeal of antiquated laws in England which have long hampered invention and experiment in this direction has given a tremendous impetus to the movement. Already companies are being organized to put the self-propelling cars, with elastic tires, on the streets of London, to supersede the cab and even to dispute precedence with the train car. The demonstration of this experiment is of the widest significance. If it is shown that the horse, with its unhealthy street litter, can be dispensed with, it will mark a great advance. And if the destructive clatter of the Belgian block pavement can be done away with, it will be another great step. Whether the horse shall be entirely displaced for street traffic or not, it is reasonable to predict that the destruction of streets and vehicles by the rigid steel tire will soon be superseded by the gliding movement of elastic wheels on a smooth surface which will not be costly to maintain.

THE RUSSIAN-CHINESE TREATY.

It has frequently been confidently asserted, and as frequently been denied, that a treaty had been arranged between China and Russia, giving the latter country important commercial rights in Chinese territory. That Russia was desirous of so arranging matters as to successfully dominate affairs in China nobody for a moment doubted; but it was deemed improbable that China, a power so jealous of foreign influence in her affairs, would consent to any arrangement which would give Russia greater privileges than were accorded to other powers.

It now appears, however, that a treaty between China and Russia is an actual fact. According to its terms, Russia is to have the right to operate a railroad through Manchuria, and to maintain a force of troops wherever necessary to protect the road and secure the stations. Port Arthur is also to be fortified and maintained by Russia on behalf of China, and the practical control of the Liao Tung peninsula is to be placed in Russia's hands.

These concessions mean that Russian influence will henceforth be paramount in China, and that Russia will seek to monopolize Chinese trade. From a military point of view, the treaty will give Russia immense influence in the Far East, and will make her an important rival of Great Britain in the Orient. Her occupation of the Liao Tung peninsula will be a serious menace to Japan, and that power must now suffer the mortification of seeing all the fruits of her recent victory over China pass into the hands of Russia. This fact must sooner or later produce such irritation that an armed clash will become almost inevitable. That Japan is preparing for such an event is undeniable.

The fact that business is improving is an indication that it could be made still better by a little effort.

BRITISH IMPERIAL FEDERATION.

The British Empire League has again convened in London, but its present meeting appears to be devoid of all enthusiasm. Mr. Chamberlain's proposition of free trade within the empire does not appear to have found as much favor with the autonomous colonies as had been hoped, and its practical failure is largely responsible for the poor progress of the proposed imperial federation movement.

While it is generally recognized that some arrangement must eventually be made which will knit more closely together the various portions of the British Empire, the trade difficulties in the way appear to be formidable. The necessity for providing for the common defense and the apportionment of the expense of such defense among the various component parts of the British Empire necessitate some sort of representation in administration. It has, therefore, been the aim of British statesmen for some time past to devise a plan on bringing all the colonies together upon some common ground. Free trade within the empire very clearly will not serve the purpose, and as yet no other alternative proposition has been presented; hence imperial federation may be said to be in abeyance for the present.

It is rather remarkable that in England the opinion is frequently expressed that the United States will eventually be induced to enter into some sort of federation with Great Britain and her colonies. Why such ideas should find a lodgment there, when they meet with no sympathy at all in this country, it is difficult to imagine. Such an arrangement is neither desired nor even thought of by the American people.

COMMERCE DESTROYERS.

While the American navy can lay claim to little in the way of originality in warship construction since the combat of the Merrimac and Monitor in Hampton Roads revolutionized warship building, there is at least one matter in which we can justly claim to have been pioneers, namely, in the originating of the modern commerce destroyer.

When Congress authorized the construction of the 7,500-ton unarmored cruisers Columbia and Minneapolis for the express purpose of developing a very high speed, coupled with ability to keep the sea for a long voyage, foreign naval experts were disposed to question the wisdom of the expenditure, on the ground that such ships, being unable to do much fighting, would scarcely justify the expense of maintenance and would prove less serviceable than the armored class of cruisers.

Despite the criticisms, however, both the French and British naval authorities lost no time in perfecting plans for the construction of similar vessels; but, unlike us, they have not been content to stop at securing as good ships as we possess, but have endeavored to outstrip us, and as far as Great Britain is concerned this has been accomplished. It was found that the Columbia and Minneapolis, while very fast vessels, would not be able to successfully overhaul any of the swift transatlantic liners. It was also discovered that their fighting qualities were quite short of what they should be, considering their size; in fact, many small cruisers possessed heavier armaments.

To obviate the defects developed in the Columbia and Minneapolis, the British naval authorities laid down two

vessels of 14,200 tons displacement, with immense engine power. These gigantic ships are now ready for service, and it is said one of them will be sent to act as the flagship of the British North Atlantic squadron. The Powerful and Terrible, as these formidable vessels are named, have developed a speed under natural draft of 22½ knots per hour, which will, it is claimed, enable them to make as good speed as the fastest of the great Atlantic liners. Owing to their size, the engine-room force will be able to remain at work for a longer time than on smaller vessels, and the immense coal capacity allows them a wide range of usefulness.

The Powerful and Terrible are 538 feet long and have a beam of 71 feet. Although the vessels are not armored they are protected, as far as the vitals are concerned, by an armored deck. The guns and gun crews are also protected by armored casemates. The armament of these cruisers will be very heavy, consisting of fourteen heavy guns and twenty-eight lighter weapons, besides many machine guns and torpedo tubes. The crews of these ships will comprise in each case about 850 men.

It is doubtful if the advantages to be gained by the possession of these monster commerce destroyers will sufficiently compensate Great Britain for the heavy expense of maintaining them. The Columbia and Minneapolis, although much smaller vessels, are very nearly as fast, and the very apparent deficiency in their armament could be readily made good by additions. The big British ships are, moreover, mere developments of the idea represented in the two American cruisers, and our navy is, therefore, fully entitled to all the credit that attaches to the invention of this type of warship.

Cash Prize and Diploma for Best Essay.

Dayton, Ohio, Dec. 15.—We do not believe the Michigan Tradesman can do a better work for its readers than to lay before them the ideas of successful grocers on "How to Successfully Conduct a Retail Grocery Store."

To this end we have decided to offer, with the permission of the Michigan Tradesman, a prize of \$25 in gold, and a diploma, for the best essay written by a retail grocer, on the subject, "How to Successfully Conduct a Retail Grocery Store."

Essays entered in the competition must not exceed 2,000 words in length. They must be written on one side of the paper only and mailed to the editor of the Michigan Tradesman on or before April 1, 1897.

Each essay must be marked with a fictitious name, the real name of the writer being enclosed in a sealed envelope and sent in the same package with the essay.

The prize will be awarded by a committee of three judges, one chosen by the editor of the Michigan Tradesman and one by us, these two to choose the third judge.

Some of the essays entered in the competition will be printed from time to time in the Michigan Tradesman. The essay to which the prize is awarded will be printed in the issue of May 5. NATIONAL CASH REGISTER CO.

Ontario farm lands have taken a big drop in value during the past twelve years. The total value in 1883 was placed at \$654,793,000; in 1895 the valuation was reduced to \$572,938,000. The bringing of new wheat districts into competition with the Ontario fields is given as the cause of the rapid decline.

No man who is intoxicated, or whose breath is even tainted with strong drink, is allowed to take his post on a train on the Grand Trunk Railway.

The Woman of It.

Written for the TRADESMAN.

There was a rustle of skirts, a gentle footstep on the floor and the salesman looked up in time to catch the glance of enquiry which, for a fleeting moment, overspread the face of the new customer. She was tall and not ungraceful, carried herself erect and talked as easily and as fluently as a lightning rod agent.

"Do you keep shoes? Yes, I understood that you did. My cousin, Mrs. Bartley Smith, said that you did. You know her, of course? Yes, she said you would. She said that all I had to do was to mention her name and you would be glad to show me just what I wanted. I hate to buy shoes, don't you? It's an awful nuisance. I don't see why they can't make shoes that will last forever; but of course they wouldn't do that, for, if they did, you merchants wouldn't have anything to do. But then the shoes they make nowadays aren't what they used to be. Everybody admits that. When I buy shoes I always want the best thing I can get. The best are poor enough, goodness knows. But then it seems as though you can't believe what anybody says about shoes. They'll tell you that a pair of shoes are good to wear, and first thing you know they are all to pieces. I got a pair of slippers last winter to attend the Governor's ball, and they were very expensive, too, and I was assured that they would give me complete satisfaction, but, if you will believe it, they are all off my feet, and I really must have something to wear right away. Now, if you have something that is good and stylish and pretty and just my size, I should like to see it, and you must remember that I am a cousin of Mrs. Bartley Smith, and she says that they buy nearly all of their shoes of you, because they say that your shoes are good, and that they can always depend upon what you tell them."

"Certainly, I shall be glad to show you anything we have. Now here is something that has been very popular of late. It is the new coin toe, and this tip has the advantage over the patent one of never cracking or peeling off, and it looks nice as long as the shoe is worn. I—"

"O, isn't that lovely? I just think that is the sweetest shoe I ever saw. Now do just let me try on a pair of them—I think I had better have a C last, I dislike a wide shoe so much. I really ought to have my shoes made to order, my foot is so peculiar—so narrow, you know—and there are so few people that wear a narrow shoe like that that I sometimes have trouble in getting ready-made shoes to fit me. You might let me try a three and a half, and I will look at a number four, too. I never wore a four, but Mrs. Bartley Smith says that very large shoes are more comfortable in cold weather, and I care nothing for style anyway. I am such an old foggy about having everything loose and comfortable. My brothers say that I am a regular crank in that respect. But I would rather be a crank than be uncomfortable, wouldn't you?"

There was a creaking of ribs, a straining of corsage, a red-faced lady and a discomfited shoe clerk. Then he said: "Beg your pardon, ma'am—I got the wrong pair, come to think. Here is the one I was looking for;" and, taking a pair of 4½ E from the box, he managed finally to squeeze them onto the extremities of the lady who wished to be comfortable and buttoned them up.

"There!" said she, "you see how it is—they are lots too big. I can scarcely

ever find a shoe but what is too wide for me, and then, after I have had them a few days, they are so loose that I can hardly keep them on. I wish there was a good shoemaker here. I wouldn't think of getting store shoes if there was. I don't know whether to take these or not. They look pretty good now but I am afraid that they won't last long, and I do so hate to buy new shoes. Is that good leather in the uppers?"

"Finest Dongola kid stock. We guarantee every pair of them. If they don't give satisfaction, return them and get your money back."

"The buttons came off the last pair I had in just a few days and I had to sew them all on again. Do you fasten the buttons on?"

"Certainly."

"What did you say the price is?"

"Three dollars."

"O, my! I didn't want anything as expensive as that. Isn't that rather high for this kind of a shoe? The last pair I got didn't cost nearly as much."

"Why, three dollars is no price at all for those shoes, ma'am. They are made of the very finest kid stock, as I said before, and nothing but the best materials and workmanship enter into their make-up. Shoes like that in the cities are sold for from four to five dollars right along to the best trade and are considered cheap. We have lower priced shoes, of course, but nothing that will give the satisfaction and wear that these will, or be so cheap in the long run. You can't do better than to take these shoes."

"Well, that may be, of course. I don't want to dispute your word, but I think it is more than I should care to pay for that kind of a shoe—and, come to think of it, I am going to stay at Mrs. Bartley Smith's for some time, and it doesn't make so much difference what one wears here in the country as it does in town. I think, on the whole, that I will get something cheap that will do until I go home again, and then I'll get a good pair. I like these very much, and I suppose you will keep them right along, so that I can get a pair of them when I start back?"

"O, of course. We couldn't afford to get out of these shoes."

"Then if I take two pairs you will make some reduction? They always do where I came from."

"Why, yes, we wouldn't object to making a little reduction where a person takes several pairs at one time."

"No, but I mean if I buy one pair now and one pair when I go away?"

"Well, I couldn't promise to do that. You see, that is only buying one pair at a time, and lots of people buy shoes that way. No, we would have to charge the regular price. The best way for you would be to take two pairs to-day and then we can make a little better price."

"Well, I think I will go back to Mr. Sissons' store. Mrs. Bartley Smith said I had better go there, and, if I couldn't find what I wanted, then I could come here. I was at Mr. Sissons', and he has a pair that just suit me, and he doesn't charge anywhere near what you do, and I think they are better shoes, too."

When the clerk came to himself, the lady had gone, the clock was striking thirteen and the cash register had rung up \$9.99 on its own account.

GEO. L. THURSTON.

The planters of Yucatan, finding the present price of sisal hemp to be too low for good profit, have turned their hand to cultivating potatoes and indigo.

Flour and Feed

Fashion vs. Flour.

Written for the TRADESMAN.

That inexorable tyrant, Fashion, seemingly demands that we shall sacrifice health, wealth, and even life if necessary, in order that our bread shall present a more attractive appearance in color, regardless of the nourishment it may contain or the efforts of a famishing human system to appease hunger. There is a doubtful merit in the new process flour if we desire the well-being of mankind. Not so much is this in crushing the grain as in the after process of the separator. But what has that to do with the question if society decrees that such flour shall constitute the "bread we eat?"

There was a time when our flour cost us more, but it gave us, in return, "the wealth of good health and bright smiling faces." The quaint old gristmill, with its ponderous water wheel, and low rumbling roar of the millstones in the distance, and its presiding genius, the honest old toll gatherer, are but shadows of the past, while many are now asking a return of the substance.

The writer is impressed to speak upon this subject from having lately seen wheat flour, marked second grade, sold at \$1.20 per 100 pounds, which, upon examination, proved to be superior flour in all respects—if we except pearly whiteness—to that sold beside it at \$1.80 and \$2 per 100 pounds. A test was made by making it into bread and it was found to contain at least 10 per cent. more nutriment than the more expensive kinds. It was also a bread which would keep in good condition longer, retaining moisture better and being more palatable. And still another more valuable quality, which will be noticed further on in this article, was observed—that the appetite was satiated with a far less quantity of the food. What causes this difference, you ask, and why, if a better flour, is it sold at a less price? First, a demand has been created for a whiter flour, i. e., a flour containing a larger proportion of starch than Nature intended, for our Mother Nature, in all her operations, does what is best for her children. Says Dr. Johnston, an English chemist: "The nutritive quality of any variety of grain depends very much upon the proportion of gluten which it contains;" and experience has proven the correctness of his statement. The fine wheat flour, made by the old process of grinding and bolting, contains 10 per cent. of gluten; the bran of the wheat alone, 18 per cent. Our best oatmeal contains 18 per cent.; Indian corn meal 12 per cent., but our roller process flour, with patent separator, another term for bolting, contains barely 5 per cent. of gluten. What becomes of the balance? It has gone into the middlings, and it is probable those middlings (the finer part of the bran) are mixed with a certain proportion of the more starchy flour, to cheapen it in price, although, in reality, to make it worth more to the consumer. To be more explicit, Dr. Johnston says: "The outer coating of wheat, rye and other cereals contains only 3 or 4 per cent. of gluten, the inner coating from 14 to 20 per cent. All this is separated in the bran. But throughout the mass of the grain, around and within the albumen cells, the gluten is diffused everywhere among the grains of starch." Thus we see that, where the middlings and bran are entirely ex-

cluded from our flour, we have little left except starch and the small quantity of oil or fat—about 2 per cent.—in the grain. Should anyone be desirous of testing the proportion of gluten in flour of any grade, he may readily do so by mixing a given quantity of the flour with just sufficient water to form a smooth and elastic dough. Then place the dough upon a piece of fine muslin tied over any tin or other vessel, and knead or work this mass with the hand, under a small stream of water poured upon it, as long as the water passes through milky. When the milky water has become clear by standing, a white substance will be found in the bottom of the dish, which is common starch, and the sticky substance left on the muslin will be the gluten.

You ask, Why not use the entire product of any grain, when ground, without any bolting or sifting? Ah, my dear sir, or madam, there again that capricious goddess, Fashion, steps in. One old lady says, "It looks too much like pigs' food." Another says, "It may taste pretty well, but what horrid looking bread or biscuit it would make." So, it appears, we are eating more for ostentation or show than for nourishment and health. Some one has said, "What fools we mortals be!" But, truly, not all are foolish, as we find many persons preferring graham, or whole wheat flour. Even this is generally supposed to have 2 per cent. of the outside covering of the grain removed before it is placed upon the market, which is all right as a point of cleanliness. Graham flour should be produced at a lower price, that it might be more generally used.

Another person asks: "Why do you find any fault with flour if the gluten is all removed, when you tell me that 100 pounds of baked wheat bread made from flour ground and bolted in the old-time gristmill contains about the proportion of water, forty-five parts; gluten, six to eight parts; starch, sugar and gum, forty-nine parts—changes take place in the process of baking, etc., some starch being changed into sugar—the last three constituting seven-eighths of all the solid substance?" All very true, sir; but no matter—the compound is not complete in regard to nutrition without its proportion of gluten that Nature furnishes. If the gluten were not necessary, we would never have found it combined with the other ingredients.

Dr. Johnston further says: "Gluten, starch, oil and sugar form the basis of all that sustains life; yet health cannot be maintained on an exclusive diet of any one of these basic foods alone." To condemn a prisoner to subsist upon starch alone would be to consign him to death by lingering torture—starvation. We have noted that our best flour, meaning made by the old process, contains 10 per cent. of gluten. And our best rolled oats contain 18 per cent. ! Owing to a peculiar quality of the gluten which the oat contains, the flour of this grain does not admit of being baked into a light fermented spongy bread. Thus we consume this excellent food in other forms. Oatmeal or rolled oats, seasoned with a little salt and made into mush with water, and steamed about twenty minutes, may be eaten with sugar, milk, butter, jellies, jams, or other fruit, and forms a delicious and highly nutritious diet. Can we wonder at the stalwart Scotchman, reared from boyhood upon a large proportion of such a diet? And then compare him with the diminutive and effeminate Chinaman, whose food is largely rice in some

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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.

form, and the gluten in this does not exceed 7 per cent., and fat or oil 1 per cent. In rice countries the natives devour what would seem to us enormous quantities of this grain. We may ascribe this to the small proportion of the highly necessary gluten it contains. Potato flour contains 92 per cent. of starch, and is, therefore, unsuited for making into bread by itself, or to become an exclusive diet, but should always be eaten with something containing plenty of gluten or oil, as meats, cabbage, etc. The potato flour is said to be less nutritive, weight for weight, in the sense of supporting strength and enabling a man to undergo fatigue, than any other extensively used vegetable food, with the possible exception of rice.

We may take bread as the type of all our vegetable food. As a rule, the greater portion of our food is eaten according to true chemical laws, whether cooked or eaten raw, although we may not always be cognizant of the fact. The fibrin, or muscle of the flesh we eat, is analogous to the gluten of the grain and vegetables; the fat represents, and to a certain extent replaces, the starch in our vegetable food. We therefore eat bread or potatoes with our meat, so that starch shall form a portion of our diet. Gluten is found to constitute from 10 to 25 per cent. of all our food and is probably calculated to afford a chemical, as well as a nutritious, action upon the system. All the principal varieties of food which are at the present day employed in feeding the human race, partly in the form of bread, contain a sensible proportion of three most important constituents, viz., gluten, starch and fat. When the proportion of any of these is too small, chemistry indicates and experience suggests that an additional quantity of this deficient substance should be added in the process of cooking or preparatory to eating. Thus, we consume butter with our bread and mix it with our pastry because flour is deficient in natural fat; or we eat cheese or onions with the bread, to add to the proportion of the gluten it naturally contains and to furnish stronger nutrition. So we eat something more nutritive with our rice or potatoes, they being almost wholly composed of starch. We add fat to our cabbage, we enrich our salads with vegetable oil or butter, eat our cauliflower with melted butter, and beat together potatoes, cabbage and butter into a nutritious Irish "kol-cannon."

A well-known physiologist says: "It is interesting to observe the natural proportions and adjustments of the main elements of food to the wants of the lower animals, in the composition of the eatable parts of plants. But it is still more interesting to observe how experience alone has almost everywhere led mankind to a rude adjustment, in kind and quantity, of the forms of nutritive matter which are essential to the supply of their animal wants under the circumstances in which they are placed." And the absolute necessity for such adjustment is proven by all physiological history. The writer would not be understood as sowing seeds of contention in the flour market. Quite the contrary. The maker and the dealer are each equally interested in furnishing the kinds desired by the public; and, although the maker and dealer are also consumers, they may choose to make obeisance to the popular custom—in other words, to Fashion. If so, it is, of course, their privilege. We simply make a plain statement of well attested facts.

Lessons from the Nail Trust.

From the American Grocer.

The collapse of the Nail Trust and its history have many instructive lessons. Trusts are organized to make profitable industries which have languished and been unprofitable, generally on account of excessive competition, which is a double-edged sword.

The units of any unorganized industry are competitors for raw material, and therefore, in their eagerness to obtain supplies, bid up prices against themselves. They are also competitors in the market for their manufactured product, and in their struggle for patronage cut prices against each other. Open competition therefore advances the market for raw material and promotes a decline in the price of the manufactured article.

The wire nailmakers, through open competition, cut the price of wire nails until they reached 85 cents per keg, against \$3.50—the price when wire nails were first introduced, about nine years ago. The number of wire nailmakers increased rapidly, after wire nails came into favor—so much so that in 1894 the production reached 5,841,403 kegs, against an output of 2,129,894 kegs of cut nails.

The combination or Trust was formed to regulate competition and restore prices to a figure profitable to the makers. Success attended their work until they abused their power and raised the price to an excessive figure, and one which made wire nailmaking a very profitable industry. This was practically placing a premium on the starting of new wire nail factories. This new competition has proved disastrous to the Trust, and has caused its dissolution. Short-sightedness on the part of the managers, coupled with greediness, has caused its ruin and relegated wire nailmaking to the list of unprofitable enterprises.

This policy is in marked contrast to that adopted by the Standard Oil Trust, the Sugar Trust and other combinations which seek to keep prices as low as is consistent with a fair return upon invested capital. And notwithstanding oil and sugar are sold at very low prices, and both are of better quality than in years gone by, the Trusts have not avoided competition. Russian oil interests have forced the Standard Oil Company to a division of territory in foreign lands. Foreign sugar refiners and private domestic enterprises are active competitors for the sugar trade. The American Tobacco Company has its formidable competitors.

Trusts cannot escape competition any more than can the individual trader. The moment they use their power unfairly they invite disaster. The history of the Nail Trust is a powerful illustration of the good and evil in trusts, and proof that the true issue is the regulation of trusts by law, rather than their extinction.

The search for a national flower is not yet ended, as is evidenced by the many suggestions appearing in the Northern newspapers. The latest claim brought into the foreground is that of the mountain laurel—the *Kalmia latifolia*. Its champions claim that it is exclusively an American flower; that it is evergreen, and that its form will lend itself to architectural design. The columbine would hardly fill the whole of this bill.

The Queen of Portugal and Queen Regent of Spain have distinguished themselves by saving life. The former threw herself into the Tagus on one occasion to save her children from drowning, and received a medal in recognition of her bravery; the Queen Regent of Spain rescued a little girl, not long ago, from a railway train that was bearing down on the spot where the child was heedlessly playing.

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.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

Strictly
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ALLEGAN, MICH.

ABOUT FLOUR

All flour now is high in price but not all is good. The discriminating and judicious buyer therefore exercises more than usual precaution; refuses to put good money into, and possibly lose trade by investing in, "wildcat" brands, and acts wisely and well if he places his order for such well and favorably-known brands as ours. We solicit orders and inquiries.

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You want the best. Then why not try

The New York Biscuit Co.'s New Novelties

English Fruit Cake.

Made from an old English recipe and superior in every way to home-made article. Packed in handsome one pound embossed packages. Only \$2.40 per dozen.

Holiday Mixed.

A most pleasing assortment of dainty confections and a great favorite with all classes of trade. Elegant one pound cartons. \$2.40 per dozen.

Cocoanut Macaroons.

At greatly reduced price. Nice one pound tin boxes containing 3 dozen Macaroons each, at \$2.10 per dozen, or in bulk at 15 cents per pound. This moderate figure places this toothsome morsel within reach of all your trade.

Order Now

S. A. SEARS, Manager,

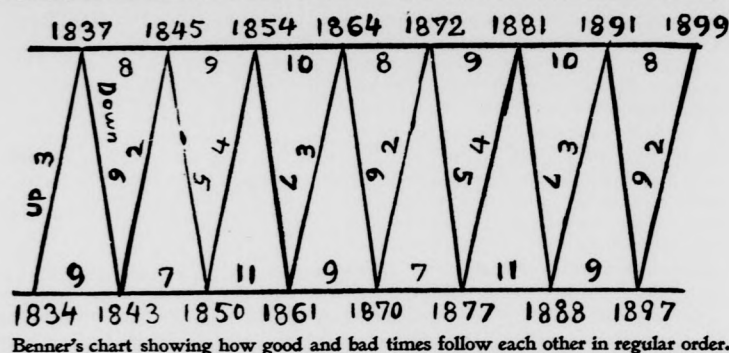
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GOOD TIMES FOR RETAIL MERCHANTS ARE HERE. TAKE ADVANTAGE OF THEM.



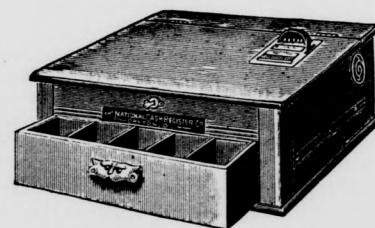
Samuel Benner is an Ohio student of trade conditions. He predicted the panic which is just over five years before it began. He declares that good and bad times are independent of everything except the law of supply and demand. The chart above, beginning in 1834 and running down to the close of the century, 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.



Value of the Old-Fashioned Virtue of Patience.

Written for the TRADESMAN.

"Now that the election is over," says Mr. Goodfaith, "and the country has decided not to try any new experiments, but to recall and retain, for at least four years, the well-tried old financial policy that in past years brought prosperity and made business hum, we have every reason to expect that better times are coming."

"Yes," pipes in Mr. Cantwait, "so's Christmas."

This is a common way Mr. Cantwait has of expressing his impatience. Indeed, sometimes it expresses more than impatience, for old Negatio Nofaith himself, who never can see beyond the end of his nose, will sometimes make use of the same expression. "So's Christmas comin'," he will croak out, in reply to some cheerful prediction of a forthcoming improved condition of things, meaning by the expression that the prediction will never be verified. This whole Nofaith family are nothing but a species of bullfrog in human form, and they spend their whole lives in croaking at every positive idea advanced by their observing and calculating neighbors. Christmas never comes to this brood of troglodytes—in fact, nothing good ever comes to them. They are perpetually in the dumps; and, if they ever greatly multiply in numbers, the earth will become a very disagreeable place to live in.

But it is different with the Cantwaits. They are not frogs, although they are subject to froggy moods. The trouble with them is they have no patience. They know that Christmas is not always coming, although it is coming 364 days in the year; but, when it does come, they have the sense to appreciate it. If the wheels of time were to accidentally slip a cog or two, causing an unavoidable delay of Christmas until matters could right themselves, then the Cantwaits would join the frog chorus.

Did you ever sit on a log by the edge of a mill pond and fish for bullheads on a dark night when the air was thick with mosquitoes? Yes? Then you know what the depressing effect of this bullfrog chorus is like. One old fellow will poke his head out of the water on your left, and croak out in graveyard tones that nearly knock you off the log: "Go! Go-home! There's no fish here." You smash a mosquito on the end of your nose and fling your hook farther out, when another old fellow on your right pops his head out and roars: "Look! look out!! You'll catch fast on a root." After recovering from this shock you put on a fresh worm and give your line another fling, but before the hook gets halfway down to the bottom, an old grandfather at your very feet vociferates: "Ould Sinner! What are ye tryin' to d-o-o-o? Ye can't catch fish now! Go h-o-m-e." This gives you a "kink" in the back and makes you snap off the end of your pipestem and swallow it; but you brace up once more, put on another worm, give it a fling and then sit and wait and wait, and grit your teeth while the buzzing bloodsuckers are pumping away on every exposed portion of your anatomy. But, after a while, a big-headed mud cat makes up his mind that a worm of such persistency must be something worth nibbling at, and so he lazily glides up and cautiously inspects it with his glassy eyes. It looks fresh and seems exceedingly juicy and he smacks his big wide mouth at it. This attracts

the attention of others and soon there are quite a number of interested spectators gathered around the tempting foreigner. Now is the time the man on the log keeps a steady hand. The frogs may croak and the mosquitoes may do their worst—he has had a nibble and he knows that patience will bring success at last. The finny tribe down in the bottom have become interested; and the biggest fish in the crowd, after he discovers that a nibble or two does not kill the little fish who had been coaxed up by him to make the first attack, swallows the whole business and suddenly starts for dry land. One by one the patient angler gathers them into his basket until he has enough for breakfast. This was what he set out to do; but, if he had lacked the virtue of patience, he would have gone away with an empty basket.

Now, we are all fishing for something to eat in the great mill pond of human industry. Some have charmed hooks and seem to haul out more than their share of the fish; some catch more than they can eat, and succeed in laying up a goodly surplus; others—and they constitute the great mass—catch enough from meal to meal to keep them from getting hungry, while some of us seldom get a nibble. There are fish enough in this great pond to satisfy all; but whoever saw a party of fellows go a-fishing and each catch the same number of fish? Some are more lucky than others. Some are born with the charmed hook, and others blunder, accidentally, right onto a school of fish, where they have only to bait the hook and haul them in.

But with the mass of mankind it is not a matter of luck. It depends upon business qualifications. To be successful, a man must know the How, the When and the Where of it.

How to fish is the first essential. His fishing tackle must be of the right sort. A bent pin or "any old thing" will not do; neither will a towstring attached to a cornstalk be any good. We see too many business men trying to catch fish in this way; and they make a terrible fizzle of it. They get a few nibbles, but if they accidentally hook into the string, the pin straightens out or the string or cornstalk breaks and away goes the fish. Then again, they must know what kind of bait to use and how to use it. Some business men use "any old thing" for bait, but they don't catch fish. But, even if they have the best of tackle and the very best of bait, they may never catch a fish. These things are only necessary preliminaries—the great essential is the virtue of patience. Without this qualification no man can catch fish. If he goes whipping up and down the pond, slashing first into this hole, and then into that, always on the move and never waiting for results, he will go fishless to bed.

To know when to fish is almost as necessary as to know how to fish. There are times when fish bite readily, and there are times when any amount of coaxing will not avail. The business man who succeeds knows when to fish and when not to. He studies conditions and governs himself accordingly. When the conditions are favorable he improves the time, let the difficulties appear ever so great; and, when the fishing season is past, or some unlooked-for combination of circumstances brings about an unprofitable season, he does not give way to despair, but waits with calmness and guards well the portals of his business "till the clouds roll by." He possesses the virtue of patience and

knows that, as the storm required time to gather, so it must have time to break and to disperse.

To know where to fish is also important. When I was a little shaver I used to fish in the rain-trough—and I must confess that since I commenced my life work I have fished in more than one rain-trough. Dear reader, did you ever see a business man waste his time, and a lot of good bait beside, fishing in a rain-trough? Dozens of business men wonder why they are not catching fish. If they but possessed the virtue of patience they would at least save their bait and wait until they found a place where fish are known to exist.

In this great fish pond every man must fish for himself. The option, "fish or cut bait," does not apply in this case. The man who would make a success of his life work must rely upon his own resources. Of course, he can steal fish from the poor devils who do catch them; but it is not safe to do that—unless he can swipe enough to give him a corner on the market.

Yes, Mr. Cantwait, Christmas is coming. It is near at hand, and we know the very day it will be here. Better times are coming also—in fact, they have already come. All do not perceive it as yet. But a throb has been felt in the great industrial centers, and sooner or later a quiver of returning life will be experienced in every trade artery in the great industrial system. But remember, Mr. Cantwait, that only those who possess the heavenly virtue of patience will be in a position to feel the first nibble and get the first catch when the good run does come. E. A. OWEN.

Bruin vs. Drummer.

Written for the TRADESMAN.

Some two or three years ago, when the Northern Hotel of Big Rapids was honored with its full share of commercial travelers, one cold day about the first of December, a knight of the grip from Boston—we'll call him Williams—placed his autograph upon the register, intending to spend several days in the place, drumming orders for goods.

In passing along Michigan avenue, one of the principal streets of the town, he noticed, hanging beside the open door of a meat market, the carcass of a big black bear, the glossy skin of which had been removed from its fat hind quarters and was drooping over the shoulders of the body. Being fond of game in general, and never having tasted bear meat, he determined to improve the present opportunity. Stepping inside the market, Mr. Williams announced that he would like to purchase a piece of steak from the animal, and ordered a generous slice to be sent to his hotel, with further orders to the chef de cuisine that it be cooked in the proper manner and be served for his dinner the following day.

It is unnecessary to state that Mr. Williams did not forget to be promptly on hand at the dinner hour, and with an appetite which he believed would do justice to the bear steak, which his friends had so often extolled. Being seated at the table of the Northern, where he was well known by most of the attaches of the house, one of the waiters approached to take his order, just as he was glancing over the bill of fare, upon which, however, no bear meat in any shape soever was mentioned. As the girl bent her head for his order, he said in a low tone, "Bear steak, please," and then named the other dishes he wished. After a brief delay, the well-prepared steak was

placed before him, the color, he imagined, a little dark, but rich, rare and juicy—a dish, in fact, fit for a king. As Mr. Williams afterward asserted, he never ate a more delicious steak; and he then and there decided that he would express a sample of the same to his family and some choice friends. Therefore, immediately after dinner he went again to the market and purchased some thirty pounds of choice cuts from the carcass suitable for steak and roasts and ordered it securely boxed and at once shipped to his home by express.

It was nearly dark the same afternoon when the cook at the Northern entered the office to inquire if Mr. Williams had dined that day, and, if so, why he had not ordered the bear steak which had been sent up the previous day for his dinner.

"I believe I saw him come in about the dinner hour," answered Mr. Stearns, the landlord, glancing about the room as if expecting to see him. "But here he is now—let him answer for himself," he continued, as that gentleman just stepped in. "Come here, Williams, and explain your absence from the dinner table to-day—with that bear steak of yours in prospect, too."

"Ah! Monsieur," smilingly replied the commercial man, "I was on hand in good time, rest assured, gave my order to Maggie for the steak, and I must say never ate its equal. In truth, I liked the game so well that I determined it should grace my own table for the coming Christmas dinner, and I have just shipped a quantity of it home for my family and some particular friends."

A broad smile spread over the features of landlord and cook as the latter assured Mr. Williams that his bear steak was at that moment reposing in the refrigerator where it was placed the day before, and that some mistake had occurred, which Maggie alone must be able to explain. So Maggie was summoned to the office and asked what meats Mr. Williams had that day ordered for his dinner, and what she said to him at the time.

"I did not even speak to Mr. Williams," she replied. "He was looking over the bill of fare when I came to him, and when he gave me his order he said in a low tone, 'Rare steak, please,' and that is what I brought him."

A puzzled look stole over the quartette when the girl ceased speaking. Then followed a hearty laugh as the mistake of a word dawned upon them.

"Maggie, said Mr. Stearns, the first to regain composure, "you are pardoned, as bear steak and rare steak sound so much alike, and particularly when you were in blissful ignorance of there being any bear steak in the house. But Mr. Williams here will now set up the cigars, and solemnly affirm that at his Christmas party in Boston he will partake heartily of the game, will praise it, whether palatable or not, and will extol the skill and attainments of the chef of the Northern, particularly in transforming a beefsteak into one cut from a Michigan black bear!"

FRANK. A. HOWIG.

Owed no Man.

"I owe no man a cent," said he, proudly.

They gazed on him with wondering admiration.

"No man on earth. The only persons I owe are my landlady and my washerwoman."

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

FAME WINKED AT HIM.

How James Junius Strawhacker
Chased a Will-o'-the-Wisp.

When I first began work in Hi Slade's shoeshop James Junius Strawhacker was a journeyman. It was in the day when men wore high-top boots and if they were properly provident they had the boots made to order. Jim was said to be an exceedingly good workman. He treated with great scorn the rival claims of Dick Smith, a shoemaker in B. Mather's shop, across the street, and the second day I was there, Hi Slade himself said, just after James Junius Strawhacker went out to dinner, that "Jim could stretch a vamp quicker than any man in Indiana."

It was about the time when Clement L. Vallandigham was making a stir in the world, and I remember secretly opining that, however that notorious personage might be upon men's tongues, he couldn't "stretch a vamp" as quick as Jim could. However, I seldom called him Jim, even in thought. He was a somber, portentous individual and resented liberties. He certainly would permit no familiarity from me. He declined to join in any of the political discussions of the day, growling his contempt for the whole of it, wrapping what appeared to me a very clumsy cloak about his shoulders and striding majestically into the street whenever the party clamor in the shop grew too loud for him.

On the bench at his side lay a large book, bound in leather, stained by much wear, small of print and illustrated with any number of steel engravings. I often looked through the volume. The pictures impressed themselves upon me. One, I remember, presented a woman in a nightgown, her eyes staring frightfully at a dirk or dagger which seemed suspended in the air before her.

Another was of a gayly dressed young man on a rope ladder, with something like a guitar in his hand, smiling up into the face of a pretty young woman who leaned over the rail of a balcony. Still another showed two young men examining a skull, while a short distance away was an open grave with a man in it tossing out a shovelful of earth. The book was plainly of great value.

James Junius Strawhacker used to declaim strange periods with great fervor, particularly when hammering a pegged shoe into submission. One day, after ranting all round a No. 11 boot, he tossed the lasted thing from him with the exclamation:

Sole let it. Bewith, seize her!

Though no Mr. Bewith appeared on call, I had my doubts if even the vaunted Vallandigham could have heard such shoemaker learning unmoved.

One day he drove an awl home, reached into his apron for a peg and, regarding me with tearful eyes, wailed:

One month—one little month.
Or ever those small shoes were old
In which she followed my poor father
To his funeral

Of course, if shoes had been properly made, and they were made properly in our shop—they should not be old in a month; and I was exceedingly—though unaccountably—sorry for the lady who had attended the burial of Jim's progenitor—a gentleman whom I afterward met in the flesh, to my great confusion.

About the time I had risen to that stage of apprenticeship where I might safely be trusted to "buff" a sole and draw the lasts, my mother concluded journalism and not shoemaking was my mission; and I was accordingly set to learning the printer's trade. There, sitting by the stove with a certain "jour" printer on wintry nights I learned something about books. The traveling printers of thirty years ago were readers of the classics, and usually as intelligent as they were intemperate.

This man told me the story of "Macbeth," quoting long passages and painting the scenes before me so vividly that even Booth, when I came to see him years afterward, was not all-satisfying. He told me of "Romeo and Juliet," though he cared little for that story; but he reveled in "Hamlet" and wormed my wages out of me, instantly transfer-

ring them to the nearest saloon, so that he could come back and flood me with advice—

Neither a borrower nor a lender be;
Costly thy raiment as thy purse can buy;

And

For the apparel oft proclaims the man.

Gradually I came to see James Junius Strawhacker in a new light. His long, black wavy hair, which was never combed in a conventional manner, seemed to fit those heroic ages where his heart dwelt. His deep, musical voice was surely the very tone of Antony in the orations, of King Henry in the address to his troops and of Othello in his rare defense upon the charge of winning the heart of a woman.

Strawhacker, indeed, seemed to regard my change of labor in the light of an advance. He considered I was nearer the regions where his spirit longed to dwell. I had begun to understand him; had begun to read Shakespeare on my own account and to prize nothing so much as an evening by the fire in the printing office when the printer—who knew not only those printed pages, but the atmosphere and environment in which they came to fruition—and the shoemaker met and wandered from tragedy to tragedy.

The printer had seen all these plays presented and he broadened our vision by his pictures of the lights, the music and the color of acting. But I never could get him to quite accept my estimate of James Junius Strawhacker. At times I almost suspected he was laughing at Jim, though he never declined to drink from the bottle that Jim brought up—and instantly and utterly forgot.

Jim confided in me that he meant to become an actor presently. He knew every line of Shakespeare's tragedies, he told me, and I believe he could have recited whole plays if he had tried. He grew bolder as time passed—took me up to his room and showed me a collection of wigs and costumes, that impressed me greatly. He put on a very gray one, and, stooping to the posture of an old man, cried out:

Blow, ye winds, and crack your cheeks!

and all the rest of Lear's transcendent curse.

Once, in May, he came to me, where I was working at the case, and seemed singularly excited. He was enveloped in his long cloak, though the weather was quite warm, and his eyes glittered with a fine intoxication. His stride was something more than ordinarily tragic. He showed me a letter and slyly slipped it under my copy, asking me to read it and let him have it again.

It was from a theatrical manager in Chicago, and seemed in response to a very serious application for an engagement. It was not particularly encouraging; but then, as Jim pointed out later, it did not positively bid him abandon hope. He could scarcely pull a "waxed-end" for a week after that, took to wearing his hair even more tumbled than usual, and to walking along the bank of the river, and assuring the fishes that—

"Only I am Caesar!"

When I got so I could set two galleys of leaded bourgeois a day I left my home town, and traveled to far Rochester, seat of a county fifty miles away, but I did not forget James Junius Strawhacker nor lose faith in his destiny.

We corresponded fitfully, and he broke it off at last. I was rather glad, for his ill-spelled letters grated on me more and more as the printer's craft instructed me. Of course, I could see it was one phase of his genius; but I wanted the picture unmarred by bad orthography and violence to grammar.

I met a man from the home town once who told me Jim had gone away mysteriously, and that he had had the tailor make him a new cloak, still larger, still more somber and of still more expensive material. No one there knew where he had gone.

I knew. I knew James Junius Strawhacker was interpreting Shakespeare some place—under an assumed name, no doubt—and was amazing thousands with the depth and strength of his portrayals.



Christmas Mackintoshes

New Lot Specially Nice

See them and you will have some of them.

Studley & Barclay,

4 Monroe Street,

Grand Rapids, Mich.

Rubber Goods of all Kinds.



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.

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.

As I advanced from second to first journeyman, and finally to foreman, I often thought of him, assured that such a character, with such a love for such a master, must win and keep a place in the world's recognition.

But five years wore this picture from the tablets of memory, and it was only when some related circumstance arose that James Junius Strawhacker came back to me.

One day I received a heavily marked copy of a paper from Girard, Ill. The item, scored about powerfully with lead pencil, told of the opening of the new opera house by a portentously entitled dramatic company in the play of "King Lear," and the character of the rare old kind was said to have been played "right down to the ground" by an actor whose printed name meant nothing to me, but whom I knew as James Junius Strawhacker; and believing the item, though not very satisfactory, was meant in kindness, I was glad.

About three years later the following letter, without date or signature, came to me from an Iowa town:

When the fires of genius burn up and consume. There is a radiance across the sky. Is Hamlet disappointed, is the spirit ever subdued? richard is himself again.

From which I gathered that, while the rudiments of Junius' education were still in a somewhat chaotic state, his fortunes must be improving.

In the summer of 1884 I became a partner in the business of publishing the "Eagle," with which my labors had been so long identified—that was the way the salutatory read—and went to Chicago to buy new type and material, as we were now going to enlarge the paper. At night I visited the only theater where Shakespeare's plays were being presented, and there saw an Othello whose borrowed name and blackened face thrilled me with conviction. He had the same stalwart frame, the same dark skin, the black and tumbled hair and the same vehement strength in those passages which glow with the fire of man's deepest passions. How gratified I was! What change it meant! How splendid a triumph had genius achieved! This magnificent Moor, with a culture that seemed to have begun in childhood, thrilled a thousand men and women with pictures from an old life—with passions that are ever new.

Five years ago I went for the first time on a visit to my native town. In getting off the cars I ripped my shoe—by no means a new one—and at once resolved to hunt up Hi Slade, if he still lived and kept a shoe shop. But he had gone. B. Mather, the old-time rival, had grown rich and was resting. I selected a store at random, and showed my shoe to a stripling clerk, whose mother might have been a schoolgirl when I departed. He tossed it across a little half-partition, calling out, as one having authority:

"Here, Jim, fix this shoe. The gentleman is waiting."

"Jim?" said I, inquiringly. "Not James—"

"Jim Strawhacker," he said, and left me.

I leaned over the small partition. There sat a small, withered, black-browed man, a deep scowl on his face, his poor bent hands stained deep with shoemaker's wax and pulled in furrows by much sewing. The hair was gray and thin, but tumbled; and the cheeks were sunken and the teeth were gone.

"Hello, Jim!" said I. "Don't you remember me?"

He did not, and he was in a hurry. I recalled myself to his memory, and yet he only nodded. He was afraid of the stripling clerk. But at night he came to the hotel, sat about for an hour, noticing no one further than to hasten out of the way repeatedly. He was finally leaving, and, thinking his mood of the morning might have melted, I called to him. I wanted to talk to some one who filled so much of that distant page in my life.

He was clearly, pathetically, delighted to have me address him. He came

close, and spoke a sentence at a time, each time starting as if to leave me, yet always returning.

"I've gone out a good many times. I follow them up. They don't know it. I slip in and watch them play it. When my money runs out, I come back here and peg shoes. Something is going to happen to him some time, and when he can't play I'll go on. They don't play it right. They leave out lines. I've got it all. I'm going to play it yet. I'll let you know. I know where you are."

Then he went away. The people in the hotel smiled and I turned around.

He knew where I was! Had he thought of me as one by whom his triumph should be published? Had he sent me that marked newspaper from Girard because some tragedian had almost failed? How many triumphs he must have felt that night!

He will never be nearer.

For, with all the tragedies of Shakespeare at his tongue's end—and in his heart—James Junius Strawhacker will never play a part. And his own life drama is almost as pathetic as anything in the much-stained volume at his side on the bench.

No Place for the Peddler.

From the Ohio Merchant.

There is no real place in the legitimate world of commerce for the perambulating huckster. He resorts to every trick and artifice possible to beguile the dollars of the susceptible and unwary purchaser. He contributes nothing to the support of church, school or state, never goes down in his pocket to relieve the distressed or unfortunate; has no interest or welfare in the upbuilding and improvement of the city in which he moves and from which he derives a livelihood, yet he is permitted in this city, through the political machinations of our beloved Mayor and the grace of the Common Council, to ply his vocation and directly antagonize those who help to bear the burden of taxation and the unequal load of rent and other disbursements necessary to the conduct of legitimate merchandising, by the payment of a small license, wholly incompatible with his circumstances and surroundings. Even this bagatelle is frequently dispensed with for years and the peripatetic vendor is allowed to follow his calling without let or hindrance. The fact is, the huckster should not be permitted to peddle, as the business is conducted in Cleveland, at all. But if permitted or licensed to antagonize those who contribute to the maintenance of our streets, schools, charitable institutions, public and private enterprises, and all the elements which go to create and sustain communities, that distinguish them from roving Arabs of the desert, they should be compelled to pay well for that opportunity and privilege.

A Matter of Passion.

Mrs. Prosy: "Reading is quite a passion with my husband."

Mrs. Dresser: "So it is with mine—when he reads my milliner's bills!"

The cultivation of the cassava plant has been begun in the United States. It is a shrub from 6 to 8 feet tall, and bears large tubers underground. These are first heated to drive off the poisonous hydrocyanic acid, and they are then made into tapioca and dextrine. It is said that the latter can be more easily manufactured from this plant than from corn.

A man with the blues should keep himself dark. He has no right to inflict his troubles upon other people, unless the other people are policemen paid for listening to complaints.

The contents of the stomach of an ostrich that recently died in a French menagerie included the iron tip of an umbrella, a comb, two pieces of coal and a silk handkerchief.

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.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone Rubbers

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

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

Pingree
"NEVERSLIP"
PATENTED
FEB 22 1892

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

DO YOUR FEET SLIP?

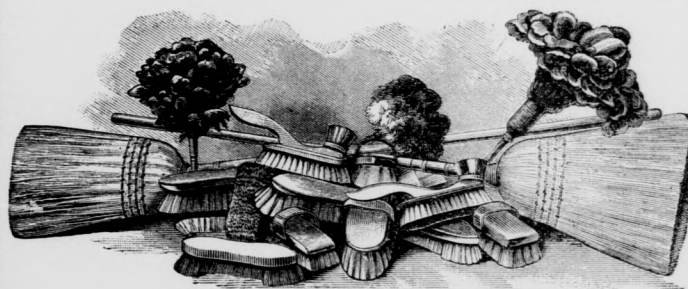
The "Neverslip" gives elasticity and ease to every step taken by the wearer. It breaks the shock or jarring of the body when walking, and is particularly adapted to all who are obliged to be on their feet. None but the best of material used in their makeup. Every walking man should have at least a pair.



PINGREE & SMITH, Manufacturers.

DETROIT BRUSH WORKS

L. CRABB & SON, Proprietors



30 and 32 Ash Street, Detroit, Mich.



A FIFTY DOLLAR WHEEL

that's worth just the price asked; no more, no less. Many bicycle buyers do not care for a light, fancy-finished, hand-made mount. They want a good, honestly constructed bicycle to knock about with, and they want it to stand up. It's for this class that CLIPPER No. 30 is made. There is no bicycle that equals it at the price. No bicycle can be made for less that is safe. Too good for dry goods stores, sold by dealers only.

MADE BY THE GRAND RAPIDS CYCLE CO.

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE
GROCERIES AND
PROVISIONS

F. C. Larsen,

61 Filer Street,
Manistee, Mich.

Telephone No. 91.

Stroller in Grocery World.

We were talking of department stores. This old grocer does business in a town within about twenty-five miles of a city which holds several department stores, two of which conduct grocery departments.

This is a sensible man, I said to myself. He takes the department store sensibly, just like he ought. Let me say here, parenthetically, that I believe just as the Grocery World does about department stores. I believe they're a nuisance to the small merchant and all that, but there's nothing criminal about them. They've got a right to get all they can. While some of their methods are open to improvement, none of us are quite perfect, except candidates for

Then he took a good-sized chew and subsided.

While we were talking, the grocer's boy, who had been out on a tour for orders, came back, and the two ran over them while I sat there. There was a good-sized batch of them, and when they were all gone through with the grocer said, looking over his spectacles:

"She wouldn't gimme no order," said the boy. "She asked our price on three or four things, and then said she could get 'em cheap'n that in the city at Snooks & Snooks'." Snooks & Snooks run the largest department store in the city.

"Ain't she goin' to give us no more orders?" asked the grocer, blankly, scratching his head.

The grocer was certainly mad. "It's a measly outrage!" he stormed on. "Here I'm a-tryin' to get along the best I kin, an' a-hardly makin' both ends meet, an' here comes along this big place and swamps me with one o' me best customers! If they do it again, I'll have 'em arrested! That's what I'll do; now, you see if I don't! They ought to be arrested—that's what they ought! An' I'm jis' the man to do it, for I'm a bad man when I git riled. I'm old, but I'm tough!"

"Why," I began, "you said a minute ago that you believed these places had as much right to exist as anybody," I said.

"What!" snapped the grocer. "Never said nothin' o' the sort! I think the whole passel of 'em ought to be throwed in the river! What right have they got to compete against a little store like this? Eh!" he repeated, fiercely.

"Well, you said you thought if the little stores would attend to their own business they'd get along all right," I said, mildly.

"Who did?" he said, furiously. "I never said nothin' like it! See here, young man, I do' know what reason you got for lyin' to a old man like me."

I left the old fellow hugging his changed idea regarding department stores. If the big stores have a bitterer enemy than he is now, I've never seen him.

"It all depends on whose ox is gored."

A room scene, with fire-place and frosted windows, is a good idea to put into execution at this time. Stockings hanging at the fire-place should be filled with toys, and other gifts should be on the table.

An old-fashioned Christmas tree is a good center-piece. It can be made very pretty with tinsel and small articles of bright colors. For illumination incandescent lights are best, and nothing else is safe.

Another change can be rung on the Santa Claus idea by showing the exterior of a house, with the old man on the roof or disappearing down the chimney.

Extra attention should be given the handkerchief stock during the present month. That means an extra endeavor should be made to make an attractive window display. For a design make a large fan out of strips of wood, with lace looped at their ends, and cover each rib with handkerchiefs.

Always do as the sun does—look at the bright side of everything; it is just as cheap, and three times as good for digestion.

[illegible]

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.

[illegible]

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Division, T. P. A.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Eighteen ninety-six is walking on its uppers!

Tactics of trade of to-day are as scientific as the tactics of any military age.

The commerce of all civilized countries depends largely upon the traveling salesman or on personal solicitation for trade.

Frank L. Palmer, formerly with Geo. H. Reeder & Co., has engaged to travel for a Ft. Wayne shoe house, covering Eastern and Southern Indiana.

It is wrong to expect the traveling man to pay double price in most small villages and towns for meals and lodging, while all other classes of patrons pay just one-half for the same entertainment the knight of the grip receives. It's not fair.

Eaton Rapids Herald: D. L. LeBaron, who travels for a Cleveland wholesale dry goods house, has made regular trips to Eaton Rapids since 1865. He was a band master during the war and is quite a cornet player at the present time.

Commercial travelers making Champion will "Climb the hill to Beacon" with a lighter step in the knowledge that Frank Haines, of the Haines & Fairbairn Lumber Co. of Ishpeming, is now the buyer at the company store, D. G. Stone having retired.

Competition within reasonable bounds is natural and right; it forces the adoption of the best methods of conducting business; it stimulates enterprise, is a preventive of dry rot and of that conservatism which is simply a polite name for incapacity.

C. H. Morgan, who has carried the furnishing goods line of the Root & McBride Co., of Cleveland, for several years in Western Michigan, has signed with the Peerless Manufacturing Co. for 1897. His territory will include the Upper Peninsula, Wisconsin and Minnesota.

The man of samples began with the beginning. He was a peddler; wandered in boats, afoot, on horseback or on wheels; sold goods for himself or for others. He is more numerous now than in the long ago, but his instincts are much the same; if his energies are increased, it is only because of his greater facilities.

Eaton Rapids Herald: Frank J. Brainerd has gone to Lincoln, Neb., where he has a position in the wholesale grocery house of Raymond Bros. & Co. He will remain in the store for a time,

after which he expects to go on the road as a traveling salesman. Frank has a host of friends in his native town that wish him success.

Three deaths have occurred in the ranks of the Michigan Knights of the Grip during the past two weeks—E. C. Kenthan, No. 2,029, who died of apoplexy at his mother's home in Chicago Nov. 30 and was buried at Madison, Ind.; Daniel Loeb, No. 2,388, who died at his home in Toledo; Carl A. Rentsch, who died at Kalamazoo Dec. 12.

H. S. Powell, formerly Upper Peninsula representative for the I. M. Clark Grocery Co., but for the past four years Minnesota and Dakota representative for the Stone-Ordean-Wells Co., of Duluth, has been given a desk in the house in full charge of the tea, coffee and spice department. Mr. Powell's friends will rejoice with him in his good fortune.

No hotel should be too good and no car seat too comfortable for the commercial traveler, for the public ought to realize that he is away much of the time from home and its comforts, the associations of his family and friends, deprived of needed rest and wholesome food, suffering from inclement weather, imperfectly ventilated rooms and all the ills that flesh is heir to.

The Central Passenger Committee has authorized the use of a 5,000-mile interchangeable mileage ticket, and already has a committee hard at work preparing a plan for putting the scheme into operation. The tickets will be issued from the office of the Chairman of the Committee, the individual roads having nothing to do with their issuance. Having secured this concession, the traveling men have now gone gunning after the Western Passenger Association, after which they intend giving their attention to the Southern roads.

Annual Meeting of Post E.

At the annual meeting of Post E, Michigan Knights of the Grip, held at Sweet's Hotel Saturday evening, Dec. 12, Chairman Dawley presided.

The annual report of the Secretary-Treasurer showed total receipts of \$161.58 and disbursements of \$121.69, leaving a balance on hand of \$39.89. The report was accepted.

The General Committee on Excursion to Detroit announced the following subcommittees:

On Transportation—C. I. Flynn.
On Badges—Geo. F. Owen.
On Souvenir—Geo. F. Rogers.
Chas. I. Flynn moved that the Committee on Badges be instructed to purchase fifty badges for the use of the Post. Adopted.

Election of officers being then in order, W. F. Blake moved that the election be deferred one week, which was adopted.

The next meeting of the Post will be held in conjunction with the semi-monthly dance and pedro party at Imperial Hall on Wealthy avenue on Saturday evening of this week. A full attendance is desired.

The Jolly Knight of the Grip.

There was a commercial traveler,
And he made lots of 'mon.
But more than this, he seemed to find
His business full of fun.

He was as chipper as a lark.
He never could look glum;
He never said the times were bad,
Nor business on the "bum."

"I don't have time, my friend," he said,
"To kick, or snarl, or growl;
It doesn't pay—besides, you know,
I'm not that kind of fowl."

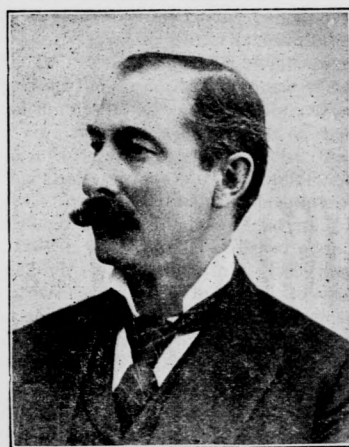
"I'm bound to make my business pay,
And make my little pile;
I'm jolliest when I work the most,
And work best when I smile."
D. C. COLLINS.

SUCCESSFUL SALESMEN.

J. W. Schram, Detroit's Candidate for Secretary.

J. W. Schram, whose portrait appears in connection with this article, received the endorsement of Post C (Detroit) at the monthly meeting held Nov. 29 as its candidate for Secretary of the Michigan Knights of the Grip, to be voted for at the annual convention to be held in Detroit on Dec. 29 and 30.

Mr. Schram was born at Grimsby, Ont., in 1851, and sold agricultural implements for Nichols & Walker, of Streetsville, Ont., for five years, from 1872 to 1877. He then accepted a position as traveling salesman for James Popham & Co., boot and shoe dealers



of Montreal, covering Ontario, remaining with that house until 1886, when he came to Detroit and engaged with Snedcor & Hathaway, representing them in Southern Michigan until 1892. He then severed his connection with that house and took a position with the C. E. Smith Shoe Co., which he still holds, traveling in Ohio and Southern Michigan.

Mr. Schram has been a member of the Knights of the Grip since 1890. He has been Secretary of Post C during 1896 and has given such satisfaction in that capacity and made so many friends among the boys that he received the hearty endorsement of the Post over his two popular rivals. Mr. Schram owns a cozy home at 609 West Boulevard and has an interesting family, consisting of a wife, four sons and three daughters. He enjoys a wide circle of warm and loyal friends who will be pleased to see him elected.

As the Detroit boys have no representation among the officers of the State Association and have always been very modest in asking for positions, they feel that with so strong a candidate and with their just claims to recognition, they should have no difficulty in electing Mr. Schram to the position for which they have endorsed him.

Mr. Schram will be a member of the Reception Committee to welcome the visiting knights, and will be pleased to meet, not only his old friends and acquaintances, but also all of the members of the organization whom he has not formerly had the pleasure of knowing.

JOHN McLEAN.

A prominent physician is quoted as saying that children will have no diphtheria, scarlet fever or worms if they eat freely of onions every day. The onions may be served in any way.

An interesting relic of early days has been discovered at Augusta, Iowa, in the shape of the first stone burr for grinding ever used in the State of Iowa.

Commercial House

Iron Mountain, Mich.

Lighted by Electricity, Heated by Steam.
All modern conveniences.

\$2 per day. IRA A. BEAN, Prop.

THE WIERENGO

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

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

HOTEL BURKE

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

All modern conveniences.

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

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. SCHINDHETT, Prop.

Cutler House in New Hands.

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

BE GOOD

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Wholesale Clothing Mfrs,
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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.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
C. A. BUGBEE, Traverse City - 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. SCHRÖDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; Geo. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Alcohol—Grain from first hands is being steadily held.

Alum—Average volume of business and values are firm.

Atropine—Quotations have been advanced 50c per ounce.

Balsams—Consuming request for prime Central American copaiba is active and, stocks being exceedingly light, prices have gone up. Tolu is rather steady, the movement for small parcels being fairly good. Market for Peru is strong.

Cascara Sagrada—Demand from consumers is moderately active and values are firm.

Cantharides—Tone of the market is steady.

Codeine—Pure in bulk is still firm.

Cod Liver Oil—Holders being still anxious sellers, the tone of the market is easy.

Colocynth Apples—In general the situation is satisfactory to holders.

Cubeb Berries—Market dull but fairly steady.

Essential Oils—Anise has again been reduced. Camphor is firmer. The considerable advance in balsam has resulted in higher prices for copaiba. Cubeb has declined. Lemongrass has again been advanced. Natural sassafras has gone up, also. Although Messina essences show no change in quotations, prices for orange, as to primary markets, have met with an advance equal to 25c per pound. Peppermint, consuming demand is good and prices are ruling steady.

Gums—A good business is reported to be doing in camphor at former prices, and stocks of foreign are practically exhausted. Market is firm for domestic.

Leaves—Senna, fairly active and steady.

Lycopodium—Market dull and weak and prices are irregular and looking toward the nominal.

Menthol—Demand slow.

Morphine—Quiet, but values at first hands are still firm.

Opium—Market quiet but ruling fairly steady.

Orange Peel—Consumers are purchasing to supply light current wants only; values, however, continue steady.

Roots—No new features as to the general market. Blood root is very firm. Spot supply of gentian is limited and the market is, consequently, firm. Mandrake is still hardening.

Seeds—Nothing of importance to note as to the general market. Both Dutch caraway and poppy are said to have declined abroad and spot quotations are lower in sympathy. Coriander, seasonably active and firm. Celery, sales are

slow and the market is reported as barely steady.

Spermaceiti—Values are steady.

Sugar of Milk—Demand is active, but the amount of business is small, due to scarcity.

Systematic Saving.

Written for the TRADESMAN.

One of the principal reasons why so many persons in this country of high wages, and usually steady employment, are reduced to want when work stops is the neglect of systematic saving.

Not having been educated in the school of adversity, nor even that of economy, the life of the majority of American workmen is essentially a hand-to-mouth existence, which means hunger and discouragement in times of depression, like that through which we have passed during the past three years.

Unfortunately, this is largely true of clerks and salesmen, whose natural efficiency has fitted them for positions of responsibility, but who so seldom succeed to an independent business of their own, because of their failure to accumulate by their own efforts sufficient means with which to start.

Their salaries would seem princely to many a common laborer, but still they often find it difficult to meet the ordinary expenses of life and maintain themselves and families in a style fitting to their position, as they are expected to do by their associates, the public, and even their employers.

Yet, with a view to provision for misfortune, to say nothing of preparation for bettering one's condition, it would seem that some sacrifices might be made to lay aside a regular monthly saving, which, though small in itself, rapidly grows into a substantial sum and increases present satisfaction and future prospects of the owner. The clerk on a small salary would soon find himself the possessor of an amount which, at the start, would be considered a very comfortable "nest egg."

Time is so short—after it has passed—that one often wonders where the year has gone, and there is scarcely a reader of the Tradesman, working on a salary, but will in his own mind admit that he might have saved a portion of his monthly earnings for a series of years without much inconvenience, and not one who will deny that it would be a pleasure to contemplate the possession of the accumulation of five years, if even no larger sum than \$5 per month.

It is system that counts in this as well as in the greater undertakings of life, if, indeed, there be a greater undertaking than that of preparing for misfortunes which may come, or getting ready to launch upon the sea of business with capital of one's own saving.

There are banks in nearly every town, as well as in the cities, which pay interest on time deposits of even small amounts, and local boards of reliable building and loan associations, and if there be none it is easy to remit the monthly installment to the home office. The clerk having an employer who is in every way responsible could, no doubt, arrange to leave a portion of his wages until the end of the year, when he might draw it in a lump sum for deposit in a convenient bank or investment in paying securities on good real estate.

The essential idea is that there shall be a systematic plan for the regular saving of some portion of the earnings; and if the future plans of the saver have been formed working in that direction, and keeping the money well in hand for use to the best advantage when the proper time arrives, the results, needless to say, will be satisfactory.

HARRY M. ROYAL.

Examination Session of the Board of Pharmacy.

Detroit, Dec. 10—The Board of Pharmacy will hold a meeting for the examination of candidates, in Arion Hall (Catholic Club Building), corner Wilcox street and Barclay Place, Detroit, Tuesday and Wednesday, January 5 and 6, 1897, commencing at 9 o'clock a. m., Tuesday.

All candidates must be present at that hour.

Candidates must file their applications with the Secretary and must furnish affidavits at least one week before the examination, showing that they have had the practical or college experience required.

Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

Next examination at Grand Rapids, March 2 and 3, 1897.

F. W. R. PERRY, Sec'y.

Long Odds Against Him.

He (pathetically): "All great men have smoked, my dear."

She (with animation): "Oh, if you will only give up smoking until you are great I shall be quite content."

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.

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A Seed and Havana Cigar as nearly perfect as can be made.

The filler is entirely long Havana of the finest quality—with selected Sumatra Wrapper.

Regalia Conchas, 4 1/4 inch, \$58.00 M.
Rothschilds, 4 3/4 inch, 65.00 M.
Napoleons, 5 1/4 inch, 70.00 M.

All packed 50 in a box.

We invite trial orders.

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Is the permanent wall finish, and trade on Gypsin is the permanent wall finish trade. Why? Because Gypsin gives such good satisfaction to the consumer that, after using Gypsin once, he will have Gypsin and nothing else.

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DIAMOND WALL FINISH CO.,

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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

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Satisfaction guaranteed to consumer.

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WHOLESALE PRICE CURRENT.

Advanced—Mandrake Root.

Declined—Oil Anise.

Acidum		Conium Mac.		Scilla Co.		Sinapis		Linseed, pure raw..	
Aceticum, German	75 80	Copaiba	90 100	Tolutan	50	Sinapis, opt.	30	Linseed, boiled	34 37
Boracic	15	Cubebae	1 50 1 60	Prunus virg.	50	Snuff, Maccaboy, De	34	Neatsfoot, winterstr	65 70
Carbolicum	26 40	Erigeron	1 20 1 30			Voos	34	Spirits Turpentine..	33 38
Citricum	44 46	Gaultheria	1 50 1 60	Tinctures		Snuff, Scotch, DeVo's	34		
Hydrochlor	3 5	Geranium, ounce	75	Aconitum Napellis R	60	Soda Boras	6 8	Paints	
Nitrosum	8 10	Gossypii, Sem. gal.	50 60	Aconitum Napellis F	60	Soda Boras, po.	6 8	BBL.	LB.
Oxalicum	10 12	Hedeoma	1 0 1 10	Aloes	50	Soda et Potass Tari.	26 28	Red Venetian	1 1/2 2 2 1/2
Phosphoricum, dil.	15	Juniper	1 50 2 00	Aloes and Myrrh	60	Soda, Carb.	1 1/2 2	Ochre, yellow Bar.	1 1/2 2 2 1/2
Salicylicum	45 50	Lavandula	1 30 1 50	Assafoetida	50	Soda, Bi-Carb.	3 1/2 5	Putty, commercial	2 1/2 2 1/2 2 3/4
Sulphuricum	1 1/2 5	Limonia	1 30 1 50	Atrope Belladonna	60	Soda, Ash	3 1/2 4	Putty, strictly pure	2 1/2 2 1/2 2 3/4
Tannicum	1 4 1 60	Mentha Piper	1 6 2 20	Aurant Cortex	60	Spts. Myreia Dom.	50 55	Vermilion, Prime	55
Tartaricum	34 36	Mentha Verid.	2 65 2 75	Benzoin	60	Spts. Vini Rect. bbl	2 39	Vermilion, English	70 75
Ammonia		Morhuze, gal.	2 00 2 10	Benzoin Co.	60	Spts. Vini Rect. 1/2 bbl	2 44	Green, Paris	15 24
Aqua, 16 deg.	4 6	Myrcia, ounce	50	Barosma	50	Spts. Vini Rect. 10 gal	2 47	Green, Peninsular	13 16
Aqua, 30 deg.	6 8	Olive	75 3 00	Cantharides	50	Spts. Vini Rect. 5 gal	2 49	Lead, Red	5 1/2 5 1/2
Carbonas	12 14	Picis Liquida, gal.	10 12	Capicum	75	Less 5c gal. cash 10 days		Lead, white	5 1/2 5 1/2
Chloridum	12 14	Ricina	93 1 00	Cardamon	75	Strychnia, Crystal	1 40 1 45	Whiting, white Span	70
Aniline		Rosmarini	1 00	Castor	1 00	Sulphur, Subl.	2 1/2 3	Whiting, gilders	90
Black	2 00 2 25	Rosa, ounce	6 50 8 50	Catechu	50	Sulphur, Roll	2 1/2 3	White, Paris Amer.	1 00
Brown	8 10	Succini	40 45	Cinchona Co.	50	Tamarind	8 10	Whiting, Paris Eng.	1 40
Red	45 50	Sabina	90 1 00	Columba	50	Terenth Venice	2 1/2 3	Universal Prepared	1 00 1 15
Yellow	2 50 3 00	Santal	2 50 7 00	Cuscuta	50	Theobroma	42 45		
Bacca		Sassafras	58 63	Cuscuta	50	Vanilla	9 00 16 00		
Cubese, po. 18	13 15	Sinapis, ess., ounce	1 40 1 50	Digitalis	50	Zinc Sulph.	7 8		
Juniperus	6 8	Thyme, opt.	40 50	Ergot	50				
Xanthoxylum	25 30	Theobroma	15 20	Ferri Chloridum	35				
Balsamum				Gentian	50				
Copaiba	60 65	Potassium		Gentian Co.	60				
Peru	2 60	Bi-Barb.	15 18	Gulaca	50				
Terabin, Canada	40 45	Bichromate	13 15	Gulaca ammon	60				
Tolutan	65 75	Bromide	48 51	Hyoscyamus	50				
Cortex		Carb.	12 15	Iodine	75				
Abies, Canadian	18	Chlorate, po. 17@19c	16 18	Iodine, colorless	75				
Cassia	12	Cyanide	50 55	Kino	50				
Cinchona Flava	30	Iodide	2 90 3 00	Lobelia	50				
Euonymus atropurp	30	Iris	27 30	Myrrh	50				
Myrica Cerifera, po.	20	Potassa, Bitart, pure	8 10	Nux Vomica	50				
Prunus Virgin.	12	Potassa, Bitart, com	7 9	Opil	75				
Quillaja, gr'd	10	Potass Nitras, opt.	25 28	Opil, camphorated	50				
Sassafras, po. 18	12	Potass Nitras	15 18	Opil, deodorized	50				
Ulmus, po. 15, gr'd	15	Sulphate po	15 18	Rhatany	50				
Extractum				Rhel	50				
Glycyrrhiza Glabra	24 25	Radix		Sanguinaria	50				
Glycyrrhiza, po.	28 30	Aconitum	20 25	Serpentaria	50				
Hematox, 15 lb box	11 12	Althae	22 25	Stromonium	60				
Hematox, 1s	13 14	Anchusa	12 15	Tolutan	60				
Hematox, 1/4s	14 15	Arum po.	20 25	Valerian	50				
Hematox, 1/4s	16 17	Calamus	20 25	Veratrum Veride	50				
Ferru		Gentiana, po. 15	12 15	Zingiber	50				
Carbonate Precip.	15	Glycyrrhiza, po. 15	12 15						
Citrate and Quinia	2 25	Hydrastis Canaden	35						
Citrate Soluble	80	Hydrastis Can.	40						
Ferrocyanidum Sol.	50	Hellebore, Alba, po.	15 20						
Sulphate, com'l.	15	Inula, po.	15 20						
Sulphate, com'l, by	35	Ipecac, po.	1 65 1 75						
bbl, per cwt.	7	Iris plox., po. 35@38	35 40						
Sulphate, pure	7	Jalapra, pr.	40 45						
Flora		Maranta, 1/4s	22 25						
Arnica	12 14	Podophyllum, po.	22 25						
Antemhis	18 25	Rhel	75 100						
Matricaria	25 30	Rhel, cut.	75 100						
Folia		Rhel, pr.	75 100						
Barosma	15 20	Spigelia	35 38						
Cassia Acutifol, Tin-	18 25	Sanguinaria, po. 25	30 35						
nevely	25 30	Serpentaria	30 35						
Cassia Acutifol, Alx.	25 30	Senega	40 45						
Salvia officinalis, 1/4s	12 20	Similax, officinalis H	40 45						
and 1/4s	8 10	Smilax, M.	40 45						
Ura Ursi	8 10	Scilla, po. 35	10 12						
Gummi		Symplocarpus, Feti-	20 25						
Acacia, 1st picked	65	duis, po.	20 25						
Acacia, 2d picked	45	Valeriana, Eng. po. 30	15 20						
Acacia, 3d picked	35	Valeriana, German	15 20						
Acacia, sifted sorts	28	Zingiber a.	12 16						
Acacia, po.	60 80	Zingiber j.	25 27						
Aloe, Barb. po. 20@28	14 18								
Aloe, Cape po. 15	12	Semen							
Aloe, Socotri. po. 40	30	Anisum, po. 15	12						
Ammoniac	55 60	Apium (graveleons)	13 15						
Assafoetida, po. 30	22 25	Bird, ls.	4 6						
Benzoinum	50 55	Carul	10 12						
Catechu, ls.	13	Cardamon	1 25 1 75						
Catechu, 1/4s	14	Coriandrum	8 10						
Catechu, 1/4s	16	Cannabis Sativa	3 1/2 4						
Camphore	53 58	Cydonium	75 100						
Euphorbium, po. 35	10	Chenopodium	10 12						
Galbanum	1 00	Dipterix Odorata	2 90 3 00						
Gamboge po.	65 70	Foeniculum	10						
Gualacum, po. 35	35	Foenugreek, po.	6 8						
Kino, po. \$4.00	4 00	Linl	2 1/2 4						
Mastic	60	Linl, gr'd. bbl. 2 1/2	3 1/2 4						
Myrrh, po. 45	40	Lobelia	35 40						
Opil, po. \$3.30@3.50	2 35 2 40	Pharlaris Canadian	3 1/2 4						
Shellac	4 6	Rapa	4 1/2 5						
Shellac, bleached	40 45	Sinapis Albu.	7 8						
Tragacanth	50 60	Sinapis Nigra	11 12						
Herba									
Absinthium, oz. pkg	25	Spiritus							
Eupatorium, oz. pkg	20	Frument, W. D. Co.	2 00 2 50						
Lobelia, oz. pkg	25	Frument, D. F. R.	2 00 2 25						
Majorum, oz. pkg	28	Frument, O. T.	1 25 1 50						
Mentha Pip. oz. pkg	23	Juniperis Co. O. T.	1 75 3 50						
Mentha Vir. oz. pkg	25	Juniperis Co.	1 75 3 50						
Rue, oz. pkg	22	Saacharum N. E.	1 90 2 10						
Tanacetum, oz. pkg	22	Spt. Vini Galli	1 75 6 50						
Thymus, V. oz. pkg	25	Vini Oporto	1 25 2 00						
Flagnesia		Vini Alba	1 25 2 00						
Calcined, Pat.	55 60	Sponges							
Carbonate, Pat.	20 22	Florida sheeps' wool	2 50 2 75						
Carbonate, K. & M.	20 25	Nassau sheeps' wool	2 50 2 75						
Carbonate, Jennings	35 36	carriage	2 50 2 75						
Oilum		Velvet extra sheeps'	2 50 2 75						
Absinthium	3 25 3 50	wool, carriage	2 50 2 75						
Amygdale, Dulc.	30 35	Extra yellow sheeps'	2 50 2 75						
Amygdale, Amara	8 10 8 25	wool, carriage	2 50 2 75						
Anisi	2 20 2 30	Grass sheeps' wool,	2 50 2 75						
Aurant Cortex	2 00 2 25	carriage	2 50 2 75						
Bergamli	2 2 2 30	Hard, for slate use	2 50 2 75						
Cajiputi	70 75	Yellow Reef, for	2 50 2 75						
Caryophylli	53 58	slate use	2 50 2 75						
Cedar	35 40	Syrups							
Chenopadii	2 25 2 50	Acacia	2 50 2 75						
Cinnamoni	40 45	Aurant Cortes	2 50 2 75						
Oltroella	40 45	Zingiber	2 50 2 75						
		Ipecac	2 50 2 75						
		Ferri Iod.	2 50 2 75						
		Rhel Adm.	2 50 2 75						
		Smilax Officinalis	2 50 2 75						
		Senega	2 50 2 75						
		Scilla	2 50 2 75						

Colognes and Toilet Waters

Finest quality in bulk for

Holiday Trade

White Rose Cologne	-	\$6.00
White Rose Cologne second quality	4.00	
German Cologne	-	6.00
Eau de Cologne	-	3.50
Lilac Spray Cologne	-	4.00
Violet Cologne	-	6.00
Lavender Water	-	6.00
Lavender Water second quality	4.00	
Violet Water	-	6.00
Violet Water second quality	-	4.00
Florida Water	-	4.00
Ocean Spray Cologne	-	8.00

HAZELTINE & PERKINS DRUG CO.

Perfumers and Wholesale Druggists,
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95	COUPON BOOKS.   Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00	FARINACEOUS GOODS. Farina. Bulk.....3 Walsh-DeRoo Co.'s.....2 25 Grits. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....3 3/4 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra.
BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 3 doz.....1 00 Bulk.....10 El Purity. 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00	CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 3/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37	Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00	Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolls 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	Gunpowder. Rifle-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 Choke Bore-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45	PICKLES. Medium. Barrels, 1,200 count.....3 50 Half bbls, 600 count.....2 25 Small. Barrels, 2,400 count.....4 50 Half bbls, 1,200 count.....2 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1
 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 4 doz case.....1 60 Home. 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 4 doz case.....90 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50	COFFEE. Green. Rio.....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	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	Sago. German.....4 East India.....3 3/4 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 4 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 Sealed.....12	HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....30 17 lb pails.....40 30 lb pails.....60 LVE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10	POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 Imported. Japan, No. 1.....5 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4
BATH BRICK. American.....70 English.....80 BLUING.  1 doz. Counter Boxes.....40 12 doz. Cases, per gro.....4 50 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25	Roasted. Quaker Mocha and Java.....29 Toko Mocha and Java.....24 State House Blend.....23 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbutle.....16 50 Jersey.....16 50 McLaughlin's XXXX.....16 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 1/4 Evaporated 50 lb boxes.....@ 1 California Fruits. Apricots.....10 1/2 @ Blackberries.....6 @ Nectarines.....6 @ Peaches.....7 1/2 @ Pears.....@ Pitted Cherries.....@ Prunelles.....@ Raspberries.....@	Trout. No. 1 100 lbs.....4 75 No. 1 40 lbs.....2 20 No. 1 10 lbs.....63 No. 2 100 lbs.....53 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2 100 lb. bales.....8 1/4 Whitefish. No. 1 No. 2 Fam.....6 50 5 75 2 00 100 lbs.....2 90 2 60 1 10 40 lbs.....80 73 35 10 lbs.....67 61 31	Mince Meat. Ideal, 3 doz. in case.....2 25  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00	SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10
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.....@ 10 1/4 Carson City.....@ 10 Gold Medal.....@ 10 Ideal.....@ 10 1/4 Jersey.....@ 10 1/4 Lenawee.....@ 9 1/4 Oakland County.....@ 10 Riverside.....@ 10 1/4 Sparta.....@ 10 1/4 Springdale.....@ 10 1/4 Brick.....@ 9 Edam.....@ 75 Leiden.....@ 19 Limburger.....@ 15 Pineapple.....@ 95 Sap Sago.....@ 20	Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....1 15 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.	California Prunes. 100-120 25 lb boxes.....@ 5 1/4 90-100 25 lb boxes.....@ 5 1/4 80-90 25 lb boxes.....@ 5 1/4 70-80 25 lb boxes.....@ 6 1/4 60-70 25 lb boxes.....@ 6 1/4 50-60 25 lb boxes.....@ 7 1/4 40-50 25 lb boxes.....@ 7 1/4 30-40 25 lb boxes.....@ 1/2 cent less in bags Raisins. London Layers 3 Crown.....1 60 London Layers 5 Crown.....2 50 Dehesias.....3 50 Loose Muscatels 2 Crown.....5 1/4 Loose Muscatels 3 Crown.....6 1/4 Loose Muscatels 4 Crown.....7 1/4	Foreign. Currents. Patras bbls.....@ 4 1/4 Vostizias 50 lb cases.....@ 3 1/4 Cleaned, bulk.....@ 6 1/4 Cleaned, packages.....@ 6 1/4 Peel. Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12 Raisins. Ondura 28 lb boxes.....@ 7 1/4 Sultanah 1 Crown.....@ 8 1/4 Sultanah 2 Crown.....@ 9 Sultanah 3 Crown.....@ 9 1/4 Sultanah 4 Crown.....@ 9 3/4 Sultanah 5 Crown.....@ 10 1/4	FLAVORING EXTRACTS.  Jennings'. D.C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8.....2 40 No. 10.....4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50	SEEDS. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....5 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....14 Half bbls.....16 Pure Cane. Fair.....16 Good.....20 Choice.....25
CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42	 N. Y. Condensed Milk Co.'s brands. Gall Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35  Peerless evaporated cream 5 75	Peel. Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12 Raisins. Ondura 28 lb boxes.....@ 7 1/4 Sultanah 1 Crown.....@ 8 1/4 Sultanah 2 Crown.....@ 9 Sultanah 3 Crown.....@ 9 1/4 Sultanah 4 Crown.....@ 9 3/4 Sultanah 5 Crown.....@ 10 1/4	FLAVORING EXTRACTS. Jennings'. D.C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8.....2 40 No. 10.....4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50	FLAVORING EXTRACTS. Jennings'. D.C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8.....2 40 No. 10.....4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50	SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....45 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochina.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 0 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18

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, 280 lb bbls.....	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 14 lb. sacks.....	3 25
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.

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

Ashton.

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

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

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

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

SODA.

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

STARCH.

	
Kingsford's Corn.	
40 1-lb packages.....	6
20 1-lb packages.....	3 1/2
Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/2
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 1/2
Common Gloss.	
1-lb packages.....	4 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

Kingsford's Corn.

40 1-lb packages.....	6
20 1-lb packages.....	3 1/2

Kingsford's Silver Gloss.

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

Common Gloss.

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

SOAP.

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 Kitten Brown.....	2 40
Armour's Mottled German.....	2 65

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, wrpd.....	3 33
American Family, plain.....	3 27
Lautz Bros. & Co.'s Brands.	
Acme.....	2 85
Cotton Oil.....	2 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.	

ATLAS SOAP	
Single box.....	2 85
5 box lots, delivered.....	2 80
10 box lots, delivered.....	2 75
25 box lots, delivered.....	2 65

SILVER SOAP	
Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

Allen B. Whisley's Brands.

Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 60 1-lb. bars.....	3 00
Uno, 100 3/4-lb. bars.....	2 80
Doll, 100 10-oz. bars.....	2 25

Scouring.

Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Cut Leaf.....	5 00
Domino.....	4 87
Cubes.....	4 62
Powdered.....	4 62
XXXX Powdered.....	4 75
Mould A.....	4 62
Granulated in bbls.....	4 37
Granulated in bags.....	4 37
Fine Granulated.....	4 37
Extra Fine Granulated.....	4 50
Extra Coarse Granulated.....	4 50
Diamond Confection.....	4 37
Confection Standard A.....	4 25
No. 1.....	4 00
No. 2.....	4 00
No. 3.....	4 00
No. 4.....	3 94
No. 5.....	3 87
No. 6.....	3 81
No. 7.....	3 75
No. 8.....	3 69
No. 9.....	3 62
No. 10.....	3 56
No. 11.....	3 50
No. 12.....	3 44
No. 13.....	3 37
No. 14.....	3 31
No. 15.....	3 25

TABLE SAUCES.

Lea & Perrin's, large.....	4 75
Lea & Perrin's, small.....	3 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.	
S. C. W.....	
H. & P. Drug Co.'s brand.	
Quintette.....	
Clark Grocery Co.'s brand.	
New Brick.....	

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 150-176-200.....	@ 25

Lemons.

Strictly choice 360s.....	@ 30
Strictly choice 300s.....	@ 30
Fancy 360s.....	@ 30
Ex. Fancy 300s.....	@ 40

Bananas.

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

Foreign Dried Fruits.

Figs, Choice Layers.....	@ 10
Figs, New Smyrna.....	@ 13
Figs, Natural in 30 lb. bags.....	@ 7
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, G.M. K. 60 lb cases, new.....	@ 6 1/2
Dates, Sairs 60 lb cases.....	@ 5 1/2

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fresh Meats.

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

Pork.	
Dressed.....	3 1/2 @ 4
Loins.....	6 1/2 @ 7
Shoulders.....	5 @ 5
Leaf Lard.....	5 1/2 @ 5 1/2

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

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

Crackers.

The N. Y. Biscuit Co. quotes as follows:	
Butter.	
Seymour XXX.....	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 1/2
Soda XXX, 3 lb. carton.....	6 1/2
Soda, City.....	7 1/2
Zephyrette.....	7 1/2
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.	
Animals.....	11 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoa Nut 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
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
Sears' Lunch.....	7 1/2
Sears' Zephyrette.....	7 1/2
Vanilla Square.....	8 1/2
Vanilla Wafers.....	14
Pecan Wafers.....	16
Fruit Coffee.....	10
Mixed Picnic.....	10 1/2
Cream Jumbles.....	11 1/2
Roasted Nuts.....	8 1/2
Chimney Fadden.....	16
Pineapple Glace.....	16

Grains and Feedstuffs.

Wheat.

Winter Wheat Flour.

Patents.....	5 25
Second Patent.....	4 75
Local Brands.....	4 55
Straight.....	4 00
Clear.....	4 45
Graham.....	3 75
Buckwheat.....	3 00
Rye.....	3 00
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.....	
Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	4 65
Quaker, 1/4s.....	4 65
Quaker, 1/8s.....	4 65

Spring Wheat Flour.

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

Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	5 00
Grand Republic, 1/4s.....	4 90
Grand Republic, 1/8s.....	4 80

Worden Grocer Co.'s Brand.	
Laurel, 1/2s.....	4 90
Laurel, 1/4s.....	4 80
Laurel, 1/8s.....	4 75

Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.....	5 00
Parisian, 1/4s.....	4 90
Parisian, 1/8s.....	4 80

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

Feed and Millstuffs.	
St. Car Feed, screened.....	12 00
No. 1 Corn and Oats.....	11 50
No. 2 Feed.....	11 00
Unbolted Corn Meal.....	11 00
Winter Wheat Bran.....	9 00
Winter Wheat Middlings.....	10 00
Screenings.....	8 00

The O. E. Brown Mill Co. quotes as follows:	
New Corn.	
Car lots.....	23
Less than car lots.....	25

Oats.	
Car lots.....	22
Carlots, clipped.....	24
Less than car lots.....	25

Hardware

The Hardware Market.

General trade continues in satisfactory volume, when we consider the season, the proximity of the close of the year and the annual inventory. Most of the orders are for the supply of impoverished stocks and some purchases are being made on goods which are especially low and it is safe to buy. In the matter of prices, the market is not quite so strong as a week or two ago. The break in the price of nails has, perhaps, had some effect on other goods, but this is slight, as a decline was anticipated and was recognized as helpful to the market, putting on a more natural basis a leading line, the artificial price on which has long been a menace to the trade, involving, as it did, the certainty of an early collapse. Notwithstanding the fact that the market has not assumed a buoyant, advancing tone as rapidly as some desire, the year draws to a close with a hopeful feeling and the certainty of excellent business conditions in 1897.

Wire Nails—Since our last report the wire nail market has gradually been taking shape, as the dissolution of the Association and the adoption of the new card left things in a very unsettled condition. Very general satisfaction is experienced by the trade with the revised card, as it obviates the objection of the old card which caused so much inconvenience and called out so much criticism. With the new card now in use, the base price much more nearly represents the average price on nails than before. The market at present seems to be from \$1.60@1.65 at mill and \$1.75@1.85 from stock. The dissolution of the steel billet pool may have some effect on future price of nails, but how much time alone will determine.

Barbed Wire—In sympathy with the decline and unsettled condition in the price of steel billets, the recent advance made in wire of all kinds will be difficult to maintain. Orders, however, are being taken for spring shipment at \$1.35 for No. 9 plain wire and \$1.60 for painted barbed, with 30c advance for galvanizing, for shipment about May 1, and prices guaranteed against decline. With this guarantee we do not see how a dealer takes any chance of a loss and, should there be an advance—as there usually is in the spring—he is fully protected against same.

Sheet Iron—Although the demand is light at this time of the year, prices on the better grade of sheet iron are firm and without change.

Window Glass—The resumption of work at all the factories has had a demoralizing effect on certain Eastern jobbers, who, feeling anxious to unload their present stock of glass, are making some cut prices. This is not necessary, as it will be fully thirty days before any new glass will be ready to come into the market. We quote at present 70 and 5 per cent. by the box and 60 and 10 per cent. by the light.

Shovels and Spades—At a recent meeting of the manufacturers of the above articles a desire to make an advance in prices was overruled by the more conservative members, and the prospects are there will be no change in these articles for the coming spring.

Cordage—There has been no change in the price of rope during the past two weeks. Quotations remain quite firm, with the jobbers on a basis of 6c for ½

inch and larger sisal rope. Wool twine, however, has advanced to 6c. Binding twine is quoted in lots of carloads at 6c per pound, f. o. b. New York.

The Hardware Christmas.

From St. Louis Stoves and Hardware Reporter.

It will pay the hardware dealer to begin now to plan and make preparations to secure a share of the distinctly holiday trade which merchants in other lines enjoy. It is not necessary for him to branch out into other lines to do this. A great many hardware dealers make it a practice to lay in a stock of substantial toys for the Christmas trade, and when they do so wisely, and advertise and push the goods properly, it is found to pay, as the profit on such goods is generally large. It is not necessary for the hardware dealer to turn his store into a toy bazaar to get a good share of the holiday trade, however. He has an abundance of articles in stock which can be pushed energetically at this season. The practically inclined housewife can make no more suitable present to the mechanically inclined husband or son than a chest of tools. The hardware dealer can make up tool chests from his own stock that he can make attractive prices on, as he can afford to make a lower price on the whole than when the tools are sold individually. The chest itself need be nothing more than a cheap, unpainted pine affair, made in the store or at the neighboring carpenter's. Wringers, washing machines, numerous kitchen utensils, especially labor-saving novelties, stoves, table cutlery, silverware, manicure sets, all make acceptable presents to the wife. A new cooking stove, or range, or heater, will make not only the wife but the whole family glad. Sleds, skates and pocket knives are staple Christmas goods, but are not always displayed or advertised as they should be. Bicycles should of course not be overlooked. Start out the week after Thanksgiving with a good strong advertisement in your local paper, calling attention to the advantage of giving useful Christmas gifts, and mentioning a number of those articles that you deem most suitable. Keep this up constantly in your daily or weekly paper, bringing out a different article or line in each succeeding issue, and making a mere passing reference to the other goods suitable for presents. Run in little items in the local columns, each referring to some special article or line. Change your windows and have nothing in them but your Christmas goods. Relegate builders' hardware and everyday tinware to the rear for the time being. A Christmas eve scene, or a Christmas tree bearing the lighter goods, will impress on passers-by the fact that the hardware store is as much a repository of Christmas goods as the dry goods or department store.

His Business Wouldn't Permit It.

"You are, sir, a stranger in the town, I believe," said the melancholy man in black, addressing the drummer.

"I am."

"I want you, sir, to do me a great favor."

"Really I haven't a cent. I expect a check at the next town and have barely enough money to reach it."

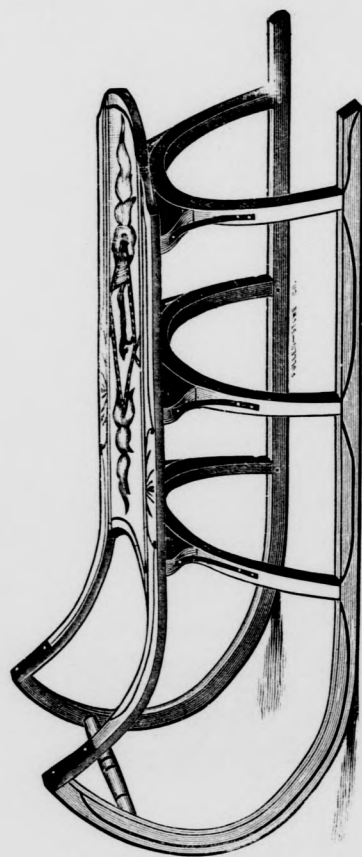
"Oh, no; it isn't that. I want you to do something for me that I would not dare to ask anyone here to do and will not trouble you very much."

"Let's hear it."

"You see, sir, a friend of mine, Charles Yonke, is very ill. He is a very dear friend of mine and I want to know how he is. Will you have the kindness to inquire at his house, 1273 Main street, and find out without mentioning my name? You see I am an undertaker. Now, please don't laugh. I am really a great friend of Charley's, but if I should ask myself, my motives would be questioned, and it would be the same if I were to ask any friend of mine to do for me. Fond as I am of Charley, I dare not ask myself. My profession prevents it."

HAND SLEIGHS

At prices much lower than the manufacturers'.



Send for our catalogue.

Foster, Stevens & Co.,

Grand Rapids.

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

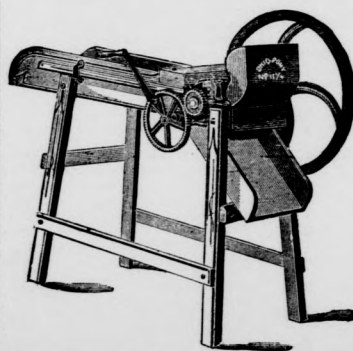
Fig. 783. No. 11½.

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.

**For Every Failure under the Sun
There's a Reason or There's None.**
Written for the TRADESMAN.

In accounting for success or failure in any business it is necessary to note every cause that affects the result, either nearby or remotely. Among the many who fail to score a success in mercantile enterprises a large number evidently enter the field poorly equipped for the work. Not a few are drawn thereto by a glamour of the imagination that hides reasonable probabilities and reveals only remote possibilities. The history of most failures among country dealers shows so little difference in essential features that, in describing the career of any unsuccessful one, the story of all is told.

We begin by saying that he was brought up on a farm by a father who was not a practical farmer, but who owned a goodly number of acres bought cheaply in early times and, aided by legacies, had added to them several eighties, besides building a large residence with modern improvements. His boys grew up and married, but only one of them stuck to the soil. The rest went out into the world to shift for themselves except one who believed himself possessed of a commercial faculty that he hoped would "lead on to fortune." He began in a small way, speculating in such products as a limited capital allowed, and learning just enough by a few profitable bargains to convince himself that the increments of commerce were easier of attainment than those of agriculture. Large ventures, assisted by paternal capital, seemed to confirm this belief, and so he entered the field as a buyer and seller of produce in carlots. As with many other incipient speculators, the excitement of dealing by wholesale enlarged his mercantile ambition and stimulated to greater enterprises. He naturally acquired some knowledge of the forms and usages governing wholesale distribution and, though now acting for other parties on commission, like the fly on the carriage wheel felt sure that he was making business move in the right direction.

About this time he became impressed with the idea of establishing a retail store, thinking it would work in profitably with a general produce business. He accordingly rented a vacant building in a small village where three stores had been already established, and which were supplying fully every demand of the public. A limited knowledge of business forms, aided by the suggestions of salesmen, enabled him to put in a miscellaneous stock of goods and hopefully bid for a share of custom. Things went on smoothly for a time, since "a new broom sweeps clean," and purchasers gravitate naturally to new enterprises. The poorer class of customers whose credit had grown stale on the books of his competitors began putting small sums of cash and produce in his till, as nest eggs to hatch out birds of favorable omen in the shape of bills receivable, though not necessarily payable.

Why did he fail? In the first place he was no judge of the stock in which he dealt. Its selection therefore was left either to the young clerk engaged at a low salary, or trusted to the salesman, who worked every opportunity of legitimate advantage for his house. In the second place he was more intent on making lively sales than on turning such stock into cash at a profit. Much of his time was spent in outside business, leaving important details at the store in

the hands of a clerk uninstructed as to credits and supplies. The latter were obtained irregularly, without system and without consideration for the wants of the trade.

Then he had no fixed method of keeping accounts. As volunteer assistants were often left in temporary charge, there were many chances for error and waste—in fact, the store was practically in the hands of irresponsible persons a great part of the time. The clerk, though young, was a fairly good salesman, and would have proved valuable as a helper to one who gave his business close attention, but he could not be trusted with full management. Meantime, our bold merchant acted as though his retail department was but an annex to his larger outside business and so gave it less and less of his attention. To this was added the fact that the dull routine of small trade was decidedly distasteful to him, and he also possessed a keen love for athletic recreation. Baseball kept his mind occupied in the season devoted to such sport, as he was active manager of a local team; besides, he attended many games away from home. The inevitable result began to be manifest within a year. Bills accumulated, while stock decreased; and while stock accumulated spasmodically, overdue accounts of customers and bills from jobbers increased, until, in less than two years, all he had to show for the capital invested were a long list of claims against poor debtors, a file of unpaid invoices and a remnant of deteriorated stock which his assignee vainly hoped would satisfy the most pressing demands of creditors, leaving the balance to be placed in the columns of profit and loss representing the undivided assets of a bankrupt concern.

Possibly but few failures of country dealers present such hopeless features as the case cited. To some young commercial adventurers cut short in their first career the lessons taught by experience have proved of the greatest possible use, for, profiting by them, they have afterward developed into conservative and prosperous business men. From them also have been recruited armies of expert traveling salesmen, showing that one unsuccessful venture need not prove a life failure.

There are, also, many dealers who failed as money makers, and were obliged to sell out at a moderate loss of capital. When fortune comes to such as these, in after years in other occupations, they still may reflect with some satisfaction on their brief mercantile experience, adapting their remembrance to the spirit of the old refrain—

"Tis better to have loved and lost
Than never to have loved at all."

PETER C. MEEK.

The Why.

Hanford—"Well, all that I have to say is that, as far as I am concerned, I'd much rather have inherited money than any other kind."

Bloomer—"Inherited money? Why do you prefer that kind?"

Hanford—"Because you don't have to work for it."

The new ordinance which has recently been enacted in New York raises the street-peddler's license fee from \$5 to \$15, and allows a peddler to stay but half an hour on a single block, instead of indefinitely; it requires him to leave a ten-foot interval between his push cart and his neighbor, instead of making an impenetrable barrier; it prevents him from standing within twenty-five feet of a corner, and it prohibits him from standing in front of any building the owner of which objects.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Flow.....	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 80
Wire nails, base.....	1 90
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	95
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3/4 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10 10 5
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 1/2¢ per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yokes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30¢ list
Blacksmith's Solid Cast Steel Hand 30¢ list 40&10.....	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
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
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 25
Barbed Fence, painted.....	1 90
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/2.....	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 00
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

**MIXED RAGS,
RUBBER BOOTS AND SHOES,
OLD IRON AND METALS.**

Drop them a postal "Any Old Thing." for offer on...

Every Dollar

Invested in Tradesman Company's **COUPON BOOKS** will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

Tradesman Company,
GRAND RAPIDS.

The Grocery Market.

Sugar—No change in quotations has occurred during the past week and the market is utterly without feature, except for the movement of New Orleans grades. A decline in the value of hard sugars is expected, because quotations are at present out of proportion to the soft, but the action taken will depend upon the position of raw sugars.

Teas—After the holidays are out of the way, a generally good trade, with firmly held prices, is expected. Prices have made no advance during the past week, but the grades are steadily depreciating, a price now being asked for a grade of tea that would have brought much less a few weeks ago. Cables received from China and Japan corroborate the shortage reports and also state that teas are selling here relatively lower than in their own country. There is at present no speculation in tea, but there may be somewhat later.

Dried Fruits—There is a good demand for the lower grades of peaches, which are in very limited supply. Prices all along the line are well maintained. The spring will probably bring a good trade for peaches, and, possibly, higher prices. Prunes are holding their own very well, but the demand is not very heavy. Prices are unchanged. The demand for cleaned currants is very fair. The price is unchanged. Raisins are selling better all along the line, with the market very strong on all grades.

Rice—Advices from the South indicate a demand of goodly proportions, so far as Carolina is concerned, but sluggish conditions in New Orleans. Foreign styles are moving with nearly former activity, and a considerable percentage of the business doing with the South and some points in the extreme Southwest. Advices from abroad note generally firm markets. No appreciable difference of values need be expected, however, before the spring months, as stocks in English and German centers are light, and decreasing rapidly by reason of large demands made upon same from the United States and Italy.

Molasses—Fine goods are selling at good prices and will probably continue to do so as long as the season lasts. There are large quantities of poor molasses and compounds on the market, and these are selling at almost any price. The outlook is that really good molasses will bring high prices during the cooler season.

Provisions—In the provision trade there has been lacking any special degree of activity, either in shipping or speculative operations, and prices of leading articles are somewhat lower than a week ago. The export clearances of product for the week were of a fair volume, but not large, the total falling short of corresponding time last year. While the trade is not especially active, and the offerings of product are fairly liberal, there is manifestly a prevailing feeling that prices are not likely to give way much from the present basis.

Completeness of the Local Arrangements.

Detroit, Dec. 15—John McLean, Chairman of the Program and Banquet Committee of the Knights of the Grip, reports that the program is nearly completed and will be in print this week.

The banquet will be served at the Light Infantry Armory Hall on East Congress street on the evening of December 29 at 7:30 o'clock by Caterer E. R. Warner and will be an elaborate and enjoyable spread. The responses will be made entirely by members of the Association and their employers, inter-

spered with several choice vocal selections. Music will be furnished by Schremers' orchestra, and the Committee hopes that its efforts will be satisfactory to all the guests. A ball will be given on the evening of the 30th at Strassburg's dancing academy to holders of coupon tickets which admit to banquet and ball, the ball being under the management of Chairman W. H. Baier, of the Ball Committee. The invitations, giving hotel accommodations and rates and other information, have already been mailed and advices from the various Posts of the State indicate a large attendance, as much interest is taken in the election of officers for 1897. The business meeting will be held in the council chamber of the city hall.

John R. Wood, chairman of the Hotel and Railroad Committee, has issued a circular, announcing the program and hotel arrangements as follows:

TUESDAY.

8 to 12, Reception Committee meets all trains.
12 to 2, Dinner.
2 to 6, Business meeting.
7:30 to 11, Banquet.

WEDNESDAY.

8:30 to 11, Business meeting.
11 to 12, Parade.
12 to 2, Dinner.
2 to 6, Business meeting, concluding with election of officers.
8:30, Ball at Strassburg's Hall.

HOTEL ARRANGEMENTS.

Russell House, \$2.50@4.
Hotel Cadillac, \$2.50@4.
Hotel Ste. Claire, \$2.50@3.50.
Wayne Hotel, \$2@3.50.
Hotel Normandie, \$2@2.50.
Griswold House, \$2.
The special \$2.50 rate at Russell House and Cadillac is for two persons to a bed.

Hotels will charge the above rates, graded according to room, and make no charge for one lady accompanying member. Lady occupying room alone will be charged half the regular rate.

The Produce Market.

Apples—The market is without particular change. Transactions are small.
Beans—Handlers pay 40@50c for country picked, holding city picked at 60@70c. The demand is fair but the market is featureless.

Butter—Receipts are small and prices are gradually moving to a higher level. Fancy dairy now brings 13c and factory creamery is strong at 20c.

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

Celery—12@15c per bunch.

Cheese—The consumption of cheese at this season is very light, which is probably due to the consumption during the fall and winter of soft-made cheese. Nearly all of the foreign soft-made cheese is now imitated here very successfully and the consumption of these goods has increased year after year and has had a decided effect on the sale of the regular factory cheese. The outlook for cheese is hard to predict, but the general opinion is that the conditions are pretty favorable.

Cider—\$4 per bbl., including bbl.
Cranberries—Dealers hold Cape Cods at \$2@2.25 per bu. and \$6@6.50 per bbl.

Eggs—Strictly fresh candled stock commands 20c. Canded cold storage brings 16c, while candled pickled stock is in fair demand at 15c. Supplies of fresh are not equal to the demand.

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

Honey—Scarce and higher, white clover having been marked up to 13c, while dark buckwheat now fetches 11c.

Nuts—Ohio Hickory \$1.50 per bu.

Onions—Spanish are in fair demand, commanding \$1.25 per bu. crate. Home grown are in fairly good demand at 35@40c for first class stock.

Potatoes—Without quotable change.
Squash—Hubbard is stronger, bringing \$1.25 per 100 lbs.

Sweet Potatoes—The market is about the same, Baltimore and Virginia stock commanding \$1.50 per bbl., while genuine Jerseys, kiln-dried, bring \$2.50.

The Bishop and the Baby.

A poor little pale-faced baby,
Lost and hungry and cold,
With the chill wind pinching her tear-wet cheeks
And ruffling her bright hair's gold.

For just when the busy people
Were a-tying here and yon,
Buying their gifts for the Christmas tree,
Her mother was suddenly gone.

She did not cry, poor midget,
But li-tled pitiful eyes
At the crowds of careless strangers,
At the gray indifferent skies.

Jostled and pushed and frightened,
A tiny waif of the street,
With the wintry darkness falling,
And the snow-flakes gathering fleet.

She was seen by a great kind giant;
With swinging stride he came:
Even then the angels in heaven
Wrote sa-lut before his name.

From the height of his splendid stature
He stooped to the little maid,
Lifted her up in tender arms,
And bade her not be afraid.

Against his broad breast nestled,
She clung like a soft spring flower
That a breeze had caught and carried
To a strong and sheltering tower.

In his thick warm cloak he wrapped her,
The little shivering child.
"I'll find your mother, baby,"
The bishop said, and smiled.

That smile, like a flash of the sun—
'Tis but a memory dim,
For the years are hastening onward,
And we are mourning him.

The cold white snows are drifting
Where-to-day he lies asl-e-p;
After his life's long warfare
The soldier's rest is deep.

But of dear things said about him,
Of victories that he won,
No sweeter tale is told than this
Of his grace to a little one.

MARGARET E. SANGSTER.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Dec. 15, Vice-President Dyk presided.

The question of getting the city millers to place the sale of flour on the rebate plan was discussed at considerable length, culminating in the adoption of a resolution calling for the appointment of a special committee to wait on the mills and ascertain if some such arrangement could not be consummated. The Chairman appointed as such committee E. D. Winchester, Thos. H. Hart and L. J. Witters.

Secretary Klap gave notice that he would spend four weeks during the months of February and March in calling on the grocers of the city, with a view to securing as many new applications for membership as possible and also in collecting the annual dues for 1897.

Considerable discussion followed as to the sum the Association should decide upon for the dues for next year. The matter was finally laid upon the table until the next meeting.

The question of closing on Christmas and New Years was then taken up for discussion, resulting in the adoption of a resolution, presented by L. O. Dahlem, requesting the members, and other grocers as well, to close their stores at 10 o'clock in the forenoon of both holidays.

There being no further business, the meeting adjourned.

It is not domestic trade that makes a community wealthy, but outside business that adds continually to the local stock of money.

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 carry everybody to your sign, but THE MICHIGAN TRADESMAN can carry your sign to everybody.

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.

NEW HOUSE, SPLENDID LOCATION AND rent-d to desirable tenant. Will trade for stock of goods in any live town of 2,000 or over. Address Lock Box 27, Lowell, Mich. 158

RUBBER STAMPS AND RUBBER TYPE. Will J. Welser, Muskegon, Mich. 160

A GOOD BUILDING AND BUSINESS FOR sale (meat market and groceries) in the best fruit and farming country in Michigan. The building is 20x40, with good living rooms above. Frary & Lewis, Lisbon, Mich. 161

WANTED—TO BUY STOCK OF GENERAL merchandise; prefer same located within a range of twenty-five miles from Grand Rapids. Will pay cash and good real estate for same. Address C. A. care Michigan Tradesman. 167

FOR SALE—STORE BUILDING, GENERAL stock and fixtures, located on country cross roads, surrounded by good farming country. Will sell cheap. Address No. 155, care Michigan Tradesman. 165

TO EXCHANGE—BEST 160 ACRES HEAVY hardwood timber land in Michigan, also 300 acres farming land to exchange for goods. It is perfect. Will pay money difference if necessary. Address No. 147, care Michigan Tradesman. 167

WANTED—STOCK OF GROCERIES OR crockery in exchange for Bay City property; any difference paid in cash. Address Box 33, Byron, Mich. 169

DRUG STOCK FOR SALE—THE BEST located suburban store in Kalamazoo, Michigan. Stock is clean; rent low. Address Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 174

FOR SALE AT A BARGAIN THE WATSON'S drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 176

FOR SALE—IMPROVED 80 ACRE FARM IN Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Muskegon. 170

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 173

MISCELLANEOUS.

WANTED—POSITION AS TRAVELING salesman by man of twenty years' experience. Best of references. E. H. Poole, 475 Madison Avenue, Grand Rapids. 159

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

SITUATION WANTED—ANY CORPORATION or manufacturing company desiring the services of a strictly first-class, all-round office man, one who can market 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

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

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 161

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 169

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A good brick building, admirably adapted to the furniture business. Location first-class in a city of 100,000. An excellent opportunity for a wide-awake man. For particulars, address

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SOAP

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Order early and be in the push.

Chocolate Nunkeys,
Chocolate Montevideoes,
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Chocolate Nougat,
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Chocolate Sour Lemon,
Chocolate Marshmallow,
Chocolate Angelique,
Chocolate Almonds,
Chocolate Filberts,
Chocolate Pecans,
Chocolate Walnuts,

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

Also a full line of Confections in all its branches.

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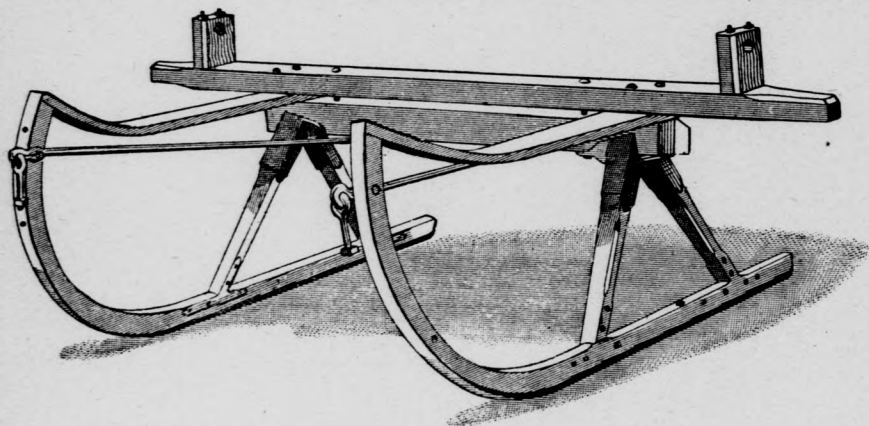
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