

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 23, 1896.

Number 692



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

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

## Every Dollar

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

TRADESMAN COMPANY, Grand Rapids

## 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.

## NOTICE TO HOOPMAKERS

CASH PAID for round and racked hoops at shipping stations on D. L. & N., C. & W. M., G. R. & 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 Widdicombe Bldg., Grand Rapids, Mich.

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

## Weatherly & Pulte,

99 Pearl St.,  
GRAND RAPIDS.

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

Pumps and Well Supplies.  
Hot Air Furnaces.

Best equipped and largest concern in the State.

**FOR 1897**

Our celebrated  
**Thin Butter Crackers**  
will be trade winners for the merchants who know them.

Christenson Baking Co.,  
Grand Rapids.

Parisian Flour

**Parisian Flour**  
**Lemon & Wheeler Company,**  
SOLE AGENTS.

**Parisian Flour**

Parisian Flour

## NEVER BEFORE

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

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

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

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

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

BUY NOW WHILE SELECTION IS GOOD AT

**P. STEKETEE & SONS.**

## 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.

## ROOFS AND FLOORS OF TRINIDAD PITCH LAKE ASPHALT

Write for estimates and full information to

**Warren Chemical & Manufacturing Co.,**

81 Fulton St., New York, 94 Moffat Bld'g, Detroit.

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

## IN OUR 24 YEARS

How much you have lost by not sending orders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

## DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

**H. M. REYNOLDS & SON,**

PRACTICAL ROOFERS, GRAND RAPIDS, MICH.

ESTABLISHED 1868.

## Voigt, Herpolsheimer & Co.



Wholesale  
Dry Goods,

Grand Rapids, Mich.

# The Lamb Glove and Mitten Co.

PERRY, MICH., U. S. A.

MANUFACTURERS OF

## HIGH GRADE GLOVES AND MITTENS

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

This Company controls a large number of the latest and best inventions of Mr. I. W. LAMB, the original inventor of the Lamb Knitting Machine, and all our goods are made under his personal supervision.

Merchants will consult their own interests by examining these goods before placing their orders.

JESS

PLUG AND FINE CUT

## TOBACCO

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

MUSSELMAN GROCER CO.,  
GRAND RAPIDS, MICH.

JESS

JESS

C. H. AVERY.

L. J. TEDMAN.

AVERY & TEDMAN,

DEALERS IN

MANUFACTURERS OF  
Flour and Feed

GENERAL MERCHANDISE.

BUYERS OF ALL  
Farm Produce.

Summit City, Mich. Dec. 5, 1895.

Tradesman Company,

Grand Rapids,

Gentlemen--Enclosed herewith find check for last shipment of coupon books, which reached us promptly.

Allow us to say that the coupon book system has become indispensable to us, as it enables us to hold our credit customers down to a cash basis. We think the books are simply immense and cannot recommend them too strongly.

Yours truly,

L. J. Tedman



A  
PURE  
MALT  
SUBSTITUTE  
FOR  
COFFEE

MANUFACTURED BY

KNEIPP MALT FOOD CO.

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

### "HOW TO MAKE MONEY"

### Sell "Old Country Soap"

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

### DOLL SOAP

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

Manufactured only by

ALLEN B. WRISLEY CO.,  
CHICAGO.

## Simple Account File

Simplest and Most Economical  
Method of Keeping Petit  
Accounts.

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

## TRADESMAN COMPANY,

Grand Rapids.

## "Not Worth His Salt."

The dealer who sells  
DIAMOND CRYSTAL  
SALT never gets such a  
reputation.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

## Travelers' Time Tables.

### CHICAGO and West Michigan R'y

Sept. 7, 1896

#### Going to Chicago.

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

#### Returning from Chicago.

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

#### Muskegon via Waverly.

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

#### Manistee, Traverse City and Petoskey.

Lv. G'd Rapids.....7:20am 5:30pm  
Ar. Manistee.....12:05pm 10:25pm

Ar. Traverse City.....12:40pm 11:10pm  
Ar. Charlevoix.....5:15pm

Ar. Petoskey.....4:55pm  
Trains arrive from north at 1:00p.m. and 9:50 p.m.

#### PARLOR AND SLEEPING CARS.

Chicago. Parlor cars on afternoon trains and sleepers on night trains.

North. Parlor car for Traverse City leaves Grand Rapids 7:30am.

+Every day. Others week days only.

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

June 28, 1896

#### Going to Detroit.

Lv. Grand Rapids.....7:00am 1:30pm 5:45pm  
Ar. Detroit.....11:40am 5:40pm 10:10pm

#### Returning from Detroit.

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

#### Saginaw, Alma and St. Louis.

Lv. G R 7:00am 4:20pm Ar. G R 11:55am 9:15pm

#### To and from Lowell.

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

#### THROUGH CAR SERVICE.

Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.

GEO. DELLAVEN, General Pass. Agent.

### GRAND Trunk Railway System

Detroit and Milwaukee Div.

#### Eastward.

+No. 14 +No. 18 +No. 18 +No. 22  
Lv. G'd Rapids. 6:45am 10:10am 3:30pm 10:45pm

Ar. Ionia.....7:40am 11:17am 4:34pm 12:30am

Ar. St. Johns.....8:25am 12:10pm 5:23pm 1:57am

Ar. Owosso.....9:00am 1:10pm 6:03pm 3:25pm

Ar. E. Saginaw 10:50am.....8:00pm 6:40am

Ar. W. Bay C'y 11:30am.....8:35pm 7:15am

Ar. Flint.....10:05am.....7:05pm 5:40am

Ar. Pt. Huron. 12:05pm.....9:50pm 7:30pm

Ar. Pontiac.....10:53am 2:57pm 8:25pm 6:10am

Ar. Detroit.....11:50am 3:55pm 9:25pm 8:05am

#### Westward.

For G'd Haven and Intermediate Pts.... 7:00am

For G'd Haven and Intermediate Pts.... 12:53pm

For G'd Haven and Intermediate Pts.... 5:12pm

+Daily except Sunday. \*Daily. Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:05a.m., 3:22p.m., 10:15p.m.

Eastward--No. 14 has Wagner parlor car. No. 18 parlor car. Westward--No. 11 parlor car. No. 15 Wagner parlor car.

E. H. HUGHES, A. G. P. & T. A., Chicago.

BEN. FLETCHER, Trav. Pass. Agt.,

JAS. CAMPBELL, City Pass. Agent,

No. 23 Monroe St.

### GRAND Rapids & Indiana Railroad

Sept. 27, 1896.

#### Northern Div.

Trav. C'y, Petoskey & Mack... 7:45am + 5:15pm

Trav. C'y, Petoskey & Mack... 2:15pm + 6:30am

Cadillac..... 5:25pm + 11:10am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.

Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

#### Southern Div.

Cincinnati..... 7:10am + 8:25pm

Ft. Wayne..... 2:00pm + 1:55pm

Cincinnati..... 7:00pm + 7:25am

7:10a.m. train has parlor car to Cincinnati.

7:00p.m. train has sleeping car to Cincinnati.

#### Muskegon Trains.

GOING WEST.  
Lv. G'd Rapids..... 7:35am + 1:00pm + 5:40pm

Ar. Muskegon..... 9:00am 2:10pm 7:05pm

#### GOING EAST.

Lv. Muskegon..... 7:10am + 11:45am + 4:00pm

Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm

+Except Sunday. \*Daily.

A. ALMQUIST, C. L. LOCKWOOD,

Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

## Every Merchant

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

TRADESMAN COMPANY, Grand Rapids

# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 23, 1896.

Number 692

## Commercial Credit Co., (Limited)

ESTABLISHED 1886.

### Reports and Collections.

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

**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."

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.

## MICHAEL KOLB & SON,

Established nearly one-half a century.

### Wholesale Clothing Mfrs,

Rochester, N. Y.

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

## CITIZENS TELEPHONE COMPANY

89-91 CAMPAU ST.

### State Line Connections

are furnished by this company to over  
sixty towns, among which are the fol-  
lowing lines:

Muskegon, Berlin, Conklin, Ravenna  
and Monticello, by full co. per metall c.  
Holland, Vriesland, Zeeland, Hudson-  
ville and Jenisonville by copper wire.  
Allegan, South Haven, Saugatuck,  
Ganges.

Lansing, Grand Ledge, Lake Odessa,  
H stinks.  
Ionia, Saranac, Lowell, Ada, Cascade,  
St. Louis, St. Johns, Alma, Ithaca, etc.

Good Service at Reasonable Rates.

### GENERAL TRADE SITUATION.

Aside from the retail holiday trade,  
which has been large, the general con-  
ditions have been those of readjustment  
and preparation for future business.  
The changes caused by the breaking up  
of the iron combinations and the de-  
cline in hides and some other lines have  
caused an average lowering of values.  
As far as iron is concerned, however,  
the change is to reduce the prices to the  
natural market basis, at which business  
will be possible. These changes are  
considered of the utmost importance in  
the preparation for future business.  
The resumption of operations in fac-  
tories and the additions to force still con-  
tinue in many instances. The prepara-  
tions for increasing business are es-  
pecially active with some of the largest  
iron-producing concerns, like Carnegie.

The speculative stock situation has  
not been as favorable, on account of  
disquieting suggestions of a warlike  
character in Cuban affairs. In the East  
the financial situation continues easy,  
with plenty of money, but in the West  
sensations have been caused by the fail-  
ure of several large banks in Chicago  
and St. Paul. The first of these, in  
Chicago, are not significant as to the  
financial condition, for the reason that  
the cause of the failure—the misman-  
agement of the credits—had been sub-  
jects of criticism by the Comptroller  
for a year or more. In the St. Paul  
failure of a state bank with \$2,000,000  
capital local difficulties in realizing on  
assets seem to have been the principal  
factor.

The iron market shows an average  
decline on account of the reduction of  
combination prices. Steel rails were  
reduced \$3 per ton and billets \$3.25.  
There has also been a slight decline in  
gray forge and Bessemer at Pittsburg  
and the Southern quotations are a trifle  
lower. On the new bases every pros-  
pect is good for rapidly increasing de-  
mand.

Wheat has advanced again slightly  
since the last issue of the Tradesman  
and is holding its own with little pros-  
pect of material change until after the  
holiday dullness.

Cotton is lower and is moving rapidly,  
both in domestic markets and for ex-  
port, but the improvement in the de-  
mand for finished products is still very  
slow. The activity in wool has declined  
materially, with a lower tendency in  
price. Woolen goods trade is inactive,  
on account of the holiday season.

Hides have declined further in price  
and factories report orders pretty well  
completed. Demand has been checked  
by the fear that the decline in hides will  
mean a cut in shoes.

Bank clearings have increased slightly  
—2 per cent. over those of last week.  
Failures—359—were 22 less than for  
preceding week.

### The Holiday Window.

The time in all the year when the  
store window is especially an object of  
interest is the holiday season. At this  
time the utmost of effort in the way of  
preparing the exhibits is put forth by  
the dealer, and the public abandons it-

self to window gazing to an extent  
which not many years ago would have  
been considered decidedly countrified,  
to say the least. Indeed, the general  
value of the store window has been  
greatly increased during recent years  
on account of the doing away with the  
prejudice which characterized the look-  
ing into shop windows as an indication  
of plebeianism. There are now none too  
aristocratic to forego this pleasure, at  
least during the reign of St. Nicholas.

From year to year the elaboration of  
the holiday window has steadily  
progressed until it would seem that lit-  
tle more could be done to increase the  
interest. A great impetus was given it  
during the World's Fair year in the in-  
creased use of the electric light, not  
only for illumination, but for decora-  
tive purposes, to which it is especially  
adapted. The luminous bulb has a  
beauty not possessed by the open gas  
jet and its mobility and absolute safety  
enable its use in every imaginable local-  
ity and combination. It may be em-  
ployed within the window for the purpose  
of illuminating the fabrics and general  
display, or it may be placed to utilize  
the beauty of transparency, or for decora-  
tive figures and designs, even ex-  
tending outside to the street front, or  
across the walk. A notable example of  
the latter use is found at the front  
of Voigt-Herpolsheimer's on Monroe  
street, where the pedestrian passes  
through an illumination which would  
cast Aladdin's exhibits into the shade.  
The electric lamp is peculiarly a factor  
in the holiday time, for the reason that  
it comes when artificial illumination is  
necessary for the greatest length of  
time.

The windows on the principal city  
streets present such an exhibition as  
has never before been witnessed, in all  
the trading centers of the country, for  
the reason indicated—that the art of  
window display is rapidly progressive.  
The result in the attraction of observa-  
tion is all that could be desired. At  
most hours of the day, and particularly  
at evening, crowds of people are pass-  
ing simply for the purpose of looking  
at the exhibits, much as they would do  
in the corridors of a fair. Indeed, a  
fair exhibition which should transcend  
that to be seen on our streets at this  
time would be a magnificent one, and  
the fact that it is free does not seem to  
detract from public interest.

But of course this is not the ultimate  
object of all this display. The admira-  
tion for the visions of beauty evinced  
by the passing crowd is of little value  
if the dealer fail to bring the identity  
of his particular house to their minds,  
or, better, to induce his fair propor-  
tion to come in and purchase. There  
are too many exhibitions which fail in  
individuality, or which suffer from the  
proximity of similar ones. The win-  
dows of two adjoining shoe stores on  
Monroe street, in which an elaborate  
mirror effect is the feature, serve for  
illustration. These are so much alike  
that, to the average observer, they  
would be taken as belonging to a double  
store, which certainly is not a desirable  
result for either.

### The World's Industrial Revival.

Written for the TRADESMAN.

The English industrial magazines are  
laying material stress on the assump-  
tion that the world is just now ready for  
a general industrial revival. The one  
thing which seemed to have been lack-  
ing to complete its preparation was the  
adverse condition in this country. The  
revival in England has been in progress  
a year or more, and in Germany it has  
been even longer.

For many years past, until the stop-  
page of investments by the Baring fail-  
ure and other crises, the English people  
were pouring out their money like water  
through a sieve in the purchase of rail-  
road and other industrial bonds destined  
to suffer from insolvent liquidation. In-  
deed, the wonder has been that they  
were so gullible as to continue the easy  
prey of the promoter and bond seller so  
long after seeing their fellows fall  
all about them. It was not on the United  
States alone that the injudicious in-  
vestor was lavishing his wealth. South  
America and Australia came in for their  
share and other localities were not far  
behind. But the great lesson to the  
English investor came with the Baring  
collapse, involving the South American  
securities in 1890, supplemented by the  
Australian break-up in 1893.

The result has been that securities  
other than first-class Government or  
municipal bonds have found a cold re-  
ception regardless of merit. Thus there  
has been a congestion of capital, espe-  
cially during the past four or five years,  
which is just now getting confidence  
sufficient to bring it again into indus-  
trial use, it is to be hoped on a more  
careful and secure basis. The promise  
of demand is especially favorable in  
Central and South America, Japan,  
China, Australia, India and Russia. It  
is predicted that this will keep the in-  
dustrial world busy for several years to  
come.

W. N. F.

A Buffalo correspondent writes: Jacob  
Heering, manager of the Pleasant Val-  
ley Creamery, East Saugatuck, Mich.,  
is here trying to get a settlement from  
Schurtze & Co., of Perry street. This  
is one of the firms who spend a good  
deal of money for advertising and  
postage stamps and give a long list of  
references to deceive shippers—but why  
is it that these shippers don't make the  
inquiries before shipping out their  
goods? Surely we have plenty of good  
responsible commission merchants in  
Buffalo! Mr. Heering says he will  
spare no time in enlightening shippers  
of his State regarding his transaction  
with the aforesaid firm.

Chas. H. Berkey has undertaken to  
merge the Automatic Cycle Seat Co. in-  
to a corporation, with a capital stock  
of \$5,000. It is understood that Lucius  
E. Torrey will have the active manage-  
ment of the business.

At a special meeting of the Grand  
Rapids Retail Grocers' Association,  
held Monday evening, it was decided to  
close the grocery stores all day Christ-  
mas and at 10 o'clock New Year's  
morning.

Save Trouble  
Save Losses  
Save Dollars

Tradesman Coupons

## Bicycles

### Some of the Improvements Noted on New Wheels.

A noteworthy improvement in many of the coming wheels is the use of flush joints in the place of gaspipe or thimble joints. A few makes have had this point of superiority in the past, and the improvement in the appearance of the bicycle is so great that it will not be surprising if it is widely adopted. It has been said heretofore that with flush joints it was not possible to make the brazings perfect, and that, therefore, such joints would be a weak point in the machine. This difficulty seems to have been overcome, however, and flush joints will be the rule hereafter on a number of the first-class machines. One has only to compare a bicycle with flush joints with one of the same make having the old style of connections to see the superiority of the new arrangement.

\* \* \*

In tires the only improvement of note that is promised consists in the roughening of the tread, which is believed to afford a better hold when the rider goes on slippery places, and is less liable to allow his bicycle to slide out from under him with more or less embarrassing results. This is not a new idea. Corrugated tires have been used on some types of bicycles for several years, and the departure from a perfectly smooth outside surface has been gradually growing in favor. Two or three makes of tires were provided with corrugated or basket-work treads this year, and the coming year will see still greater advances in this direction. One tire-making company has given up smooth tires altogether and will put on the market a tire with an embossed surface. Another well-known concern, not wishing to make a radical departure, provides a corrugated band which can be cemented fast to any tire having a smooth outside. The additional weight of the bands is said to be so little as scarcely to be taken into account by the ordinary rider. This recalls the so-called "puncture-proof" bands that were offered to bicyclists two or three years ago, but failed to attain any degree of popularity.

\* \* \*

No progress, seemingly, has been made in the production of unpuncturable tires. Two or three such are offered for sale, but on experiment they do not give entire satisfaction. The trouble lies in their lack of elasticity, a quality that can be secured only by the proper combination of rubber and fabric, without the addition of any other substance. Even with well-made rubber tires, of kinds that are largely used and popular, it is found that there is considerable difference in the effect produced on the rider by a long trip. With conditions as nearly alike as may be, it has been the experience in some cases that the saddle is felt more on one variety of tire than on another. The only difference that can be suggested is the difference in the resiliency of the tires and the amount of vibration they take up.

\* \* \*

There will always be fantastic ideas among wheelmen, but the fact that one man has successfully experimented with a notion of his own devising is no proof that another should try the same thing. One of the most fantastic is that of the man who does away with a tool-bag by carrying his necessary tools inside the frame of his wheel by taking out his

seatpost and dropping them into the aperture thus obtained, first placing the articles he wishes to take in a long, narrow bag. Ninety-nine people out of 100 would consider it far more troublesome to do this than to carry a tool-bag in the ordinary way. In the first place, it is not always easy to remove the seatpost when it is a tight fit, and, besides, most riders do not like to make a change in it when it is once set at just the right place. Moreover it is impossible to loosen it without a wrench, and on the plan described it becomes necessary always to carry a wrench in the pocket. That is a nuisance in more ways than one. When a rider carries a pump, cement, plugs, and other things needed in repairing, inside the frame of his bicycle he seems to be taking a large amount of trouble to accomplish an end much more easily attainable, for there is no rational ground for objecting to a tool-bag attached by straps in the usual way.

### Not Likely to Be Guilty.

Among the advice given to employees is, "Don't be too familiar with customers." This, it will be found as a general rule, means, "Customers may not like to have you consider yourself their equal." Unfortunately there are and doubtless always will be a class of people who consider themselves superior to their fellow mortals. It may be because of greater wealth, fancied better educational advantages, etc.; or possibly it may be for only the first reason. At any rate, it is more than likely to be without any other backing than a better filled wallet (acquired possibly through trickery and scheming which the aforesaid clerks would scorn to enter into), which they think entitles them to the same amount of veneration as heathen nations accord their idols. No clerk who is composed of the material from which gentlemen or ladies are formed would for a moment think of becoming too familiar with a patron. Indeed, one so deficient in perception as to be guilty of such rudeness is not a fit subject for such a business as clerking, which requires superior perceptive faculties, tact, courtesy, etc. A clerk is just as likely to be able to detect a snob as any other species of the human race, and is not at all likely to submit to insult to further conversational abilities.

### A Few Don'ts.

Don't use time which properly belongs to an employer to do your own work. It is about equal to cribbing from the till.

Don't try to make customers believe that they don't know what they want.

Don't wait to see if every other clerk won't rush to wait on a customer. Just hustle up for yourself, and you will then have a clear conscience.

Don't imagine that, if you were to "leave," the business would go to the demnition bow-wows. The head of the house might think otherwise.

Don't do inferior work. It is not honest.

Don't spend all your salary. Save something, if it is only ten cents a week.

Don't "chin" store secrets with anybody you shouldn't. In this way you will leave no opening for competitors to get in a wedge.

Don't argue with customers. It is decidedly more sensible to agree with them unless actually necessary to do otherwise.

Don't be afraid of being behind time occasionally at a meal in order to make a sale. You will eat with a better relish when you do sit down.

A cent spent in answering an advertisement is frequently an investment which leads to ten thousand fold results.

If people want to run down their neighbors without being accused of slander, let them ride on bicycles.

### The Desirability of Correct Self-Measurement.

To take an accurate measurement of one's self is an easy matter, when it means nothing more than the distance between the sole of the foot and the crown of the head. We may be six feet or less—a grenadier or a dwarf—but be the decision of the tape what it may, it is not to be reversed by any vanity or ambition of our own. What Nature has decided we cannot change. It is, however, a fact that conceit on the one side can make the shorter leg the longer, and too much of the opposite quality make the longer man the shorter of the two. We have all met the man who is larger than he looks, and the other gentleman who is smaller than he thinks himself to be. It is not a matter of much concern so far as feet and inches go. The mouse may pose as a lion and the monarch of quadrupeds be as modest and retiring as a lamb, but when we begin to estimate on abilities on such a basis, we are apt to get mixed up in our standards and arithmetic. There is a good deal, however, of this mixing being done. The man who thinks too highly of his imperial personality and the man who errs in the opposite direction are both to be found in pants and boots. In either case the mistake is a bad one, and, as a result, we have big tin dollars passing as currency and some genuine gold pieces consigned to the obscurity of a napkin. Merit squats on a three-legged stool and pretension occupies an upholstered chair. The man who could run a business is packing boxes and the person who ought to be sweeping out a store is presiding over its business. Men who ought to sit in legislative halls are pushing a broom or driving a mule in the street department and the gentleman with more collar than brains and with less statesmanship than a cigar is drawing a salary for making bad laws. In social circles the same reversal of values is often observable, and even in the temple of God the purest of men may be in the back seat and others in strong need of moral sanitation adorn the highest seat in the synagogue. In either case and in all, conceit on one side and undervaluation on the other are equally a misfortune as well as a mistake. The man who is on his knees before himself is, of course, the more numerous, but the other, if not often to be found, represents enough of lost value to society and himself to aggravate a situation in which a beggar rides the horse and a prince cleans the stable. It is true that the best men in the world, as a rule, think the least of themselves, and that

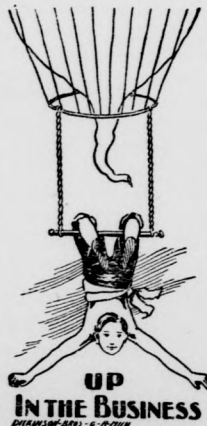
humbleness of this kind is as inseparable from a truly noble character as is brightness from a diamond, but that in no sense justifies self-obliteration or a false estimate of personal worth or ability. A Peter may catch fish in the Lake of Galilee and a Burns guide a plough in the clay of Caledonia, and neither misses his mission, the one as an Apostle and the other as a Bard.

Lincoln split rails in Illinois and Livingstone plied the bobbins in a cotton factory, but the one did not decline a presidency or the other the fame of an explorer. In each instance these shining names on the roll of honor were as far from a false estimate of themselves as the zenith is from the nadir, but the candle was not kept under a bushel or the diamond locked up in a casket. It is true that among the profound and pathetic mysteries of human life, the philosophers may be breaking stones, statesmen sweeping streets, poets making shoes and philanthropists digging coal. Such, however, is the case, and so far as this world is concerned, it may always be so. Every flower is not in a button hole, or every diamond in a breastpin, and perhaps it is the gold that is never minted and the nobleness that is never put on the apex of a marble column that constitute the true wealth of the world. Be that as it may, it is better to be an undiscovered stone in Kimberly than a paste diamond in Brooklyn. The trouble with us nowadays is that the paste diamond is in the majority.

It may be fashionable to prate about the dynamics of ambition and talk about plenty of room at the top; but when we persuade a cranberry to believe itself a watermelon or a tin horn that it is a silver cornet, we are not exactly in line with what is the opposite of foolishness and delusion. We are of the opinion that there is no grade of ability, high or low, that is not susceptible of improvement and that reasonable aspirations in that direction are to be encouraged; but when the possessor of these virtues mistakes a gooseberry bush for a pine tree, he is apt to throw away his life in attempting impossibilities. Many a young man who is prospering in a small but well-managed business has mistaken himself for a Stewart and, going beyond his ability, has made a wreck of a coach and four, when he might have been prosperous and content in a one-horse shay. Self-measurement under such conditions might have saved many a business and many a man.

FRED WOODROW.

A solid fact is a hard thing to hit a liar with.



## ...Clipper Bicycles...

Are the offspring of a thoroughly equipped bicycle plant, a factory that has produced nothing but Bicycles for nearly a decade. They are made by EXPERIENCED experts in bicycle building. They are sold by practical riders, men who are **up in the business**, who have devoted the best part of their lives in studying the wants of bicycle riders; men who have given this branch of a great industry their undivided time and best energies for the past fifteen years. Is it not reasonable to conclude that "side issue" bicycle makers are beginning where the "Clipper people" left off years ago? Before deciding on your mount, THINK THIS OVER. You may save yourself some expense.

Pratt 229

MADE BY THE **GRAND RAPIDS CYCLE CO.**

## VANILLA.

## Some Facts Concerning Its Preparation and Sophistication.

Written for the TRADESMAN.

I suppose every one knows that the vanilla is a plant which belongs to the orchid family. That used for commercial purposes is artificially grown, a slip being attached-grafted, I presume, is the proper term—to the lower part of the trunk of a tree. The aerial roots spring out and attach themselves to the surrounding earth, and from the earth they derive their food. In color it is a dark green, the flower a pale green and about two inches in diameter. The fruit is a slender pod, from, say, four to ten inches long according to variety and quality. This is filled with black shining seeds, surrounded by an oily mass which has a strong, agreeable odor and is aromatic in flavor. This bean is gathered late in the fall, when nearly ripe. The process of curing is tedious and delicate, the beans being laid gently in rows upon a mat, care being taken that they shall not touch. They are left in the open air during the day, being turned at regular intervals. At night they are put into cauldrons, covered with blankets and sweated. This process brings out a thick, sticky oil, which is most carefully collected and rubbed on the bean again when dried. When thoroughly cured, the beans are carefully sorted, tied into bundles, and wrapped in lead foil or packed in metal-lined boxes, when they are ready for market.

The vanilla is native of Mexico, the West Indies and South America. Its culture has been attempted in France, and I believe in Southern California, but without success. The best quality comes from Mexico, and the most valuable of that flourishes only on the eastern coast, in the States of Vera Cruz and Oaxaca. And even this small yield has its degrees of superiority, the best always falling into the hands of the very few manufacturers of high grade extracts. The whole Mexican yield will rarely exceed 135,000 pounds, the average cost being \$10 to \$12 per pound.

The bourbon vanilla comes from the Isle of Reunion and amounts to about 200,000 pounds annually. The finest samples are little inferior to the Mexican. It is much used in Europe and is so rapidly coming into favor in the United States that it commands nearly as high a price as the Mexican.

The South American vanilla, although inferior in quality and much lower in price, still can be called a true vanilla.

Perhaps the most utterly worthless and contemptible of all substitutes for true vanilla is the Tahiti vanilla bean, so called. When these were first offered for sale in this country, they were most carefully cured, but went begging at 75 cents per pound. Since the passage of the food laws in Michigan, Ohio and some few other states, the demand for Tahitis has so far increased that, although they are now much more carelessly cured, they command from \$3 to \$4 per pound, and the demand exceeds the supply. They have no flavor of vanilla whatever and are utterly worthless in every respect, except that they bear the name of vanilla, and therefore an extract made from them can be sold with impunity in this and other food law states, the manufacturer using them guaranteeing his product to "meet all the requirements of the Michigan food law."

There is nothing beautiful or excellent in this world for which base substitutes have not been found. Vanilla is no exception to this rule, and in its case the consumption of the substitutes immeasurably exceeds that of the genuine article. True vanilla is an extremely delicate flavor, known in absolute purity to comparatively few. The average consumer is familiar only with the common substitute, Coumarin or tonka, either pure or in combination with vanilla of low grade, or some other substitute. Many bottles which, prior to the passage of the pure food bill, bravely bore the label, "Somebody's Pure Vanilla Extract," now stand in the back row, branded in red letters, "Tonka," or "Artificial." Point of fact, I have some respect for tonka, because it doesn't parade as a "silk purse," but honestly owns to being the proverbial "swine's ear," and no one of any discernment need be deceived by it, as in neither flavor nor odor is it nearly like vanilla.

Tonka is the fruit of a large tree growing in Guiana. The fruit is an oblong pod about one inch long, enclosing a single bean. It has a strong, aromatic odor and taste, and is used largely to flavor tobacco and snuff and to make "vanilla extract" with which sometimes deceives the best of us. Example: The writer recently indulged in an ice cream the flavor of which was not unpleasant but entirely new to her. She asked the host what the flavor was. "What!" said the gentleman, "you a vendor of high grade flavoring extracts and do not recognize vanilla!" Investigation, however, proved that it was tonka which the caterer had bought under the name of vanilla. I just now remember another example which proves that, for so long have we been the victims of vile concoctions called vanilla, some have even learned to like the base imitation better than the real. I sold to one of the leading confectioners a gallon of as fine five-year-old Mexican vanilla as was ever made. He wrote acknowledging receipt of the goods, but said that he sent by same mail a sample of some he had bought elsewhere which he deemed better, and requested us to match it. Upon examination, the sample was found to be a strongly alcoholic extract of Tahiti bean with the addition of artificial vanillin. We of course replied that, while the extract could be produced at one-third the price of that which we had furnished him, we could not make it at any price, as its sale in the State of Michigan would be an infringement of the food laws.

I have cited these two examples to show how even learned people like the confectioner, the caterer and myself can be deceived, and with what care the dealer should buy and the consumer select.

The adulterants commonly used are, first, artificial vanillin. This is chemically identical with natural vanillin, or the flavoring principle of the Mexican vanillas, and no analysis can detect its presence in the extract. It has an agreeable flavor and is in no way injurious to health, but the laws of this State prohibit its introduction into extracts. I looked it up in the "Dispensatory," and found that it is produced by a synthetic process, the oil of cloves being used as a basis. I asked Mr. Parkill, the popular bachelor druggist at Owosso, to tell me what vanillin is. He replied, "It is a coal tar product." (Perhaps he said coal oil.) In

either case, the Michigan housewife won't care to flavor her cake with it when a true vanilla can be secured.

Other substitutes used are California wild vanillas, Pomponas, caramel, gum benzoin, balsam of Peru and tolu, oil of almond, and—will you believe it?—Turkish prunes. I really found an extract bearing some high-sounding name which was principally prune juice—15 cents per bottle!

I wish every dealer and every consumer might have the privilege of a visit to the laboratory of some manufacturer of high grade flavoring extracts, and see there the thousands of dollars' worth of raw material, all the best of its kind; the elaborate and expensive chemical apparatus; the improved ventilating system, to protect the extracts and other products from any taint of impure atmosphere; the rows of pretty girls, so clean and sweet you could eat them, engaged in bottling, labeling and packing the goods. Then, when you saw mammoth glass vessels holding enough vanilla to flavor the ocean, apparently, and were told that every gallon cost from \$6 to \$10 just to produce, and that it must stand there and age at least three years before it could be bottled as the highest grade, thus adding to its cost as well as value, you would come away not only glad to pay the highest price, but convinced that cheap extracts are dear at any price.

I believe it is an acknowledged fact that environment has much or all to do with the character of man; that classical music elevates the mind and tends toward developing all the higher, the better elements in man's nature. Odors, also, greatly influence and bring out the esthetic side of our natures. And would it be possible to become truly refined if we dwelt constantly amidst the odors of beer and onions? Then, by seeking to use only true and refined flavors, might we not become actually better—become imbued with a desire for the better things in life and less inclined toward the sordid and earthy? Do we not owe it to those for whom we provide food to give them, at all times, the best, however small the portion or how ever seldom indulged in, yet always the very best? You may ask, How shall we determine which is the best? Well, one thing you may be sure of—no good extract can be cheap. This is a fact which cannot be overcome. When you have put away all cheap extracts, you have reduced the quantity to a point where there is a chance to study the question. Strength is no sure test, because not long ago I opened a bottle of lemon(?) extract found upon the shelf of a customer and, to test it, tasted it. Its strength might be described in the recital of this story read in the "Home Magazine." A colored porter in a Texas hotel swallowed, on the sly, a large dose of muriatic acid which his employer had been mixing when suddenly called away. And all the African ever said about it was: "I guess that stuff must be kind o' strong, for every time I's wipes my mouf I burns a hole in my sleeve!" So I guess that lemon was "kind o' strong," for it surely took the skin off my lips. In that flavors are so essentially a luxury—a compliment to our refined and cultured sense of taste—why, then, should we try to satisfy ourselves with stuff that tastes like hair oil—not that I ever tasted hair oil!—for no reason than an attempt to save a paltry dime once in three or four months? If it be true that the housewife cannot afford an invest-

ment of 25 or 50 cents, then far better that she return to the flavors used by her grandmothers, and grate some nutmeg in her custards or put a stick of cinnamon in her creams—that is at least pure and wholesome.

MRS. W. R. ALLEN.

Real Estate Liabilities of Farmers.  
Written for the TRADESMAN.

It is extremely unfortunate that a secretary of any department of the Government, in making out a report to the President for publication and general distribution, should be forced to depend upon statistics so meager, unreliable and misleading as those within the reach of the Secretary of Agriculture in his last quarterly report upon the real estate liabilities of the American farmer.

Your correspondent, W. N. Fuller, is not alone in taking for granted as truthful the Secretary's roseate view of the situation, that 72 per cent. of the farm property in the United States is entirely free of incumbrance. Newspaper editors and newspaper correspondents have fallen into the same error by assuming the secretaries' official figures to be correct.

If the Secretary, in making out his report, had taken into consideration the tax laws prevailing in many states in the Union, he could have seen how readily his statistical information might mislead him and convey erroneous conclusions to the public. Take our own State of Michigan, for example. Real estate mortgages are taxable, consequently but few mortgages are executed. Ironclad contracts between the parties, showing but a small percentage to have been paid, take the place of deeds of conveyance. These contracts are not required to be placed upon record in the office of the Register of Deeds, and do not appear there, the only source from which the Secretary can obtain his information. Probably not more than one-half of the real estate indebtedness of Michigan is spread on the books of the Registers of Deeds. Real estate contracts are not taxable, and money lenders prefer them to mortgages, which are subject to taxation. The legislation taxing mortgages, I believe, prevails generally throughout the West and Southwest. In the North Atlantic States this mortgage taxation does not prevail. Real estate transactions are all placed upon record, and the Secretary's data, in making his report, are easily obtained and probably correct.

The "curious fact" noted by your correspondent in his article in your issue of Dec. 9 would seem to be no fact at all, but that the "general impression prevailing" that the West and Southwest is carrying by far the largest real estate indebtedness of any section of the country is much nearer the truth.

What the Secretary says of the effects of the homestead laws where they exist is pertinent and truthful—that the competition consequent on the giving of lands to homesteaders gratis is an injury to the owners of costly farms. But we must not forget that, in the main, they are beneficent, and have proved an important factor in pushing the emigration and civilization that force the Star of Empire westward.

W. S. H. WELTON.

Owosso, Mich.

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.

## Around the State

### Movements of Merchants.

Lansing—R. C. Peez has purchased the grocery stock of C. L. Bowman.

Bay City—F. C. Kellogg succeeds E. Von Hermann & Co. in the drug business.

Brant—P. E. Willoughby has purchased the general stock of Hamilton Winter.

Oscoda—Gowanlock & Dodds succeed to the business of the Iosco County Savings Bank.

Otsego—D. W. Shepherd has sold his grocery stock to Fisher & Waters, of Iron River.

Saginaw (W. S.)—Jas. Campau succeeds Campau & Doyle in the confectionery business.

Detroit—Meier Bros. & Co., stone contractors, have dissolved, Hubert A. Meier succeeding.

Saugatuck—Chas. Blink will move his grocery stock to Hamilton and add a line of dry goods.

Detroit—Thomas Bros., Flugel & Co., manufacturers' agents, are succeeded by Thomas Bros. & Co.

Charlevoix—R. W. Kane has purchased the cold storage warehouse of S. J. Lobdell, the consideration being \$1,000.

Detroit—Henry Werner & Co., wholesale dealers in rubber goods and manufacturers of rubber shirts, have removed to Pittsburgh.

Howard City—Geo. M. Pratt and W. H. Campbell are now proprietors of the restaurant, grocery, and feed store formerly owned by T. M. Lander.

Sault Ste. Marie—Fred Krause, late manager of S. Highstone's general store at Pickford, has taken a position with John E. Kraft & Co., of this city.

Muskegon—A. B. Payne & Son have sold their grocery stock to Jacob and Edward Heethuis, employees of the Muskegon branch of the U. S. Baking Co.

Sault Ste. Marie—C. W. Pickford & Son, the well-known dry goods firm, are preparing to dissolve partnership. S. W. Pickford will retire and go to Washington, D. C., and enter into business there.

Evart—Geo. B. Selby has purchased the interest of R. P. Holihan in the grocery firm of McDougall & Holihan. The new firm will be known as McDougall & Selby.

Big Rapids—N. H. Beebe has purchased the interest of his partner, H. E. Frederick, in the grocery firm of Beebe & Frederick, and will continue the business in his own name.

Big Rapids—The J. H. Megargle grocery stock has been sold to Mrs. Del. Megargle, who held a mortgage on the goods. The sale included horse, wagon and book accounts. Mrs. Megargle will continue the business at the old stand.

Bay City—McLaughlin & Magill, one of the oldest coal firms in the city, have filed chattel mortgages aggregating \$22,000. The first is for \$11,530 and runs to F. D. Pierson, trustee. The second, for \$9,217, runs to Peter Peterson. Poor collections is the cause of the failure.

Cross Village—A. D. Loomis has shipped his stock of drugs and patent medicines to the Hazeltine & Perkins Drug Co., of Grand Rapids, who held a mortgage on the stock. Mr. Loomis wished to free himself and suggested this move, which the mortgagees accepted.

Sault Ste. Marie—Thos. Beaudrie is in correspondence with E. E. Sherman, of Rochester, Ohio, with a view to inducing him to open a cheese factory at this place.

Lansing—The crusade against the dealers who sold tobacco to schoolboys in this city has finally resulted in the conviction of one of the number, although two were discharged on previous occasions. James Spaniolo was convicted of selling tobacco to a boy 14 years old, and paid a nominal fine.

Marshall—The suit of F. G. Seaman against the city of Marshall for damages in the amount of \$283.04 resulted in a verdict for \$188.69 damages. The case grew out of the flooding of the cellar of Seaman's drug store during the heavy rain storm of July 15, last. The complainant's attorney, H. E. Winsor, made the claim that the city sewer in the rear of the Cook block was not large enough to carry off the water, hence the flooding of the cellar, which resulted in the destruction of the drugs stored therein.

### Manufacturing Matters.

Galesburg—The Standard Manufacturing Co. succeeds S. E. Olin & Co. in the foundry and wind mill manufacturing business.

St. Ignace—Mulcrone Bros. are engaged quite extensively in cedar operations this winter. They have a contract with the D., S. S. & A. Railway for 20,000 ties, to be delivered on track at Allenville.

Manistique—William H. Hill, who has been Superintendent of the Chicago Lumbering Co. for the past thirteen years, will sever his connection with that institution on Jan. 1, to take the position of General Manager of the Spaulding and Menominee Lumber Co.'s business. He will take up his residence at Menominee.

Traverse City—The Traverse City Lumber Co. has taken a contract with the South Side Lumber Co., of Chicago, to cut several million feet of maple lumber for flooring, and will begin work as soon as logs can be secured. In addition, they will cut 12,000,000 feet of hemlock. This will mean work for many extra hands, the season commencing earlier and lasting later than usual.

Traverse City—Harry D. Alley has closed negotiations whereby he becomes sole owner of the business heretofore operated under the name of the Riley Sweets Marble & Granite Co. The business has been conducted as a corporation, but Mr. Alley will dissolve the corporation. Riley Sweets retired from the company some time ago, but W. H. Foster and W. P. Crotser have just sold out to Mr. Alley.

Cross Village—During the coming winter the Miller Lumber Co. will buy 1,550,000 feet of maple logs and 1,000,000 feet of hemlock. O. H. Shurtleff, J. B. McArthur and A. B. Klise & Bro. will each buy 2,000,000 feet of hemlock logs, in addition to which the latter will purchase 1,500,000 feet of maple logs and 1,500 cords of shipping wood. The Cary Hoop Co. will buy 2,000,000 feet of elm logs.

### Cider Makers to Meet in Toledo.

The annual meeting of the Tri-State Cidermakers and Producers of Fruit Goods of Ohio, Michigan and Indiana will meet in Toledo on Wednesday and Thursday, January 13 and 14, with headquarters at the Burnett House.

No advance on Gillies New York teas. Phone Visner, 1589.

### RANDOM REFLECTIONS.

I met a lady the other day in the so-called bankrupt book store on Monroe street, which comes here during the holiday season every year, rakes in as many shekels as possible by sensational advertising and even more sensational methods, and, directly after New Years, packs up what is left and departs without paying a penny of taxes or contributing an iota to the support of the city—financially, socially or morally. I asked the lady what she was doing there, and she replied that she was buying books for her Sunday school class. I reminded her of the fact that I had known of her calling on Lyon, Beecher & Kymer and Palmer, Meech & Co. several times during the year for advertisements for a church publication with which she was connected, volunteering the suggestion that it would be eminently proper for her to bestow her patronage on a house which had patronized her publication during the year, instead of spending her money with a foreign institution which had no interest in Grand Rapids and which would, probably, not be here the next time she got out an issue of her paper. The idea of reciprocity had evidently never dawned upon her and she promptly replied, "I would patronize the other stores if I could do as well, but I can save a cent a book on twenty books, and 20 cents is worth saving, you know, in these times."

\* \* \*

This conversation and the idea which it suggested reminded me of the people who are consenting to put free Bell telephones into their homes without a proper realization of what their action implies. Until the advent of competition, the Bell people bled the town unmercifully, local managers standing on their dignity and asserting that even as poor service as the Bell people were giving could not be afforded at any less rates, yet, when competition actually came, they cut their rates in two, and, finding that they are unable to compete with the opposition company because of the inferiority of their service, now make the miscellaneous tender of free phones to people generally. This may be good business policy on the part of the Bell people, but the intention of the Bell company is to furnish free service only long enough to freeze out the competing company, and every man who permits a Bell phone to come into his home or place of business thus puts himself on record as not being in sympathy with 400 of his fellow citizens who have gone into the telephone business for the purpose of cutting telephone rentals in two, and his action in accepting a free phone is a rebuke to his fellow citizens for having ventured to cope with a monopoly, thus deliberately placing a premium upon the methods of one of the most unscrupulous aggregations of capital in the country. I am sorry to note that some of my friends have been so thoughtless as to permit themselves to be hoodwinked by this scheme. I am charitable enough to believe that they have done so thoughtlessly and without a realizing sense of the consequences involved. I commend them to the homily some of them continually prate relative to the duty people owe their home town and home people when bestowing their patronage. What will apply to merchandise applies with equal force to telephones.

\* \* \*

One of my friends in the jobbing trade tells me that the most annoying

thing he has to contend with is the man who sends in an order for goods, "Same as last." This, necessarily, involves his going over a long ledger account and tracing up the details concerning shipments made, sometimes many months previously. In many cases he fails to get hold of the most recent shipment of the sort and sends something entirely foreign to the needs and necessities of his customer. He urges me to caution the trade on this point, assuring me that any influence the Tradesman can bring to bear to secure greater definiteness in giving orders will be appreciated by the jobber and also result in more satisfactory service to the retailer.

### Tales Told by Travelers.

A trio of commercial men were occupying chairs in the lobby of the Morton House one night last week. They had been discussing a little of everything, but references to business had been few and far between, for the boys nowadays do not "talk shop" as they did in the days gone by. "Life," said the salesman with gray hair, "is mighty uncertain, and so is luck. I suppose that in time I shall come face to face with the three giants, Old Age, Winter and Poverty. Now, although the outlook is not a rosy one for me, I'm going to have a lot of fun before I die. Some Irishman has written:

"But since in wailing  
There's naught availing,  
But death unfailing,  
Must strike the blow,  
Then for this season,  
And for a season,  
Let us be merry before we go."

The boys applauded the gray-haired salesman and he continued: "I never thought that we should drift into such talk as this, but now that the subject of humor is on tap, I'll tell you something that happened during the St. Louis tornado last May. I was sitting on a box in front of a business house near the levee and on the other side of the street stood a big white dog. As the gale came off the river into the street the dog attempted to weather it with his mouth wide open, and the consequence was that when I looked for the canine I found that the wind had turned him completely inside out."

\* \* \*

"On my last trip to Chicago," said No. 2, "I found my watch had stopped, and I took it to a watchmaker to put it in order. The latter armed his eye with a microscope and continued to exhaust my patience for a considerable time examining the machinery to discover the difficulty. At length he told me he could do the timepiece no good unless he took it all to pieces. To this I objected and carried it to another jeweler, who, a good deal to my surprise, discovered that I had only forgotten to wind it up."

\* \* \*

No. 3 was not to be outdone: "On Thanksgiving Day I was in Grand Rapids and met George Owen. George kindly extended me an invitation to dine at his home and I accepted. He has an ideal home, and as we neared it he pointed it out to me, saying: 'Do you see that door plate, Jack, with my name on it?' I was hungry, very hungry, and replied absent-mindedly, 'I do, George, but a dinner plate with my dinner on it is what I am looking for just now.'"

The mail carriers get the worst of it in doing errands for Santa Claus. They are loaded down with compliments for other people.

## Grand Rapids Gossip

### The Grocery Market.

**Sugar**—The European market is dull and slightly easier. There has been a slight decline in raws abroad, which, while not important in itself, shows the trend of the market. The Trust is buying but little raw sugar, refusing to pay the asked price. The consumptive demand is rather light, as is usual at this season of the year.

**Tea**—Notwithstanding the fact that there is a gap between sellers' and buyers' ideas, there is no disposition whatever to shade prices. This difference of opinion will simply prevent any more business being done this year. Everything points to at least a maintenance of present prices, with a possible advance after the first of the year. Even the cheap grades are being held more firmly. The retail trade in tea has been very fair for this season. As yet there has been no speculation in the market, mainly due to scarcity of money. It is hard to see how this can be avoided after the first of the year, especially if general conditions improve. Speculation would unquestionably exercise an important influence upon the market.

**Coffee**—The sensation of the week has been the purchase of a controlling interest in the Woolson plant, at Toledo, by the sugar trust, which has given the American Sugar Refining Co. the control of that institution. It is generally conceded that the trust has taken this step in order to punish Arbuckle for announcing his intention of embarking in the sugar refining business. As a result of the purchase, the Woolson people have announced two declines of  $\frac{1}{2}$ c each during the week, while Ariosa and XXXX remain at the old rate. Grocery jobbers generally will stand by Arbuckle and McLaughlin, because they realize that if the sugar trust succeeds in controlling the coffee market, as it already controls the sugar market, they will have new troubles in store. The impression seems to prevail that Havemeyer will bring Arbuckle to time, but whether in that event the controlling interest of the Woolson plant will revert to the original stockholders or whether it will be turned over to Arbuckle, is a matter of considerable speculation.

**Rice**—The impression prevails that there will be a greatly enlarged demand in all styles, both domestic and foreign, after Jan. 1, and, in view of the shortened supply, prices be materially affected. Advices from the South note slight enlargement of activity in all points along the Atlantic Coast, nearly every local operator purchasing freely against the usual "January rise."

**Provisions**—The provision trade has developed nothing of especial note during the week and the position of prices of leading articles is about the same as a week ago. Business in a general way is rather dull. The week's export clearances of product were liberal of both lard and meat. A noticeable feature in the provision trade is the relatively low price of speculative articles of product as compared with the non-speculative cuts. In the instance of lard, it is well understood that other fats not only directly compete with this article, but are more or less introduced into that which enters commercial channels as lard. Under such conditions the large stocks of lard have been brought about—and these stocks in sight have

had a depressing influence on values of other articles, especially such as are speculative. Mess pork has practically ceased to be a commercial article, and yet has continued to be liberally made, and carried for speculative purposes, serving the convenience of certain influential operators. Perhaps the most unrighteous shaping of affairs in the speculative articles is the Chicago rule governing sales of short rib sides for future delivery, which admits of practices calculated to unduly influence the market prices of such cuts. Under the rules the seller has the right to deliver on contract meats weighing greatly in excess of commercial calls—say 80 and 90 pound sides, while the demand is ordinarily for sides of about 40 pounds. These heavy sides can be delivered, under the rules, by a certain fixed discount for averages in excess of 60 pounds. The result is that the current quotations do not represent the merit of the market for such averages as conform to the wants of the trade, and values of product inevitably suffer more or less thereby.

**Oatmeal**—The remarkable decline in oatmeal has been one of the features of the week, standard brands having been marked down 90c per bbl. The Muscatine concern was the first to make the cut and competing manufacturers have been forced to drop their prices to a point very near those of this company. The cause of the decline is said to be the dullness of trade and large accumulations of stock in millers' hands. There is no doubt that the trade in rolled oats has been excessively dull for several weeks. The dull season for cereals is now on and will last at least two months longer. The real reason for the decline, however, is not believed to be this, but rather that the manufacturers were too hasty in discounting the condition of the market.

### The Produce Market.

**Apples**—Local dealers hold choice fruit at \$1.25 per bbl.

**Beans**—Handlers pay 40¢@50¢ for country picked, holding city picked at 60¢@70¢. The demand is fair but the market is featureless.

**Butter**—Receipts are more liberal, in consequence of which the market has eased off a trifle. Fancy dairy now brings 12c, but factory creamery has advanced to 21c.

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

**Celery**—15c per bunch.

**Cider**—\$4 per bbl., including bbl.

**Cranberries**—Dealers hold Cape Cods at \$2 per bu. and \$6 per bbl.

**Eggs**—Strictly fresh candled stock commands 20c. Candled cold storage brings 16c, while candled pickled stock is in fair demand at 15c. Supplies of fresh are larger than a week ago, State-shippers having sent less stock East than before, owing to the advent of cold weather.

**Grapes**—Malagas bring \$6 per keg of 65 lb. 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 advancing, being now held at 40¢@45¢, with every prospect of reaching 75¢ before spring.

**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.

Edward Armitage succeeds J. J. Biggs in the upholstery and drapery business in the Wellington Flats.

### Regulating the Streets.

Gradually Grand Rapids is assuming the airs and manners of a metropolitan city in the management of its street affairs. The steps which are taken in this direction are extremely cautious and slow, and are as tentative and experimental, most of them, as though there were no examples in the development of the older cities of the country. For instance, ordinances are passed with the most ridiculous provisions, such as the bell ringing section of last summer's bicycle enactment, while in more experienced towns the opposite requirements are made, which should have served as a guide. The public quietly accepted the reasonable provisions in that instance and the remainder became a dead letter, as it did not comport with the dignity of the lawmakers to repeal them.

A more recent experiment is the passing of an ordinance for the clearing of snow from the sidewalks. This seems to have been as purely tentative as the bicycle enactment. No sooner was it published than the public, through the city press, began to speculate as to what it meant. At the first snow-storm its meaning was clearly demonstrated by the arrest of a large number of the best and most law-aiding citizens for not literally and fully complying with its impossible provisions. These promptly paid their fines as a tax imposed by the blundering ignorance of the city fathers—filial duty will submit cheerfully to that which would not be tolerated in other relations. However, the Common Council is consenting in this case to the consideration of provisions to make the law possible of observance. Now, there is no doubt that some of the cities of the country, situated the same as Grand Rapids in this regard, have practical snow-cleaning ordinances which would have been placed at the disposal of inquirers. But it was preferred to work the problem out independently.

Another important—and commendable—step comes from the executive department in the decision that the street cleaning operations shall be carried on in the night at such hours as the streets are not in use. It is strange that Grand Rapids has continued to be the veriest village in this regard so long. The street cleaning, as it has always been carried on by day, has always been ineffective and the cleaning force has constituted a nuisance in the streets. The better method might soon have been learned by inquiry elsewhere, however; and there is also much to be learned as to apparatus and methods for properly doing this work.

### The Grain Market.

At present the statistics and all facts leading toward stronger markets are ignored. However, the same condition exists now that existed some time ago, when prices were at about the same point as they are now, and the market advanced 6c per bushel. The visible shows an increase of about 860,000 bushels, when a decrease was looked for. The visible increased 2,500,000 bushels during the same week last year. Notwithstanding all this, we are compelled to report a falling off of about 1c per bushel on both cash and futures. Of course, the large bank failure in Chicago probably had a bear effect on the market. Otherwise, the situation is as strong as ever. Farmers are more inclined to sell than they were two weeks ago and, should we get good sleighing, we may expect to see considerable

wheat offered, which will probably clear up all held back by farmers in this locality. Of course, the price will govern the amount moved. In case there should be a sharp upturn, holders will hold what they have on hand, expecting to get \$1 per bushel.

Coarse grains are flat and nothing doing.

The receipts during the week were: wheat, 31 cars; oats, 2 cars; buckwheat, 2 cars. No corn.

Millers are paying 85¢ for wheat.

C. G. A. VOIGT.

### Flour and Feed.

The flour market has been steady and firm during the past week, with a rather light volume of trading. Both buyers and sellers seem content to wait until after the New Year. Holders of both cash wheat and flour have confidence in the future and are not pressing the market with large offerings. Exports of flour still continue to be very large from both coasts and serve to emphasize the early reports of shortage abroad. The city mills are making about their usual output for this season of the year and expect an active and continuous demand after January 15.

Millstuffs are practically unchanged for the week. Feed and meal are a trifle weaker, in sympathy with corn.

WM. N. ROWE.

### Dialogue in the Night.

A traveling man in the upper berth leaned over its edge, and, jamming his frown firmly down on his brow, cried in a harsh, coarse voice that was audible above the rattle and rumble of the engine.

"Hi! you, down there. Are you rich?"

"Heh?" ejaculated the man in the lower berth, almost swallowing his Adam's apple. "Whizzer mazzar?"

"I say, are you rich?"

"What's that, sir! Rich? What do you mean by waking me up in the middle of the night to ask me such a question as that?"

"I want to know—that's why."

"Well, then, confound you, I am rich. Now I hope your curiosity is satisfied and you will let me go to sleep."

"Very rich?"

"Millionaire, confound you. Now shut up, and—"

"Well, then, why in torment don't you charter a whole train to do your snoring in?"

### Englishmen after American Apple Lands.

A representative of an English syndicate of fruit-growers and capitalists has been making an investigation of South Missouri as an apple-producing region. The investigation was ordered with the intention of colonizing a large section of that part of the State with Swedes for the purpose of growing apples exclusively for export. It is learned that the report of the agent will be favorable and that negotiations have actually been commenced and that about 80,000 acres of wild land are to be secured at ridiculously low figures—less than 75 cents an acre.

John H. Goss, grocer at 217 East Bridge street, has sold his stock to A. W. Rush and J. A. McPhail, formerly of Bay City, who will continue the business at the same location under the style of A. W. Rush & Co.

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.

Pawnbrokers should be good musicians; they keep time with a vengeance when they have dudes' tickets for watches.

## Fruits and Produce.

### How to Lime Eggs.

From the New York Produce Review.

We have had some inquiries from subscribers as to the proper method of liming eggs. In general it is well to observe that this method of preserving eggs is gradually declining in popular favor. Improvements in methods of refrigeration have given a marked preference for stock carried in cold storage over that held in pickle, chiefly because the refrigerator eggs are more available for mixing with fresh in the hands of dealers and grocers. The difference in value between best refrigerator and best limed is consequently greater than formerly, especially during the fall months. But the risks of carrying in refrigerator are perhaps somewhat greater than in carrying in pickle, and the latter method certainly preserves quality for a longer period. Consequently a certain quantity of eggs will probably continue to be held in this way.

The directions for liming, to the best of our information, are as follows:

To make pickle use strictly pure stone lime, fine clean salt and pure water in the following proportions: Two to three quarts salt, 60 to 65 gallons of water, three-quarters to one bushel of lime. A pound of cream tartar added is found to sweeten the pickle and give the shells of the eggs a more natural appearance and two or three ounces of saltpeter is sometimes added. There are differences of opinion as to the proper proportions of salt and lime to produce the best results, but the range in quantity is about as stated above. The pickle must be entirely free from sediment. Slack the lime with a portion of the water, then add the balance of the water, salt and cream tartar. Stir well, three or four times at intervals, and then let stand until well settled and cold. It is very essential that the pickle should be stone cold before using. Either dip or draw off the clear pickle into the cask or vat in which it is intended to preserve the eggs. When the cask or vat is filled to a depth of fifteen or eighteen inches, put in eggs about one foot deep, spread over them some pickle that is a little milky in appearance, made so by stirring up some of the very light lime particles that settle last, and continue doing this as each foot of eggs is added. When the eggs are within about four inches of the top of the cask or vat, cover them with factory cloth and spread on two or three inches of the slack lime that settles in making the pickle. It is of the greatest importance that the pickle be kept continually up over this lime. For putting the eggs into the pickle it will be convenient to have a basin, punched quite full of inch holes, and large enough to hold six or eight dozen eggs. The edges of the basin should be covered with leather, and it should have a handle about three feet long. Fill the basin with eggs, put both under the pickle, and turn the eggs out; they will go to the bottom without breaking. When the time comes to market the eggs, they must be taken out of the pickle, cleaned, dried and packed. To clean them, secure half of a molasses hogshead, or something like it, filling the same about half full of water. Have a sufficient number of crates to hold 20 to 25 dozen eggs, made of slats, placed about three-quarters of an inch apart. Sink one of the crates in the half hogshead, take the basin used to put the eggs into the pickle, dip the eggs out and turn them into this crate. When full, rinse the eggs by raising it up and down in the water, and, if necessary to properly clean it, set the crate up, and douse water over the eggs with a bucket or hose. Then, if any eggs are found when packing from which the lime has not been fully removed, they should be laid out, and all the lime cleansed off before packing. When the eggs are carefully washed, as before described, they can be set up or out in a suitable place to dry—in the crates. They should dry quickly and be packed as

soon as dry. It is essential to dry the eggs as quickly as possible, and they should only be taken from pickle in the most favorable weather to accomplish this result. In packing, the same rules should be observed as in packing fresh eggs. Brick vats built in a cellar around the walls, with about half their depth below the cellar surface, about four or five feet deep, six feet long and four feet wide, are usually considered best for preserving eggs, although many use and prefer large tubs made of wood. When wooden vats are used they are best made of spruce, though pine answers a good purpose. Oak should never be used, as it stains the eggs. The place in which the vats are built or the tubs kept should be clean and sweet, free from bad odors, and where a steady low temperature can be maintained—the lower the better, that is, down to any point above freezing.

The details of handling described above may be varied according to circumstances and the ingenuity of the operator. The essentials are to secure proper pickle, thorough coldness before use, perfect quality of eggs to preserve, proper conditions of temperature, etc., while holding, and rapid cleansing and drying when taken out.

The eggs should be carefully and frequently examined during the period of holding in pickle and if any signs of souring are observed the pickle should at once be drawn off and replaced with fresh. For this contingency it is well to have the vats constructed with spigots at the bottom, which will permit drawing the pickle off without disturbing the eggs.

### Ladled Butter Worse than Bogus Butter.

At the annual meeting of the New York State Dairymen's Association, held at Delhi last week, Major Henry E. Alvord, Chief of the Dairy Division of the Department of Agriculture at Washington, asserted that the stuff called "ladled butter," which is produced in such large quantities in the West, is a more dangerous enemy to the dairy industry than oleo or filled cheese. It consists of poor dairy butter accumulated by grocers until it becomes so rank they can hold it no longer. Then it is shipped in all sorts of packages, nail kegs, shoe boxes, etc., to the renderers, where it is put through a cleaning process, melted and treated with acids to rid it of its filthiness and then precipitated into cold water. Next it is churned with a little new milk or buttermilk and then packed in clean boxes and shipped to city markets. The speaker described the residuum he had seen from the process—old rags, wool, hair pins, suspender buttons, and even bones and mutton tallow. He considers this a very dangerous product and that the consumer ought to be protected against it. Enormous quantities are shipped to New York and it is impossible to detect it, for it has been, once upon a time, butter fat. Even chemists have their limitations when it comes to detecting such a product as this.

The cigarette law passed by the Iowa Legislature is virtually a dead letter in Burlington. All cigar and tobacco shops sell the little smokers openly and above-board, in perfect security from the penalty of the law. This is the result of the decision of the Supreme Court regarding original packages. Formerly cigarettes were shipped into Burlington in boxes containing a dozen or more packages of cigarettes. Now the American Tobacco Company ships the packages loosely thrown into an uncovered basket, the company assuming all risk of loss by pilfering. In this way each package, containing from ten to twenty cigarettes, forms an original package, and may be purchased by the consumer as such, with perfect immunity from the penalty of the cigarette law. The sale of cigarettes has increased, rather than fallen off, in Burlington lately.

No servant has ever yet been instructed to slam the door in the face of Santa Claus and say: "My mistress is not at home!"

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## GOTHAM GOSSIP.

## News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 18—It is doubtful whether retailers in this city have ever had so prosperous a holiday trade. The crowds are simply crushing and the lone man who is caught in the throng of the gentler sex is in great danger of having the life squeezed out of him. Every store is packed to suffocation and the sales girls look ready to drop. Jobbing grocers report a good trade and the year seems about to close with a good showing on the right side after all. There seems to be a healthful growth of trade and, if it continues, we shall enter the new year with rejoicings.

Coffee shows more strength and quotations are practically higher by 1c than last week. This probably is only a temporary condition of affairs. The accumulation of Brazil coffee at the two ports of Rio and Santos is so great that prices must, of necessity, remain low. Great interest is felt in grocery circles regarding the rumor that the Sugar Trust has purchased a controlling interest in the Woolson Spice Co. and would compete with Arbuckles in the coffee roasting business. The story cannot at this writing be confirmed, but it seems unlikely that it could be made up of whole cloth, and, if it be true, we shall see some lively competition—until the two concerns consolidate—in the interests of economy. This "understanding among gentlemen," of course, will not be a trust. At this writing Rio No. 7 coffee is nominally 10c. The supply at Rio and Santos is now over a million bags, while here and on the way hither the amount aggregates 693,272 bags, against 542,378 bags at the same time last year. East and West Indian sorts of coffee are in ordinary demand and no especial interest is manifested by buyer or seller. Sales are mostly of small lots and to nearby dealers.

Teas are mighty dull. The interest displayed a few weeks ago seems to have subsided almost completely and matters drag along in the same old style. A ship arrived Thursday with about 1,400,000 pounds of greens and Formosa Oolongs. Sales made are, seemingly, only for everyday wants and no one desires to carry any stock over into the new year.

Raw sugars are selling in a moderate way at nominal quotations, with the trend in favor of buyers. Refined is in better request than last week and the volume of sales will aggregate a very respectable total. Prices seem to be steadily adhered to, with granulated at 4½c.

The demand for rice is good. Dealers are satisfied and the market, as a whole, is very encouraging. Orders come from all parts of the country and, while the sales are not large in particular cases, the movement is one that constitutes a very respectable total. Choice to fancy, 5¼@6c.

There is a moderate trade in spices in a jobbing way, but nothing in cargoes. Prices are unchanged, but, if anything, a shade easier on some things.

The holiday demand for molasses has been sufficient to make a steady market for the better grades of domestic and prices are firmly adhered to. No great trade is being done in old stock.

The syrup market is quite well cleaned up on the better sorts and prices are firm. Fancy is quotable at 22@25c, but the latter buys a very choice article indeed.

Taking the last three months, the canned goods business has been fairly satisfactory. Just at the moment we have an active inquiry for tomatoes, corn, peas and salmon. These articles are all selling very well and there is no great disposition shown to haggle over quotations. If a packer finds it necessary to sell goods to meet his positive needs, he must make some concession. New York gallon apples are held at \$1.50@1.75; New York corn, 65@75c; Maine, same for standard, with fancy up to 90c@1; tomatoes, 72½@75@80c. Lemons are selling at very low rates. The arrivals have been greater than the

market could absorb and, as old stocks were not all taken, we have a condition of things far from comforting for the importer. It is said that the California crop this year will be nearly 300,000 boxes. Most of this fruit will have to be sold West, as it cannot compete in price with the Sicily product. Oranges are in fair request. Valencias are arriving more freely and the quality is said to be unusually fine. Bananas are in light request, as it is rather dangerous to handle them while the weather is so cold. Firsts are worth \$1@1.12½ per bunch.

Dried fruit is moving slowly, except for fancy stock, which is in fair demand for Christmas. For California raisins there is an upward tendency.

The butter market is steady and best creamery is firm at 22c. As the supply is light, the prospects are favorable for present or higher rates to prevail for the remainder of the year. For stock that is not strictly up to mark the decline is sudden and the enquiry is very limited. Very little has been done in the way of export, except at a range of 13½@14c.

Best full cream cheese is worth 10@10½c. The market is fairly steady, but no large deals have been reported.

The weather is favorable for larger receipts of eggs, which have accordingly been received; but the market remains firm and we have a record of continued good rates. Western eggs are worth 22c for fresh gathered.

Prices of marrow beans show some weakness and, in fact, the whole line is hardly as firm as a week ago. Choice pea beans are worth \$1. California limas are dull at \$1.30@1.35.

## A Day With an Amateur Grocer.

Stroller in Grocery World.

I heard a man say not long ago that the grocery business is the simplest trade to learn in existence. "Why," he said, "all you've got to do is to weigh out sugar and flour, and—er—and—" I thought when I heard him talking that he had never been a grocer or he wouldn't say what he did. The grocery trade may not be a very complicated thing, but you've got to learn it just as you have everything else. I wish this fellow who prates about the simplicity of the grocery business could have seen what I saw last week down in a little Tennessee town where three groceries hold forth. He would have seen the most muddled up man he ever saw, and that only because he tried to run a grocery business without knowing how.

I had to go to this store on business. I had been there several months before and thought I remembered the proprietor. When I got in, however, I saw a strange man there. He was a rather stout middle-aged man, with the most of his head bald. He hustled about in a flustered kind of a way, making himself about twice the trouble he need to have made.

The store had several customers in when I got there, and I stood by the stove for several minutes and watched the grocer. I've seen some fearfully clumsy men, but as I stood there and watched that bald-headed specimen tie up packages I decided to myself that I was watching the clumsiest man I ever saw. He was tying up a five-pound bag of sugar, and every time he'd attempt to deftly twist the bag around so he could run the string on the other side, down it would go with a splash on the counter. He tried that thing three times, and slump it went every time. The last time as he picked it up the sugar poured out of a little hole in the bottom, and he had to get a scoop and shovel it all up. I could see the poor man's teeth grinding even from where I stood, but I couldn't help the grin I gave to save my life. Three young ladies were waiting for the sugar, and they took the whole proceeding in with intense interest.

Finally he got the thing tied up with a network of string that looked like a cat's cradle, and the three girls went out.

"You're not the man I saw when I was here last?" I said.

"No," he said, wiping the nervous

perspiration from his forehead; "I have only been here four days."

"New, eh?" I asked.

"Yes," he said, doggedly—"too darned new."

"Where were you in business before?" I asked.

"Nowhere," he said; "that's the whole measly trouble."

I said nothing and he went on: "You see," he said, in a half confidential tone, "I had to take this blamed place for a debt, and I hadn't nobody to run it, so I just says to myself, 'Do it yourself,' and I started in. Well, I always thought keepin' a grocery store was easy, but say! I don't know nothin' about the blamed business—an' I don't want to, you bet. I'm in hot water from mornin' till night!"

Just then an old lady came in to know whether he had any anchovies. The newly-fledged grocer looked dubious.

"Ma'am?" he said.

"Anchovies. Have you any anchovies?" repeated the old lady.

His mouth dropped and he looked at me appealingly. He didn't know what anchovies were. I looked about the shelves but I didn't see any, and I hesitated to do anything to expose the poor fellow's ignorance before his customer, so kept still.

"Well?" said the old lady, tartly.

"I don't believe we have," said the grocer. "I remember selling the last pound of them this morning."

The old lady looked at the man curiously for a minute and then went out. I had turned my back around and was trying to choke the wild howl that does duty for a laugh with me.

The grocer came sheepishly around to me.

"Was that all right?" he asked, uneasily.

"Was what?" I asked.

"Why, tellin' her about sellin' the last pound of them things she said."

"Pretty near," I said, reassuringly; "anchovies are sold in boxes and bottles, that's the only difference."

"Oh, well," said the grocer, "I've done worse."

Then a customer came in for a quart of kerosene. The grocer thought he had something easy, but as it afterward proved, it was the first call for kerosene he had had. He plunged blithely down the cellar steps, and I heard him prancing about the cellar, sociably col-

liding with something every once in a while. I heard him go the whole length of the cellar twice, evidently hunting for the kerosene barrel. Once, as he passed directly under my feet, I heard his head get a smashing bump on a beam, and I could almost hear what he said.

By and-by he came lumbering up the steps with the customer's jug full. As he set it down on the counter it slipped and a spoonful or so jostled out and went on the counter. I saw the customer look at it a minute and then stoop and smell it. The grocer was busy trying to get the money drawer open.

"Look-a-here!" shouted the customer. "See what you gimme! I asked for kerosene, didn't I?"

"Yep," feebly answered the grocer. "Well, what'd you gimme vinegar for, then?"

"D-did I give you vinegar?" stammered the luckless grocer.

"Why, cert'nly," said the customer, in an aggrieved tone.

"Well! well! well!" ejaculated the grocer surprisedly, as if it was almost a miracle for him to make a mistake. "Now, I wonder how I came to do that!" Then he climbed down cellar again, and bumped about for several minutes more in a vain hunt for the oil barrel.

While he was down, I happened to glance toward the back of the store and what did I see but the blue kerosene barrel as big as life. I went to the head of the stairs. When I looked down, there he was sitting on a box at his very wits' end. After he heard me, though, he pretty soon came up and drew the oil, only spilling about a cupful over the floor.

"I'm a-going to git out o' this here grocery business," he ejaculated, savagely. "I'm sick an' tired of it."

I hope he did, I'm sure.

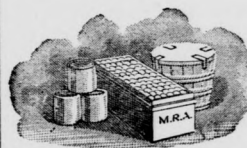
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say that you saw the advertisement in the  
Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 23, 1896.

### JAPAN AND ITS POSSIBILITIES.

Within a year or two, the Empire of Japan, from being a far-off land in the North Pacific Ocean, too remote to be considered an important factor in the industrial and commercial life of the United States, has suddenly risen into a high place in public attention.

In gaining a signal victory in a great war in which both land and naval forces were used on a large scale, over the Chinese Empire, the most populous nation on the globe, Japan has established a military and naval prowess that places her among the great powers of the earth.

This fact alone is of extreme importance to this country, since the American coasts, in the event of war, would be exposed to attacks from the powerful navy of Japan. But in a time of profound peace, with no fear of trouble with Japan, the industrial condition of that country becomes a large factor in all questions which affect the commerce and manufactures of the United States.

The Japanese are extremely intelligent, ingenious and progressive, fully alive to the advantages to be gained by the adoption of Western—that is, European and American—ideas. They have already introduced improved machinery and processes into all their productive industries, and, with their cheap and skilled labor, they are showing their ability to compete with other peoples in the arena of the peaceful arts as well as in war.

Information on the subject of Japan should be of great interest to the people of this country, and in this connection, it may be stated that the Tradesman recently had the pleasure of meeting one of the best informed men in America on affairs in Japan.

This gentleman is Prof. Ernest Fenollosa, who for many years was engaged in teaching in the Imperial University at Tokio. His official position, extensive travels and long residence in the empire gave him unusual opportunity for acquiring information in that country, and the opportunity, which was supplemented by his distinguished intellectual ability, large culture and active energy, was fully availed of and used to the utmost.

Among the many interesting facts presented by Mr. Fenollosa is the remarkable effect wrought upon the Japanese by their great victory over China.

It produced in them an intense patriotism and a peculiar revival of national and race feeling. Before that war they had employed many foreigners as instructors in the schools, in the military service and in industrial establishments. There was also a growing disposition to adopt the dress and other peculiarities of Europeans, so that the notion was rapidly obtaining currency that the Japanese were readily submitting to the influence of Western civilization.

But, since the war, the Japanese have returned to their national dress, they have abandoned foreign social innovations, and, while retaining foreign machines and scientific processes in their industries, are discharging foreigners from the public service and replacing them with educated and trained Japanese. These are some of the interesting facts learned from a distinguished and most able observer, and they must make a profound impression upon every student of the relations of races and nations to the world's development.

It is extremely probable that China, learning many dearly-bought lessons from the recent war with Japan, will take on a new growth upon lines of progress hitherto unknown and wholly disregarded in that vast Empire, and in due course become at the same time a mighty military power, as well as a tremendous factor in the industries and commerce of the world. China has probably 400,000,000 people and Japan 40,000,000. The co-operation of these nations in the arts of peace, as well as in those of war, with their swarming populations and cheap labor, would make them extremely formidable to what are termed the Western nations.

It does not require a very active fancy to picture, in some not so very distant future, a colossal struggle between the East and the West, whether in commerce and industries or in war. White men have conquered and subjected the red and black races; but they have yet to try conclusions with the yellow. Cheap labor and a swarming population are formidable competitors in peace, while innumerable soldiers under able leaders in war would be a tremendous factor in controlling the destinies of nations. Here are live themes for the statesmen and the political philosopher.

One of the most important measures under consideration by Congress at the present session is the Lodge bill for the amendment of the immigration exclusive act of 1891 by adding illiteracy as a disqualification. The bill, which has passed the Senate, provides that all persons over sixteen years of age shall be subjected to an examination at the port of entry, by reading and writing five lines from the Constitution of the United States in any language they may select, prepared slips being furnished for that purpose. The provision is made to except the wife or other near relatives who may be dependent on an admissible emigrant. There is also a provision for the admission of Cubans during the present war. This bill is a substitute for one passed by the House last spring bearing upon the same subject, and the differences are of such character there is little doubt of the bill becoming law. This is a decided move in the right direction, and ought to have been taken so long ago as to have prevented the great accumulation of material in the great cities for the purposes of anarchistic agitation.

### IRON COMBINATIONS AND TRADE.

Perhaps the most significant happening in industrial circles is the breaking up of the various iron and steel combinations which has been in progress for some weeks past. The schedules which these were striving to maintain were so far above the natural market basis that they operated to prevent business when other conditions were ready for it.

The disparity of the prices which have been quoted for a long time is shown by the fact that they have been steadily advanced during the entire time of the panic depression. The inflation of wire nail quotations was so great that when the collapse came the price was cut in half. In 1893, steel rails were quoted as low as \$20 per ton. At that time the combination was formed and prices were steadily advanced, against the decline in all other lines of trade, until they were held during the past months of extreme depression at \$28. The consequence has been that consumption has declined until only 800,000 tons were used last year, the roads refusing to invest on such a basis beyond the most imperative needs for repairs.

It is significant that in the collapse of the pool there has been so slight a decline in the price, in view of the artificial basis which had been so long maintained. The decline has been only to \$25, which bids fair to become a basis on which there will be a decided improvement in demand. The ordinary domestic consumption is estimated at 2,000,000 tons, and the small output of last year is a striking indication of the effect of the maintenance of the artificial prices which have ruled so long.

There is little doubt that the present readjustment in the iron trade is clearing the decks for healthy business activity. The perfecting of facilities in ore transportation, both by rail and water, during the past season, which has been in progress by the leading companies has put the production on a basis where profit can be realized at prices which will not be disproportionate to the general industrial level. If the influence of speculative inflation can be kept off until the advance shall be warranted by the general situation, there need be no doubt of iron taking its proper place in the procession.

### CHEAP MONEY.

The great object to be attained for the securing of prosperity in this country, according to the exponents of one of the political parties in the recent campaign, was the production of cheap money—that is, presumably of sufficient money to make it low in value as compared with commodities. It was thought by many that all that was needed was enough money, which would result from the free coinage of silver, while others perhaps seriously thought that money might be safely made cheaper by the debasement of the currency which would result from the same means.

While this object was not attained in just the manner advocated, it seems to have followed as a consequence of the election to as great an extent as the most sanguine could have wished, at least of those who expected to maintain the par value of the currency. The close of the campaign threw upon the market such a quantity of hoarded funds that there has been an embarrassment of riches ever since. The rate has declined to so low a figure that large quantities

have been loaned to England—at least \$40,000,000 through the purchase of sterling exchange alone. According to the cheap money theory, we ought to have been in the midst of a decided boom by this time.

To the careful student of finance this lesson will be of value as showing that cheap money alone is not always the sufficient remedy of industrial ills. The steady revival in manufacturing industries which has followed the cessation of the political distraction and the restoration of confidence has not been credited to the abundance of money by any, except so far as the supply has served to second the other causes. It is conceded by all that enough money for all business demands is requisite. But there is vastly more importance in getting the money into legitimate healthy business use.

### APPLE EXPORTS TO EUROPE.

That large exports do not necessarily mean large profits, is shown by the heavy shipment of apples to Europe the present season. It is estimated that fully 1,720,000 barrels have been exported thus far from the United States and Canada, or 250,000 more than were exported in any previous entire season. The season's business, however, so far as prices are concerned, has been about as unsatisfactory as any on record. According to New York exporters, vast quantities of apples have been shipped this season, which netted the producers only from 35 to 75 cents per barrel, not to consider the cost of labor and packing. Instances have occurred in which parties who shipped on consignment have actually received no profit, but have been forced to advance money to meet expenses. Speculators have, it is claimed, fared no better than growers. One thing that has particularly cut profits is the higher charge for ocean freight this year than last. The present rates to Liverpool are three shillings per barrel, and to London 3s. 6d. Last year the Liverpool rate opened at 2s. 9d. and, after advancing to 3s., subsequently dropped to 2s. 6d. The London rate was practically uniform at 2s. per barrel. The rate to Hamburg this season for shipments already made has been 75 cents per barrel, but on December shipments it is \$1. Last year the rate was 75 cents per barrel. A special feature of the export trade this season has been the increase in shipments to Germany. The German markets have taken more American apples than ever before, and American exporters are generally of the opinion that they have gained a foothold in those markets which will result in greatly extending our trade in succeeding years.

The Southeastern Railway Company of England is the first to put into operation a train modeled on the latest practice in this country, except that it is made to accommodate the three classes into which English traffic is divided. The train is an open vestibule, each car having its own heating, lighting and lavatory arrangements. It has taken a long time for the Briton to thus practically acknowledge that the American way is the best in the construction of passenger trains, but, now that he has done so, it will probably not be long before the system will be adopted, on all the principal roads at least.

There is increased risk from fires during the winter months. See that you are properly covered by insurance. Few can afford to carry their own insurance.

## OVER-EDUCATION.

An intelligent American, who has just returned to his native land after a sojourn of some years in Germany, the other day remarked, in conversation with a friend, that a great many people in Germany are suffering from over-education. He went on to explain that this class of sufferers had been educated not only above their positions, but even above their prospects or reasonable expectations.

There is at present very little uneasiness on that score in the United States. Now and then one finds a man who has somehow got it into his head that a liberal education renders a man impractical and unfits him for business. Such a man has usually got along tolerably well without the aid of any book learning not embraced in "the three Rs," and it is, perhaps, not unnatural in him to imagine that a more advanced course of study might have converted him into a pedant or a visionary. There is, however, a much larger number of men who believe that they might have achieved greater results if "early advantages" had not been denied to them by circumstances. The real ground of complaint in this country is not that there is too much education, or that too many people are over-educated, but that the standard of popular education here is below the level of honest and intelligible citizenship in a free country. It is becoming more and more apparent that the intelligent voter should be a man of cultivated understanding and extensive information. Practical sagacity in a small line of business may be acquired without much reading, perhaps; but in this country the great problems of statesmanship are submitted to the people, and the prosperity of the nation is largely dependent upon the trustworthiness of their judgment.

In this country, moreover, there is a very general feeling that the poorest people should fit themselves for the highest positions, because here, in the United States, position is so commonly determined by fitness. American millionaires have been, as a rule, the sons of poor men, and there are very few great fortunes in the country that date beyond the recollection of men still living. The rule has been promotion, a career for talent all along the line. It is not the wealth merely, not the material power, not even the civil equality of all the people, that constitutes the chief happiness of this great American Union; but it is this sublime inspiration of hope which has been hitherto universal in the breasts of all its youth. It is not the best thing in the world to be born rich, or to be born to the possession of a famous name; but it is certainly a great good fortune to be born with the opportunity of securing independence and winning an honest renown. That is the American heritage, bequeathed by the fathers of the Republic to all its children. If there are dangers which portend the loss of this heritage, those are the dangers against which a wise patriotism will seek to guard its charge with the promptest and most efficient measures.

In Germany, as in the greater part of Europe, there is no such general heritage of opportunity. Men born in the peasant class, or in the proletariat, do not commonly expect to win, and hardly strive to win, the great prizes of life. Men very commonly adopt their fathers' trades, accept their fathers' lots in life, almost as much as a matter of course as they wear their fathers' names. Now it

does not matter so much—at least, it cannot be so poignantly felt—that one should be born and remain a clodhopper if one has a clodhopper's education. But in Germany learning is not only very thorough, but it may be acquired at a very small expense, and so it happens sometimes that a man leaves a German university with a wide range of scholarship, and yet with the smallest possible chance of getting a place which would be regarded as suitable for an educated man in the United States. He may be a mathematician, a philologist, a metaphysician, and still find it extremely difficult to secure employment as a waiter in a hotel or a restaurant. It is not a strange, then, that the percentage of suicides is very high in that country. The Germans love learning, and they are a very learned people; but Germany has not provided a long list of high rewards for scholarship. Many thousands of highly educated men there may be said to be condemned to despondency, and that is a very dangerous condition of affairs. It means revolt. It means a persistent and eloquent advocacy of every sort of revolutionary scheme.

## THE NATION'S GROWTH.

The total vote of the United States cast on the 3d of November of this year is, in round numbers, 13,732,000, or an increase over the presidential vote in 1892 of more than a million and a half votes. The increase of the vote in 1892 over that of 1888 was about 750,000.

The increase in the vote is a very safe criterion for estimating the increase of population on the basis of one vote to five citizens, the ratio usually recognized. The growth of the Nation, therefore, on this basis may be placed at from 3,750,000 to 5,750,000 in population every four years. It appears that the latter increase has been accomplished within the past four years. Taking the mean per annum, it is in the neighborhood of one million new people added every year to the Nation's already imposing numbers. This would mean for us at this time a population of about 68,000,000 and will show a total in 1900 of about 72,000,000. The presidential vote ought to reach 14,440,000 in 1900. The most rapid increase, undoubtedly, is in the West and South, a fact that may have a decided influence in the elections four years hence, aside from all other causes.

But this rapid expansion of the Nation is not alone in numbers. It is equally as striking in business. In all the great cities of the country, trade is encroaching so rapidly upon residence portions that even the residence localities are being abandoned to the insatiate demands of the tradesmen and of commerce. The Government buildings in Washington, and throughout the country, erected only eight or ten years ago are now so uncomfortably crowded that new structures have to be built or rented. The railroads are steadily increasing their already wonderful equipment and the most astounding development is witnessed in all the avenues of life and activity. What a tremendous factor the United States must become in the world's everyday history within the next twenty or thirty years! The picture presented to the imagination is a dazzling one, indeed. And yet it is possible to construct it upon purely mathematical lines—by a simple grouping of facts and figures. Our boast that we are, all things considered, the greatest Nation on earth, is, therefore, not without good basis.

## Side Lights on the Hard Times.

Written for the TRADESMAN.

They tell a story on one of the habits of the Thunder Bay country. Times have been pretty hard over that way as well as in other parts of Michigan and the country at large. This man awoke one morning this fall and found that about a foot of snow had fallen in the night. He was short of meat, and thinking this a good time to secure a deer, he loaded his trusty rifle and prepared to sally forth into the forest primeval. But his outfit of winter footwear was somewhat scanty. The proceeds of his farm had been barely enough to procure the necessary supplies of tea and tobacco, and not a merchant in that part of the State could he find with sufficient "confidence" to trust him to a pair of rubbers and the accompanying long stockings. But something had to be done; so, gathering together what gunny sacks and grain bags he could find, and using a goodly quantity of hay wire in lieu of thread, he finally rigged up an outlandish looking but tolerably comfortable pair of moccasins and sallied forth. Game was scarce, and he wandered about for a long time without success. At length, wearied and disheartened, he started for his cabin, when he suddenly came upon a strange track in the fresh snow. He eyed it askance for a moment, and then, as his face lighted with intelligence, he exclaimed: "Bear, b'gosh!" and started silently but swiftly upon the trail. The track seemed to have been newly made, and was as easy to follow as a sidewalk. Pushing ahead rapidly, he came before long to another and similar track which had joined the first, and nodding his head knowingly, he remarked: "Two of 'em!" and hurried on. The hunt had now assumed an interesting aspect. The snow was packed into a well-beaten trail, and expecting every instant to come within sight of the game, he carried his gun at full cock, and was ready to cut loose on the first patch of fur that showed itself. Still hastening on, with eye and ear intent, he was suddenly aware that another and similar animal had joined the two which he was so persistently pursuing, and just as the expression, "The woods is full of bear," had arisen to his lips, he was struck with an idea and stopped. He glanced back wearily over his trail, then gazed mournfully in the direction of the sun, extended one foot and made a track in the unbroken snow outside the trail, and as he shook his head sorrowfully and started toward home, he growled: "It's me."

\* \* \*

And speaking of hard times, one of my friends who is in the newspaper business sends me a copy of his publication this week, printed on one side of a gorgeous piece of wall paper. The effect thereof is somewhat startling, and reminds one a little of war time journalism. He says: "This issue may indicate to you that this is the last run of shad, but don't you ever believe it. By the time the readers have absorbed its contents, we shall be rustling for coin to get our bundle of ready prints that is waiting us in the province of Lake Ann, with a draft attached thereto. This issue is intended to serve two purposes: One is to remind those in arrears that we are in need of funds, but can get along without them. The other is you can paper walls with it and have regular wall paper with ornaments on." It is to be hoped that the readers of that paper have seen the error of their

ways ere this, and paid in the much needed funds.

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But, hard as the times have been for the last three years, there are plenty of business men who have made money, and there are thousands of farmers and others who have not "gone in debt" for a cent's worth of goods. Stringency of the money market pinches the improvident fellows and those who are doing business on borrowed capital. But it does not always work to the disadvantage of the hustling, pushing, wide-awake business man. Goods are to be bought cheaply—much cheaper, according to their market value, than in times when money is easily obtained, and the man who can take advantage of these "bargains," and then dispose of them to his customers at perhaps a little less price than regularly bought goods can be sold, is the man who will do the business, the man who will make the money, and the man who will in be the best shape to handle a "bigger trade" when the good times come. But the man of all men who is happy and prosperous nowadays is he who buys for cash, sells for cash and at night has either the cash or the goods to show for his hard day's work. To such a man the sheriff has no terrors, the auction block no dread, his days are days of happiness and his nights are filled with peace. There is no sorrow in his cup of life, no nervous prostration, no insomnia. His days glide along like a quiet river, and when at length he is gathered to his fathers, he will be folded into the arms of Abraham, and Isaac, and Jacob (one at a time, of course), and the words: "Here ist a man dot nefer shwintlet his greditors" will be his passport into the realms of immortality.

GEORGE CRANDALL LEE.

## An Apt Answer.

There is an Irish porter employed in a large shoe house in New York—one of the kind that will make a witty reply to any sort of question. He is very fond of expressing his views in general and has great admiration for his arguments. If he fails to get a listener, he will talk to himself in lieu of something better. A member of the firm, being annoyed one day at his constant muttering, which he was unfortunate enough to hear, sent for him.

"See here, John, did it ever occur to you that your constant talk and muttering is a great annoyance to people that happen to be around? Why on earth do you chatter away to yourself, anyhow?"

"Shure I have two raysons for doin' that."

"Two reasons! Well, what are they?"

"One of them is that I loike ter talk ter a sinsible man, and the other is that I loike ter hear a sinsible man talk."

## The Old, Old Story.

From the Pentwater News.

The action of the Bell Telephone Co. in reducing its line fee between Pentwater and Hart was not unexpected. This is the method it has adopted everywhere—rob the people unmercifully as long as possible, and then try to freeze out every other company which attempts to give the people service at living rates.

## Foregone Conclusion.

"So you want to be my son-in-law, do you?" asked the old man, with as much fierceness as he could assume.

"Well," said the young man, standing first on one foot and then on the other, "I suppose I'll have to be if I marry Mamie."

## THE CHRISTMAS PICTURE.

## How a Shrewd Grocer Started an Artist on the Road to Fame.

Although it was a lovely day, with the sky bluer than an English sky has any right to be, Jimmy Sprowle came away from his interview with the grocer very much depressed in spirits. The interview had been extremely unsatisfactory from Jimmy's standpoint. The grocer, good man, was not in the business for his health, and wanted his money. He refused point blank to furnish Jimmy with any more of the supplies of life. This being the case, young Sprowle did not see how he was going to manage. He had been living on that grocer for the past two weeks, and the tradesman, beginning to get anxious, had made inquiries. Notwithstanding the fact that Jimmy lived in the most expensive studio buildings in London, the grocer found reason to doubt that he would ever get his money; and so he refused further credit.

Jimmy was very much disappointed because his friend had told him that the simple address of the Stilvio Studios was good for any amount of credit with any tradesman in London. The grocer was a shrewd man, and he discovered, first, that Jimmy was not a tenant of the Stilvio Studios, but that a friend had lent him his two rooms in that palatial building, while the friend, a landscape artist of some note, had gone off to Switzerland for the summer. The grocer further ascertained that Jimmy was a man of no repute whatever and, what was more to the point, had no effects and no customers.

"If you could show me an order from some one," said the grocer, "even a £10 order for a picture, why, then I might let you have a little tick. But as it is, you see, I have no chance of getting my money; and I can't support the unemployed of London, you know."

The attitude assumed by the grocer was so reasonable that Jimmy could find no words with which to combat it; so he left the place with bowed head and spirits away down below zero. Life was not so easy a problem as he had thought. He imagined that, when Brentwood had so generously given up his studio free of rent and taxes to him, he would surely have no difficulty in earning at least his daily sandwich. But two weeks of semi-starvation had shown him his mistake. He was sure of a place to sleep and work in for the next few months; and summer was coming on, so that he needed to buy no coal, and that was something.

Rich customers sometimes rapped at the door of his studio, but they were always in quest of some other man, and if no one ever came to even look at his pictures, what was a young man to do? All he wanted was a chance. He knew that he drew better pictures than many who were daily refusing work. But then, of course, every young artist knows that, and it doesn't count. Thus he meditated bitterly on things as they were until he came to the door of the huge Stilvio Studio buildings, and there his reverie was interrupted by a small boy in buttons, who asked him if he knew where Mr. Sprowle lived.

"Mr. Sprowle?" said Jimmy, in surprise; "I'm Mr. Sprowle."

"Mr. J. Sprowle?" said the boy, cautiously.

"Yes, that is my name."

"Then here is a letter for you," said Buttons.

As Jimmy took the letter he noticed

the name, the Illustrated Sphinx, on the envelope, and his heart beat high. Here, perhaps, might be an offer for work. Even before he took the letter from the envelope he looked on himself as a made man.

The letter began familiarly, "My dear Sprowle," and it went on to say that he, the editor, wanted a Christmas picture in Sprowle's usual style.

"My usual style," said Jimmy meditatively. "They must have seen some of my pictures at the Earl's Court Exhibition."

The sum to be paid was £300. And again Jimmy's eyes opened, and he whistled a long whistle. The editor would give him until the last day possible for the finishing of the picture, as he knew that Sprowle liked plenty of time. That is true, thought Jimmy, but how in the world did he know it. The note ended by naming the day on which the picture must be in their hands for putting on the stone. There would be fifteen printings, the editor said, and then signed himself, "Yours very truly, R. Spounding." There was a postscript to the letter which said that if the terms and time were suitable Mr. Sprowle was to intimate the same to the bearer.

Jimmy looked at the boy standing there so respectfully and said: "You can tell Mr. Spounding that it is all right. I shall have the picture ready for him by the day he names."

When the boy had departed, Jimmy, highly elated, and with the letter in his hand, made his way as quickly as he could to the grocer. "There!" he said to that good man, who was astonished at seeing him return so soon; "read this note that I have just received from the editor of the Sphinx. As a usual thing," continued Jimmy, loftily, "I don't say much about my customers, but, as you seem to be a little afraid that the money I owe you will not be paid, kindly cast your eyes over that!"

The grocer adjusted his spectacles and read the letter twice. Then he turned it over and over several times, doubtfully, looking now and then across his glasses at Jimmy.

"When did you get this?" he finally said.

"Just a moment ago. The boy came with it and was waiting for me when I got back."

"It is a very large sum for one picture," said the grocer.

Jimmy waved his hand with an air of the utmost superiority, as he said:

"Oh, it's nothing to what some of us get. I intend to raise my own prices next year."

"Well," answered the grocer, who had been some time in trade and had been bilked before, "you will, of course, have this stamped."

"Stamped," said Jimmy, "what do you mean?"

"Why, stamped at Somerset House with a sixpenny stamp. It is not a contract otherwise."

"Oh, I don't know about that," remarked Jimmy. "I never have these things stamped." But he did not add that he had not the sixpence.

"It is always best to be on the safe side," the grocer rejoined cautiously. "If you leave this with me I'll have it stamped. I am going to the Strand this afternoon;" and he added carefully, "I'll charge the sixpence in the bill. A busy man like you won't want to bother with these things. When it is all stamped and regular I will give you

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than ever before. Is it any wonder?

### VALLEY CITY MILLING CO.,

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## Ebeling's Best XXXX OR Cream of Wheat

Minnesota Patent Flours are strong, sharp and granular—flours that will please each and every customer you have and will be a trade winner for you.

We grind only the choicest grade of No. 1 Hard Minnesota Wheat, and manufacture a superior Spring Wheat Flour for family or bakery use.

Our prices are the lowest, quality considered, and if you are wanting a high grade Spring Wheat Flour that has merit do not hesitate to write us promptly.

### John H. Ebeling,

Green Bay, Wis.

We invite correspondence.  
Samples cheerfully sent.

what credit you want up to the time you are paid for the picture."

"That is perfectly satisfactory to me," replied Jimmy.

The grocer, folding the document and putting it in his pocket, asked what he might have the pleasure of sending to his rooms in the Stilvio Studios.

The grocer was a wise man in his generation. Before banging his sixpence at Somerset House, he called at the palatial offices of the Illustrated Sphinx and asked to see someone in authority. After waiting for a while in a room where copies of that celebrated paper lay on a table for the entertainment of visitors, a man came in and asked what the grocer was so good as to want. The grocer took the paper from his pocket and handed it to this person, saying:

"Is that all right?"

"How do you mean, all right?"

"I mean, are you going to pay Mr. Sprowle £300 for one picture?"

"Well," said the man hesitatingly.

"I can hardly see how that concerns you. How did you come by this paper?"

"Mr. Sprowle," explained the grocer, "is a customer of mine, and a new customer. I am not just exactly sure of payment. He showed me this paper in proof that people bought his pictures."

The man in authority laughed. "Oh, I think that Mr. Sprowle is good for any credit that he cares to ask of you. You supply him at the Stilvio Studios, do you not?"

"Yes," said the grocer.

"Oh, well, you may make your mind easy about Mr. Sprowle. That paper is all right. He will get the £300 as soon as he delivers his picture, or before, if he wants it."

"Thank you," said the grocer, and he departed to expend his sixpence on the stamping of the document.

Although the man in authority wondered that so celebrated a painter as Sprowle would give such a paper to a grocer, he, however, knew much about artists, and was well aware that there was no accounting for what they might do.

The grocer handed back the paper to Jimmy with greater deference than he had, up to date, shown that young man. Jimmy noticed that the paper had a beautiful red stamp embossed on the corner of it.

"That," said the grocer, who was a man of business, "makes it a contract. You could not sue for your money otherwise."

"Oh, that's all right," said Jimmy nonchalantly, as if commissions like this one dropped in on him every day; "I have no fear about the money."

He went back to his studio and began to plan his picture. He threw his heart and soul into the work. He knew the kind of thing the Sphinx wanted. A picture of a pretty child with a dog or a cat. This represented the standard of art attained by the great British public at the end of the century. It must be done in flaming colors and would, as the editor had written, be printed on fifteen lithographic stones.

About the time that the picture was finished Sprowle received word from the owner of the studio that he was unexpectedly coming home. "Don't be afraid that you will be evicted," Brentwood wrote. "I am going to be in London for a day or two only, as business calls me to America, where I will remain for the next two or three months."

Nevertheless, I shall drop in on you and see how you are getting on."

In due time Brentwood came, and looked at the big picture on the easel.

"Ah, Jimmy," he said, "you've struck the right gait at last. That is the thing that pays. French art doesn't go down in this country. And you have adopted the true British style, too. Where are you going to exhibit?"

"Oh," said Jimmy, in an off-hand manner, "it is a commission and is not intended for exhibition."

"A commission? From whom?"

"From the Illustrated Sphinx," quietly responded Jimmy.

Brentwood whistled an incredulous note before he said: "By George, you are getting on. How came you to receive a commission from the Sphinx? They are generally satisfied with nothing less than a Royal Academician. How much do they give you for it?"

"Only a little matter of £300," said Jimmy.

"Look here, young man," replied Brentwood, earnestly, "I dislike very much to call anyone a liar."

"Don't hesitate on my account," said Sprowle. "Here is the contract if you want to read it."

Brentwood took the paper and read it carefully. Then he threw back his head and laughed.

"You don't mean to say," he cried, "that you imagined for a moment this was meant for you? How did it come into your hands?"

Young Sprowle faced his friend with a look of alarm stealing over his countenance.

"Come into my hands!" he cried. "How should it come into my hands? It was sent me by the editor, and I answered it."

"Yes, and I see that you have had it stamped at Somerset House, which was wise. I didn't think that you had so much business mingled with your art, Jimmy."

"Oh, it was the grocer who did that. I didn't know anything about it. He said stamping made it a contract."

"So it does, but you don't mean to say you did not know that this was intended for Sir John Sprowle, the academician, who has the whole upper floor of the Stilvio for his studio?"

"I never heard of him," said Jimmy, blankly.

"And yet you pretend to practice art in Great Britain!"

"Well, you know," protested Sprowle, "I am better acquainted with French art than with English artists. I never heard of Sir John Sprowle. Why was the letter not addressed to Sir John? It was addressed to me—J. Sprowle, Esq."

"Have you got the envelope?"

"No; I tore it up."

"Ah, I see, the letter was written in April; that accounts for it. Sir John got his knighthood on the 24th of May—in the distribution of birthday honors, you know. Well, you have got old Sprowle in a nice box. I should like to see his face when he learns the truth. Here he thinks that Sir John Sprowle is doing a picture for him, when down comes an unknown Jimmy Sprowle on him with a dull thud, saying, 'Here is the kid and the dog, and I want my little £300, if you please.' I say, Jimmy, there will be a row in the Sphinx office when Sprowle realizes the situation. It's a blessing the grocer had that embossing done on the paper."

Young Sprowle sat down with a look

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of despair and dropped his brush on the floor.

"Are you really in earnest," he said at last, "and not chaffing me? Do you think the letter was intended for another name?"

"Why, of course it was; you haven't really any doubt about it, have you?" asked Brentwood.

"This is awful," said Jimmy, mopping his brow. "What can I do with the grocer? I owe him pounds and pounds!"

"Do!" exclaimed Brentwood. "Why, bluff the Sphinx out of the £300. That's the only thing to do. You've been waiting for your chance and here it has come. Make them take the picture."

"Oh, that would not be honest," said Jimmy, in agony.

"My dear fellow, the picture will be a boon to Spounding when he realizes his position. You see, he can't help himself, the time is too short; besides, the picture is quite as good as anything that Sprowle has ever done for him. In fact, after he gets over his anger, Spounding will be mighty glad to have the picture ready for him—nice new paint and all. I have a score or two to settle with the editor of the Sphinx myself, arising out of some dealings we had when I was younger and more foolish than I am at present. This affair has got beyond you, Jimmy, my boy. It requires a diplomat to deal with it. You must let me take the picture to Spounding and break the news gently to him. I will take all the responsibility, and besides I would give £300 to see Spounding when he learns the truth. The Sphinx has plenty of money, and you may as well have some of it. You must stand by your grocer, Jimmy, for he has stood by you."

Sprowle sat the image of despair, with his head bowed in his hands. All his jauntiness had departed. He was crushed under the blow and Brentwood was very sorry for him.

"Come, old man, cheer up," he said; "finish your picture and scrawl the well-known name of Sprowle in the corner. Choose a frame that will suit the style and subject, and I will carry it off to Spounding. In fact, I think I see the hand of Providence in the thing. I have come home just in the nick of time. If you had taken the picture to Spounding yourself, never suspecting that you had not had a genuine order for it, you would have gone to pieces under the shock of the discovery, and would have meekly brought your picture back to the studio."

Jimmy groaned but did not answer.

"Besides," continued Brentwood, "your picture is ever so much better than any the other Sprowle would have painted for the Sphinx."

"Yes," said Sprowle, despondingly, "but it isn't honest."

"Oh, don't talk incongruities, Jimmy. Honesty and the editor of an illustrated weekly have nothing to do with each other. It will do Spounding good to pay a reasonable price to a young artist for once in his life. You leave the matter to me, and go on and finish the picture."

And so it came about in due time that Brentwood took the painting in a hansom down to the office of the Illustrated Sphinx. He sent up word to the editor that he had come with Sprowle's Christmas picture. He was at once invited into the editorial room. A stalwart man followed him, carrying the huge frame, which he placed on the floor with its back to the wall. Spound-

ing did not recognize Brentwood, taking him, probably, for a man from Sir John's studio. Brentwood cut the string that surrounded the picture and uncovered it.

"What do you think of it?" he asked, standing back.

Spounding looked at the picture and rubbed his hands one over the other. "Splendid, splendid," he said enthusiastically. "It is in his very best manner. He never did anything better."

The journalist whistled down the tube and asked the art editor to come up.

"I think it is just what we want, Grime," said Spounding, when the art editor put in an appearance.

"It will be the most popular picture of the year," replied Grime, tersely.

"Yes," said Brentwood, impartially, "he has put his best work in that picture, and he will be very glad to hear that you are satisfied with it."

"Satisfied!" cried Spounding. "Tell him that we are more than satisfied."

"And he said to me," continued Brentwood, "that he hoped you would reproduce it in your very best manner."

"Oh, tell him he need have no fears on that score. We owe it to ourselves and our reputation to have it well done. We will send him proofs as soon as it is possible to obtain them."

"Now that everything is so satisfactory," said Brentwood, "would you mind writing out the check? Three hundred pounds, I believe, was the sum agreed upon."

He drew from his pocket the letter of Spounding and handed it to him.

"Quite right, quite right," said Spounding, glancing at it.

"Make it payable to J. Sprowle, if you please?"

"Very good," said Spounding, thinking that perhaps Sir John was a little sensitive about his new title. Writing out the check, he handed it to Sprowle's representative.

"He asked me to say," remarked Brentwood, putting the check in his purse, "that if you wanted any little alterations made he would be very pleased to put them in."

"Alterations!" cried Spounding. "Oh, dear, no. The picture is perfect as it stands. I wouldn't have a line changed. But still," he continued, with some hesitation, as he critically looked at the name in the corner of the picture, "if he would not mind, I should like to have his full name and title, Sir John Sprowle, on the picture."

"Oh," said Brentwood, raising his eyebrows, "I don't think he would agree to that, you know. Why should he put another man's name on his painting?"

"Another man's name?" said Spounding, looking up inquiringly.

"Certainly. Why should he put Sir John Sprowle's name on the picture instead of his own?"

"Instead of his own! What are you talking about?" exclaimed Spounding.

"I'm talking about my friend Jimmy Sprowle and his picture."

"You mean Sir John Sprowle," said Spounding.

"Oh, no, I don't," replied Brentwood. "I know them both, but Jimmy Sprowle who painted this picture is the tenant of my studio. He is the man to whom you sent the order, you know."

Spounding stared helplessly at the young man and said at last: "I don't think that I quite understand you. This picture, of course, is painted by Sir John Sprowle?"

"Oh, dear, no," said Brentwood;

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Ball-Barnhart-Putman Co.,  
GRAND RAPIDS.

"Sir John Sprowle, capable painter though he is, couldn't do this sort of thing so well as my friend Jimmy Sprowle, recently of Paris, but now of London."

"But, hang it, man," cried Spounding, full of wrath, as the truth began to break over him; "we don't want a picture by Jimmy Sprowle, of London, or anywhere else."

"Well, that is remarkable," said Brentwood calmly; "why then, did you order one from him?"

"Order! We never ordered a picture from Jimmy Sprowle, whoever he may be," said Spounding, contemptuously. "We sent our order to Sir John Sprowle, of the Stilvio Studios, who was at that time plain John Sprowle, Esq., Royal Academician."

"In that case, then," said Brentwood, quietly, "there must have been a mistake somewhere. The letter you sent was delivered to my friend at the Stilvio Studios. He painted the picture, and I have the check for it."

"The check will be of no use to your friend," said Spounding, angrily, "I will stop payment at once."

"I wouldn't do that," said Brentwood, slowly. "I should look at the matter calmly. By acting hastily you can easily make yourself the laughing stock of London. If I may venture to offer advice on the subject, being a perfect stranger, I should advise you to consult with our good friend Grime here, the art editor. I don't admire this sort of picture myself, but you and Grime seem to. You both know it to be a good picture of its kind."

"Picture! I don't want a picture from an unknown man!" cried Spounding, indignantly, "and I shall have nothing to do with it. It's a trick—a fraud! Take the wretched daub off, instantly! Take it back to the trickster who sent it!"

"Oh, very well," said Brentwood, rising; "every man knows his own business best. I may say, though, that, legally, my friend's position is practically impregnable. However the mistake has occurred, it has arisen from no fault of his. He painted the picture in perfect good faith; your messenger brought him the order, and he returned an answer by that messenger. I also happen to know, through an interview with a mutual friend this morning, that the grocer whom Jimmy honors by receiving credit from, took this letter and applied here in person to see if it was all right before giving further accommodation to Jimmy. He was assured by some one in this office that the letter was perfectly correct, and this man of business fortunately had it stamped at Somerset House, as you may see by glancing at it. Furthermore, I am ready to go into any witness box and testify that both of you have expressed the utmost admiration for the picture. So you can easily see that, by making a fuss, all you will do will be to make fools of yourselves, for you must certainly pay in the end whether you take the picture or not. Aside from all this, you know as well as I do that you must have a picture for your Christmas number, and that it is now too late to obtain a suitable one, unless you take some daub that no one else would have. This picture, as you well know, is as good as any you could hope to get, even by ordering at the beginning of the season; as Mr. Grime so justly said, it will be the picture of the year. Jimmy is not an unknown artist; he has a great reputation in Paris, especially at the cafes,

where he is probably better known than Sir John Sprowle himself."

"But the thing is a trick," repeated Spounding; "why did not Sprowle, your friend, come himself with the picture?"

"Too busy," said Brentwood; "too many commissions; working night and day, that young man is. The thing I fear is that, when I go back and tell him the result of this interview, he will not let you have the picture at any price. If I were you I would accept the inevitable. I speak now as a friend of both parties. You know as well as I do what pictures are in the market and available for a Christmas number at this time of the year. You can do as you please, of course, but if I were in your shoes I would jump at the chance of getting this picture."

Spounding and Grime consulted with each other, and then they gazed long and critically at the painting. Finally Spounding said, with a sigh:

"I suppose we cannot help ourselves; but it looks suspiciously like a case of sharp practice."

"I may tell you," said Brentwood, threateningly, "that if you use the term 'sharp practice' in connection with my name, you will pay a great deal more than £300 for it. I've stood just about all the talk I am going to on this subject."

"It need go no farther," said Spounding, coming down from his perch. "We will accept the picture and do our best with it, and nothing more will be said about the matter."

"Very well, in that case I have nothing more to say, except good morning."

"It's all right, Jimmy," said Brentwood, when the hansom had brought him back to the Stilvio Studios. "It's all right. Both Spounding and Grime, the art editor, were delighted with the picture; said they had never seen anything equal to it."

"Then there was no mistake, after all," cried Jimmy, exultingly.

"None, except on my part, Jimmy, in underrating your undeniable talent. That picture will be the making of you."

And it was. LUKE SHARP.

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"Drummers" are like ministers and doctors, fond of chaffing each other.

"I've a great story to tell you, boys," said a drummer to a group in the corridor of the Morton House the other evening. "I don't think any of you ever heard me tell it before."

"Is it really a good story?" asked one of the party doubtfully.

"It certainly is."

"Then I'm sure you've never told it before."

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He—None that know me.

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## AZZAMONTI'S ART.

It Deals with the Feet of the People on the Stage.

From the New York Sun.

In Fourth avenue, just north of Union Square, New York, there is a windowful of shoes. That's not remarkable. But the fifty pairs of shoes in that window represent \$5,000. That's different. These great mousquetaire boots of snow-white ooze leather, for instance, are—but there! no one but Signor Azzamonti himself can do justice to these products of his art.

For over three hundred years the Azzamontis have been shoemakers. No wonder that Giovanni (who calls himself John since he came to this country) knows how to make shoes for the Cardinals and Bishops of stageland. Giovanni's great-great-great-grandfather used to make the shoes for the really-truly Cardinals. As long as the nobles and prelates of Italy wore shoes upon which the Azzamontis could lavish their genius, the family served them. When, at last, all art and individuality disappeared from the footwear of the people, these men still stuck to their own beloved variety of last and made the shoes for the mimic people of the theater.

Before Giovanni came to America, fifteen years ago, he shod the heroes and heroines on the Scala stage. Now, his shoes strut, as it were, across the stage of the whole world. The queer cluttered shop which is behind that window of gorgeous footwear is full of interesting things. Here are dozens of photographs of great dramatic and operatic stars. They are all signed, and most of them have a line or two of appreciation, whose depth may be explained by the fact that it literally came from their feet. Here is Calve, who inscribes her photograph "To a veritable artist," and Ancona, who sends his to his friend, "M'amico." There are others "to the king of shoemakers" and "to the champion," and "Al mio caro amico," and so on. Bernhardt, Irving, Salvini, the De Reszkes, and a score of great singers and actors recognize in this Italian shoemaker a man who is an artist as they are artists.

There are hundreds of letters from them, too. One from William H. Crane acknowledged the receipt of some shoes which he wore as Falstaff.

"If the public had liked Falstaff as well as I liked the shoes," he said, "the play would have been a success."

Signor Azzamonti is a small, hollow-eyed man, so fair of skin and of hair that one would never dream of his coming from Italy. He is as proud of being the shoemaker that he is as any of the famous people for whom he works are proud of their triumphs. In fact, sometimes he thinks he is a greater success in making shoes than the others are in wearing them.

"See this boot!" he exclaimed, picking up a mousquetaire boot about three feet high. "I can make six characters out of this," and, kicking off his slipper, he thrust his foot into the boot. With a deft twist here and a push there, he actually made that one boot express several characters, from the devil-may-care d'Artagnan to a courtly exquisite and a stupid lout of a soldier.

"You see?" he said. "But the actors don't always do justice to the things I make for them. I have seen men, great actors, too, put on a boot like that and wear it so that they made the boot and themselves ridiculous."

Then he picked up other strange and gorgeous creations, and handled them lovingly while he talked.

"Here," he said, taking up a high-strapped boot made of the one-time coat of a brindle cow, "here is a shoe I made for poor Lawrence Barrett only four days before his death. This low shoe with the turned-up gold tip I made for Salvini to wear as Othello. This tiny riding boot was made for a little boy at the Academy of Music. This red morocco mousquetaire was also for Salvini. Here's Lewis Morrison. I built him up two inches to make him the same height as Louis James, with whom he was playing. Do I often do that? I should say I do! I built Mar-

garet Mather up four inches when she played Joan of Arc."

"By the heels principally?"

"No, inside of the shoe. Oh, I have my own tricks. See this picture!" showing a photograph of a comedy actress with her feet conspicuously crossed on a hassock. "That woman was thought to have a very bad foot, a foot that was a real drawback in her parts, in most of which she wore either tights or short skirts. Well, it was my business to make her foot look pretty, even when it wasn't."

"There was Anna Held, too. She didn't have a bad foot, but it was spoiled by her shoes. I studied what was wrong, made my own last, and it was another foot she had."

"Do stage people pinch their feet to make them look small?"

"No. They have to act, and in order to act properly they have to be comfortable. It is the shape of the shoe more than the size that counts, anyway."

"Perhaps actresses have small feet and don't need to pinch them."

"That depends. You won't find any small feet except on the variety stage. Sometimes a young chorus girl has them. There's a foot up at the Casino now that's so small it looks like a Chinese foot. But these Shakespeare people usually have a good dose of feet."

"How about Bernhardt?"

"Oh, she has a very fair foot. It is pretty slender, and she wears about a number four. She uses a good many shoes. When she was over here last, I made her sixty-six pairs of shoes in as many days."

"Do you go and take the measure, or do the people come to you?"

"They come to me generally, although, of course, in the case of a great actress or singer I sometimes make an exception. But when it comes to making the shoes for an entire company, they come to me. For instance, Mr. Daly wants 185 pairs of shoes for his production of 'As You Like It.' Well, if the people come here, I seat myself comfortably on this hassock and take the measurements at my ease. If I did that at the theater, they'd laugh. I'd have to kneel down and bend over. I've almost ruined my back, as it is. I can't do that any more."

"What are these shoes?" picking up two pairs of odd-looking sandals with jingles in the heels, and extra wooden soles.

"They're Richard Carroll's shoes from 'Brian Boru.' I have to put new wooden soles on them every week. See how these are split. If an ordinary shoemaker made these for him they wouldn't last an hour, the way he works. People have an idea that all stage finery is mere tinsel, but I can assure you that the shoes are not. They are made of the very best materials, and are put together with much more care than even the best street shoes are. Well, you can get some idea of it from the price. There is a pair of brown ooze mousquetaire boots for John Drew. Those cost \$25. Here are the boots for inferior characters in the same play. They are of calfskin, you see, and they cost only \$10. However, I doubt if there are many people off the stage who realize that the chorus people often wear \$10 boots."

"Here is a beautiful shoe," picking up a high-strapped boot in pale pink leather, trimmed with imitation pearls and jewels. "That pair is worth \$150. These white mousquetaires are worth \$75. Here is an interesting boot representing the history of the world. And here is an astrologer's boot."

The last named was of dark green leather. Carefully drawn figures representing the signs of the zodiac had been cut out of gilt leather and stitched over the green.

"People have an idea that these figures are of gilt paper and are simply pasted on," said Signor Azzamonti, lovingly handling the gorgeous creation, "but you see they are of the very best quality of leather, and are beautifully stitched. If we did not make them that way the boots would fall to pieces in one or two performances,

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## Christmas

## Mackintoshes

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whereas you can see by this letter that they often last two seasons."

"Do you ever make ordinary shoes?" He shrugged his shoulders.

"Sometimes, but I don't like it. My heart and soul are in the theatrical work. That is art, and I love it. Everybody on the stage has been so poor, though, for the last few years, that we have to take anything that comes along. I got that order for 185 pairs of shoes for 'As You Like It' the other day, and that means a rush for a little while. I have to finish them all inside of two weeks. That isn't so easy as you might think, even though I have seven men to help me. For instance, look here."

He opened a box and showed a lot of pieces of paper in which were pinned samples of brocaded velvets and satins. Each slip of paper contained written directions.

"I had to match every one of these samples with a leather of the same shade, you see. That in itself is no small task. Next, I have to take the measurements of every one of those 185 people. Well, if you know anything of stage folks, you'll know that it isn't easy to do that. Here it is almost noon. The women were to come at nine o'clock this morning, but just one girl has been here! You have to have the patience of Job! Ah, here comes two."

The new candidate for measurement sat down. Signor Azzamonti placed her foot on the book and prepared to draw the outline.

"Don't make my shoes broad-toed," said the girl.

"I'll have to."

"But I don't like 'em broad," hastily removing her foot from the book.

The shoemaker looked up impatiently. "I have to make them to suit the part and not to suit you," he said. "These shoes have to have puffs coming through slits across the toe. Well, I can't make puffs in a piccadilly toe," and he put the protesting foot back in its place and went to work.

#### The Successful Tradesman.

From Shoe and Leather Facts.

"Well bought is half sold" is trite, but true. The establishment which does not have a careful and shrewd buyer is not likely to make much headway even though the selling department be conducted on the most approved lines. No one can buy successfully who is not fitted to do so intelligently, and intelligence can only come through a thorough knowledge of trade conditions in general, and an acquirement of the customs of the establishment for whom he is buying in particular. The successful salesman finds his chief happiness in his diligent search and constant vigilance for the first offerings. The market is closely watched; he knows as a matter of course where the closest sellers are located, and just where to look for the drives and bargains which are to be found. The chances are that his trade journal occupies a very conspicuous place on his desk, and that he is even more familiar with its advertisements than he is with its reading matter.

The successful buyer has the satisfaction of knowing that his work has been well and thoroughly done. He is prepared to give the reasons why he has placed confidence in the goods ultimately selected. The chances are, too, that this confidence is shared by his clerks, and the same favorable feeling is also pretty sure to be felt by the customers who come to inspect the goods, and are brought in contact with those who sell them. The merchant who has mastered this important detail is prepared to meet all legitimate competition. Competition, want of confidence and financial stringency are evils that are with the business community from time to time. But, separately or combined, they are not half so detrimental to a man's trade as is poor buying. When a man makes a mistake in this direction he does well to confess, at least to himself, that his judgment has been in error, and he wants to look out carefully that he does not repeat the error.

The merchant or buyer who never

makes mistakes does not live. But the man who can, if he be so unfortunate as to make an error, turn the seeming disaster into success and profit is the generally successful business man, and the one who is constantly in demand.

#### Who Read Advertisements?

From Sewing Machine News.

This question is quickly answered. Everybody reads them. You have heard this one or that one say, "I never read advertisements," and you may have unthinkingly said it yourself, but when you did you always felt a desire to modify the statement immediately afterwards. It had occurred to you that you did make a practice of reading a certain class of advertisements. They may be in your own line of business—your competitor's. You read them to see what he has to offer, and compare them with your own. But perhaps you have none—that is too bad. In that case the other fellow gets all the benefit of publicity, and you—no, we won't say you get left—you get the experience. It is to be hoped it will prompt you to advertise. Be assured that the public does read advertisements.

At one time Frank R. Stockton, novelist and humorist, was unable to use his eyes for several months. His friends had to read to him and, of course, selected such matters as they thought would interest him. When at last he was able to read for himself all were exceedingly curious to know what sort of reading he would call for first. A great shout of laughter arose when he eagerly called for advertisements. These had been omitted by his friends and he longed to see some. No species of literature so clearly reflects human nature as advertisements. One skilled in writing or reading them can detect the very character of the advertiser. In the extravagant ones we learn what to avoid, and the worthy ones teach us many facts concerning good and useful things.

Not all of us read advertisements as attentively and carefully as we should. Perhaps this may be true of all our reading, because maybe we devote too little time to it. We skim over too many columns and pages in the daily papers or the trade journal to permit us to grasp all as completely as we should, yet how many of you, our readers, do not see just what the other fellow, the company that does not make your machine, has to say? Very few. Then is it not a wise plan to advertise and do it persistently and judiciously? Wouldn't you miss your manufacturer's "ad" if it were dropped from a single issue, and wouldn't you miss the other fellow's just as quickly?

And still you say you don't read advertisements. Go 'long! You're only fooling. But we are not easily fooled.

#### Shoe Advice.

From the New York Commercial Advertiser.

Never try to wear a shoe too small, or that does not fit when you first put it on; there is no misery more nearly distracting than a shoe that hurts the foot. Never let your shoes get hard and dry; don't let them run over; don't let the heels run down; don't dry a wet shoe until you have rubbed it well with a flannel cloth, then with vaseline. Never put near the stove. Half a peck of oats kept in a small box will be the very cheapest and best foot form for a wet shoe. Fill the shoe and shake the oats down, after having rubbed and oiled it, and set in a dry place to dry gradually. When dry pour the oats back for further use. Do not "black upon blacking" more than a week at a time. Take a wet rag and wash the shoe at least once a week, and oil over night to keep in good condition. Never handle patent leather until you have warmed it. Never wear rubbers with good shoes. Put on old shoes in wet weather. There is no part of the apparel of a lady or gentleman which should be more scrupulously neat, or that is so often scandalously neglected.

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

#### The Leather Speculation.

From the Boots and Shoes Weekly.

At a recent meeting of the United States Leather Co. a dividend of one per cent. was declared on the preferred stock, payable January 2, 1897.

The report on which the dividend was based states that the company has no indebtedness, except the \$5,280,000 bonds which remain unpaid of the original issue of \$6,000,000, and that there are \$4,500,000 of bills receivable falling due within sixty days, over \$1,000,000 in cash on hand, and large quantities of hides in process of conversion into leather. They have more leather in the vats than they had at the beginning of the year. They have much less in the warehouses, but altogether the aggregate holdings are larger than they were in January.

The annual report of January 1, 1896, showed that the company at that time owed a floating debt of \$3,000,000, that their bills receivable amounted to \$3,133,945.31, and that the cash on hand was about the same—a little less than now. Thus it appears that the company has paid in ten months, in addition to the July dividend of \$640,000, a loan of \$3,000,000 and have retired of their bonds \$240,000, making a total of \$3,240,000, which shows an improvement in the financial condition of the company in ten months to the amount of \$4,606,054.69.

In this connection it should be borne in mind that the one per cent. dividend declared is a disappointment. The stock has declined, and it is alleged, with what truthfulness we know not, that those most interested in this company would not permit such a favorable opportunity to pass by without manipulating the stock to their own advantage. This small dividend has given many people a chance to say that the object of the directory of this company is to tire out the stockholders who are not directors and induce them to part with their stock at low figures.

This allegation may or may not be true, but in the absence of evidence in support of the theory it would doubtless be fair to consider that the dividend declared was the most the conditions warranted, and wait for further developments.

#### Illustrated Advertising.

Drop a postal card to the Michigan Tradesman for a catalogue of many new and attractive cuts of different sizes which can be used in your advertising displays and obtained at very small expense.

#### A Born Genius.

"Well, Scribbs has proved himself a genius after all."

"What has he done?"

"Quit writing poetry and opened a candy shop next to a schoolhouse."

The proprietors of an English medical nostrum announce that on a certain day they will send up a balloon over London, from which a number of checks will be thrown, varying from \$5 to \$50, which will be cashed at the office of the concern.

Pingree  
"NEVERSLIP"  
PATENTED  
FEB 22 1896

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

#### DO YOUR FEET SLIP?

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



PINGREE & SMITH, Manufacturers.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone  
Rubbers

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

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

#### Duplicating Sales Books

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

J Pads

Acme Cash Sales Book

Nine Inch Duplicating Book

Twelve Inch Duplicating Book

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

TRADESMAN COMPANY,  
GRAND RAPIDS.

#### LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE  
GROCERIES AND  
PROVISIONS

F. C. Larsen,

61 Filer Street,  
Manistee, Mich.

Telephone No. 91

## JANE CRAGIN.

## Mr. Cyrus Huxley Scores One Himself.

Written for the TRADESMAN.

For several days after the dinner party, the proprietor of the Milltown store was not inclined to be humorous. He attended strictly to business. Any attempt on Jim's part more than to "pass the time o' day" was received in freezing silence. Sid attempted no pleasantry; but, when the time came to call at the Walker mansion and he asked if it wasn't about time to make the call, he found Mr. Huxley looking him full in the face and saying, with a distinctness of enunciation which left no doubt as to his meaning: "I shall call this evening; you can go whenever you please."

"Well, now, Cy, there isn't any use in your getting mad over this. The only thought I have had about this matter all along I haven't kept back, and I don't see why you are coming at me now in this fashion. You know as well as I do that you began by trying to make me a cat's paw, and, when a fellow sees that part given to him, he kicks if he's the kind of human being he ought to be."

"O, he does. Well, we'll say then that I gave you good reasons for kicking, you've kicked, and we're square. I'm satisfied if you are; and I don't know's I care to open another account. Things are looking a little squally off in that quarter just now and, if I need anything more in your line, I'll drop in and let you know; in the meantime, you and the women folks can get together, compare notes and have your little laugh at my expense. It'll probably do all three of you good; and what I've managed to get out of it will last a lifetime.—I see there's somebody 'round there by the cloth counter that looks as if she wanted to be waited on; and I'll say, before you go, that I don't want you to mention this to me as long as you live. 'Enough's as good's a feast'—and I'm full clear up to my neck. That's all;" and he left the office without giving Sid an opportunity to say a word.

Later, that same day, Mrs. Walker and her niece were together in the comfortable sitting room, enjoying that quiet companionship which requires no forced entertainment.

"I suppose," remarked Mrs. Willowby, "that we may expect some callers this evening. Mr. Huxley may not be 'up' in such matters but Mr. Benton is. I'm half curious and half anxious and just a little dreading this meeting, aunty. I can't help thinking that we overdid the matter at the dinner and I'm afraid, if I were in Mr. Huxley's place, I should let you know what I thought about it; and I don't believe I should try to do it 'over and above'—as you say here in New England—daintily. What if he did strain matters? He knows, and so do I, that I haven't lost a minute's sleep on that account, and we are not supposed to know what his intentions are in regard to Jane. I'm afraid, aunty, that the man has my sympathies; and I don't know but what I shall have to tell him so."

"Well, my dear, I hope you won't be needlessly disturbed. I hardly think that a man so thoroughly taken up with himself as our store-keeper is will bother himself much about anything else. It isn't one of those instances where the wind has to be tempered to the shorn lamb, and I have an idea that this sheep would lose a good part of his

fleece before he found out he had lost any wool. Traders are not oversensitive, and the Huxleys, at least so far back as I know 'em, are no exception to the general rule. To tell the plain truth, I'm expecting to see a little of the old Van Nostrand episode over again, and I'm curious to see how the conceit taken out of a man in the olden time compares with the modern article. Of course, we mustn't expect the elegance of the Kentuckian, either in manner or in speech. One has been bred to all that pertains to the graces in both, while the other will have to depend entirely upon his mother wit; but the shallow nothingness of the old Colonel will pale before the sturdy honesty of the store-keeper, and I guess the young man will come out of it all right. There goes the doorbell, and if it's Mr. Huxley we shall soon see how the battle goes."

The sentence was hardly finished, when Mr. Huxley was announced. Had the man grown in stature since he was there last? And was this self-possessed gentleman the fellow who stood so awkwardly before them on the evening of the dinner? It was the same, but with a difference; and intuitively the women recognized the difference and unconsciously bowed profoundly to it.

"The store-keeper beats the Colonel," thought Mrs. Walker, "in the early part of the engagement."

"Not a single reference to the weather so far," thought Mrs. Willowby. "That never happened before, and I'm just a little anxious about what all this means. I don't know but I'm willing to suffer a little if the man comes out ahead, for I do think we used him outrageously. He certainly has the better of it so far;" and the beautiful woman, with admiration in her eyes, joined again in the conversation which was going smoothly on without her.

"It is true," Cy was saying, as he bent towards Mrs. Walker, his left arm resting easily upon the velvet arm of the chair, "it is true that, so far, in Milltown, we have no standards to go by in whatever pertains to 'knowing how'; but I think, after all, in the absence of such standards, one can always rely upon the uprightness of his intentions."

"That may be true to a certain extent, Mr. Huxley, but it often happens—too often, I think—that an ignorance of the standards frequently leads to most disastrous results. The hurt in such cases is as painful as if it were intended."

"True, Mrs. Walker; but the lack of the intention prevents it from being criminal."

The pause which followed might have become awkward if the caller had not risen to go.

"I have not congratulated you, Mrs. Walker, upon the success of your dinner party," Mr. Huxley went on, with a tone in his voice and a look in his face which indicated that the real Cyrus Huxley was now speaking, "because I have doubted until now whether you deliberately planned and determinedly carried out that part of the affair which referred so pointedly to me. That doubt is now removed; and I congratulate you upon its complete success. That you had good reasons for doing what you did, I frankly admit; and here and now I acknowledge my mistake and earnestly beg your pardon. In my desire to carry out my own designs I selfishly forgot everybody else and did sacrifice their interests to satisfy my fancy; but, because I was making this great mistake, was it really incumbent

upon you, Mrs. Walker, to go so far beyond the punishment called for as to make my blunder insignificant? Was it quite necessary to make a dinner party in order to make it clear that your niece's heart had not been damaged by any undue attentions she might have received? And are you quite certain that you have not broken the unwritten law of hospitality which makes a host responsible, under his roof, for at least the fair treatment of his guest? It may be in accordance with the Evans idea to say to the guest placed at his right what you said to me; but it is not the Huxley idea, and I cannot thank you for it. I have the pleasure, ladies, of bidding you good evening."

Lord Chesterfield himself could not have bowed himself from the royal presence with greater apparent reverence. And offended royalty, to the last indignant quiver of each separate stately curl, could not have sped the parting guest more icily than did "Old Lady Walker."

RICHARD MALCOLM STRONG.

A German court has decided that electricity cannot be stolen. A man was arrested on the charge of having stolen several thousand amperes of current by tapping a light company's mains and using it to run a motor. The court, on appeal, ruled that "only a movable material object" could be stolen, which electricity was not, and therefore the man was acquitted.

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.

## Cider-Making in France.

The United States Consul at Havre, in the course of a report on cider in France, lately published at Washington, states that the decline of the grape crop in France has led to increased attention to the cultivation of apples and the production of cider. Official statistics show that 678,000,000 gallons of cider were produced last year in the country, an increase of 197,000,000 gallons over the preceding year and 365,000,000 gallons over the average for the ten preceding years. The departments of Manche and Calvados alone produce 302,000,000 gallons. The Consul describes the different processes under the headings as ferments, selecting the apples, gathering the apples, preparation of the barrels, crushing the apples, pressing the pulp, fermentation, racking and bottling. As to ferments, the French have a proverb: "No good cider without good fermentation and good ferments," and to produce good cider the fruit must be ripe and fragrant, averaging from 2 to 4 per 1,000 of acidity, containing, with some mucilage, a notable quantity of tannin—3 to 4 per cent.—and a large proportion of saccharine matter, say 15 per cent. They generally mix several varieties of apples, so that the merits of one may compensate for the defects of another. Care in gathering and storing preparatory to crushing seems also to be of great importance. "The French think that absolute cleanliness is more important in fermenting cider than in fermenting wine, and they think, moreover, that cider is the most healthful of all drinks." Bottling cider also has become a considerable industry in France. As evidence of the growing popularity of cider in that country the Consul mentions that of the many hundred million gallons made last year not more than 500,000 gallons were exported.

## SAVE 300 PER CENT.

There are 113 poisonous drugs sold which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results with less detail for less than one third the money.

TRADESMAN O COMPANY'S  
CLASSIFIED LIST OF  
**POISONOUS DRUGS**

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

**How to Use Them**  
To ascertain which Antidote to use for a given poison, find the article on following list, and the number opposite it also the number of the antidote label to be used—see number (in bold face type) on label.

**CAUTION—Use no other system of Poison Labels with this list.**

ORDER NEW LABELS BY NUMBER  
see Any one Number  
Additional Antidotes  
No less than one percent of any one number  
sent by mail post paid

2,800 LABELS all in convenient form for immediate use, as illustrated, with instructions for using. Sent postpaid to any address on receipt of \$4.

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

TRADESMAN COMPANY, Grand Rapids.

# 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 Commercial Travelers' Mutual Accident Association.

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

## Lake Superior Commercial Travelers' Club.

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

## Gripsack Brigade.

Samuel M. Lemon has volunteered to present the name of Geo. F. Owen at the Detroit convention. Those who know Mr. Lemon and are familiar with his ability as a public speaker are anticipating a rare treat.

R. N. Hull in Ohio Merchant: Commercial travelers are not sitting by the wayside indulging in doleful lamentations and waiting, like Micawber, for something to "turn up." They keep on tap on the weather bureau in reference to its bearings on trade. Rain or snow, bad roads and blizzards do not dismay them, for they plough through all in quest of business, at all times and under all circumstances, and are simply thankful that they are alive and able to cope with the difficulties encountered.

F. E. Bushman has removed from Kalamazoo to South Bend, where he has purchased the stock and good will of the Liberty Cigar Co., 118 West Washington street, and also leased the cigar privilege of the Oliver House. He will continue business at the former location under the style of "Bushman's Busy Bee Cigar Store," conducting both wholesale and retail departments. Mr. Bushman is an energetic salesman who knows no such word as fail and his career in South Bend may safely be set down beforehand as successful.

From present indications, fully fifty traveling men from this city will attend the annual convention at Detroit next week. With a view to doubling the number, an urgent appeal has been sent out to local representatives of the fraternity to attend a meeting to be held at Sweet's Hotel on Saturday evening, at which time the Post badges will be distributed. It should be remembered that Detroit came here with a good crowd two years ago, and there is no reason why Grand Rapids should not return the compliment by sending 100 representative men to the Detroit convention.

## Annual Meeting of Post E.

At the adjourned annual meeting of Post E, held at Imperial hall last Saturday evening, the following officers were elected for the ensuing year:

Chairman—B. S. Davenport.  
Vice-Chairman—Chas. E. Hall.  
Secretary-Treasurer—Frank W. Hadden.

Chairman Davenport subsequently announced the following committees for the ensuing year:

Executive—E. A. Stowe, L. M. Mills, W. F. Blake.

Entertainment—Chas. I. Flynn, Frank W. Hadden, P. J. Delahunt, Geo. F. Rogers, Wm. E. Richmond.

Sergeant-at-Arms—A. D. Baker.

## SUCCESSFUL SALESMEN.

### A. W. Knapp, Representing Strong, Lee & Co.

One of the most successful managers of wholesale departments in Detroit is Alvah W. Knapp, in charge of the hosiery, underwear and men's furnishing goods department of Strong, Lee & Co. Mr. Knapp is one of those whom considerations of health turned from the pursuit of a more studious career to one of trade, to which his aptness and success show him to be naturally well adapted.

The father of our subject, William L. Knapp, is a native of Western New York. He married Elizabeth R. Green, who was of Scotch and Irish descent. Alvah is in possession of a copy of the history of his father's family, which traces its lineage back to the fifteenth century, where it is found in Holland at the time of the German dominion and



the beginning of the Spanish occupation, when the name was spelled Knob.

Alvah W. Knapp was born Feb. 14, 1859, his birthplace being a farm in the vicinity of Warsaw, New York. The farm has since assumed great value and become widely noted as the location of the largest salt block in Western New York, operated by the most extensive corporation in the business in that locality. Six years later the family removed to Dexter, Mich., where Alvah commenced his course in school. His family again removed, about two years later, to Howell, Mich., where he completed his school work by graduating from the high school in 1877. At this time it was his ambition to take a college course, and he successfully took the examination, receiving certificate for admission to the Rochester, New York, University. Poor health prevented his undertaking the course. He then turned his attention to trade, entering the employ of Hickey & Goodnow, a prominent dry goods firm in Howell, with whom he remained five years.

After this apprenticeship, concluding that he was able to take a more responsible position in the business world, he went to Fowlerville, Mich., and formed a copartnership with F. D. Parker, who had been a salesman for Hickey & Goodnow, under the style of Knapp & Parker, dealers in dry goods, clothing and carpets. This partnership continued until September, of this year, when it was given up on account of Mr. Knapp's present employment. The business was pleasant and profitable, but the tempta-

tion to enter the field where there were larger opportunities was too great for him to remain in a small town.

February 1, 1896, Mr. Knapp entered the employ of Strong, Lee & Co. and has entire charge of his departments, as mentioned, including the buying of goods for each line. His acquaintance with his present employes began in his buying for Knapp & Parker. Being impressed with his ability in that direction, Mr. Lee invited him to take the position, and the firm is greatly pleased with his success in changing what had been an unprofitable department into one of the lucrative branches of their great business. The increase in sales for September, 1896, over the same month of the preceding year was about 75 per cent. Mr. Knapp has achieved this success, of course, by the closest application and careful thought.

While Mr. Knapp's time and thought are pretty well occupied by business, he still has sufficient to devote to the requirements of his social relations. January 25, 1883, he was married to Miss Ida Sigler, of Leslie, Mich. They reside at 43 Davenport street, Detroit. They usually attend the Baptist church, he having been reared in that faith, his parents belonging to the "hard-shell" branch of that denomination. One line of social duty which is particularly to his taste is that of music. He has given considerable attention to vocal music, and has been much in requisition in that line wherever he has lived. In politics he has always been a Democrat and belongs to the sound money portion of that party at present. He is a great lover of athletic sports and whenever business requirements permit he manages to be present at baseball, football, etc.

While Mr. Knapp attributes his success to hard work, he thinks that he is particularly favored in that he always has a hearty enjoyment of his work. The man who must urge himself in his undertakings is greatly handicapped as compared with the one who goes into it with the zest of natural enjoyment.

## Program for the Banquet.

John McLean, Chairman of the Committee on Program of the entertainment portion of the annual convention of the Michigan Knights of the Grip, at Detroit next week, favors the Tradesman with an advance copy of the topics and assignments arranged for. Mr. McLean has reluctantly consented to act as toastmaster, which will be a matter of congratulation among the boys, because of "the feast of reason and the flow of soul" which will necessarily ensue. The program in detail is as follows:

Invocation—Rev. J. M. Patterson, Detroit.

Our Guests—J. B. Howarth, Detroit.  
The Traveler—W. F. Blake, Grand Rapids.

Michigan—A. O. Bement, Lansing.  
Personal Peculiarities—M. S. Brown, East Saginaw.

The Employer—S. M. Lemon, Grand Rapids.

The Ladies—A. W. Stitt, Jackson.  
The Absent Ones—S. E. Symons, East Saginaw.

Recitation, "The Old Clock"—C. D. Henderson, Detroit.

Banquet Scene—C. H. Bennett, Jackson.

Cranks—J. J. Bush, Lansing.  
How to Greet the Knights—John Walsh, West Bay City.

The Press—L. S. Rogers, Detroit.  
Smiles—N. S. Boynton, Port Huron.  
Bright Side of Traveler's Life—F. R. Streat, Flint.

Our Country—P. Walsh, Detroit.

Fred H. Ball (N. K. Fairbank Co.) has removed his family from Henderson, Ky., to Kalamazoo.

# THE WIERENGO

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

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

# HOTEL BURKE

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

All modern conveniences.

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

## FREE CHECK ROOM

*The 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.

# Commercial House

Iron Mountain, Mich.

Lighted by Electricity, Heated by Steam.  
All modern conveniences.  
\$2 per day. IRA A. BEAN, Prop.

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE  
AND FREIGHT WAGONS

15 and 17 North Waterloo St.,  
Telephone 381-1 Grand Rapids.

## BE GOOD

to yourself while in Grand Rapids. Go to FRED MARSH for tonsorial work.

23 MONROE STREET.

*Will Pay YOU*

Young men and women acquire the greatest independence and wealth by securing a course in either the business, shorthand, English or Mechanical Drawing departments of the Detroit Business University, 11-19 Wilcox St., Detroit. W. F. Jewell, P. R. Spencer.



SELL THESE

**CIGARS**

and give customers good satisfaction.

FREE TO F. A. M. An engraving of the Hall of the Mysteries, also a large collection of Masonic books and goods with bottom prices. New Illustrated History of Freemasonry for Agents. Beware of the spurious Masonic books. REDDING & CO., Publishers and Manufacturers of Masonic Goods, 212 Broadway, New York.

## Drugs==Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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

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

Coming Examination Sessions—Detroit, Jan. 5 and 6; Grand Rapids, March 2 and 3; Star Island (Detroit), June —; Upper Peninsula, Aug. —.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

### The Drug Market.

**Acids**—There is a firmer feeling among sellers of carbolic in pound bottles, and prices have been advanced. The market is firmer for tartaric, due to reported higher values for crude material.

**Arsenic**—Powdered white is still firm.

**Balsams**—A stronger feeling is exhibited for copaiba. Tolu is easier, influenced by late additions to stock in first hands. Peru is firm, although quiet. Fir is still moving fairly.

**Barks**—Bayberry is in limited supply and prices have gone up.

**Cantharides**—Some attention is being paid to small lots by consumers, the market remaining steady in tone.

**Cassia Buds**—Demand continues good and the concentrated stock is being firmly held.

**Castor Oil**—There is a strong market, quotations for prime having advanced ½c per pound.

**Cocaine**—Declined, owing to lower prices for crude.

**Cod Liver Oil**—The easy feeling mentioned last week, in connection with the decline across the water, has resulted in a reduction in prices.

**Colocynth Apples**—Request fair and holders are not anxious sellers.

**Cream Tartar**—The movement has been rather slow, but the market is firmer in tendency, due to the fact that argols are said to be advancing.

**Glycerine**—Quiet.

**Gums**—The most noteworthy feature in this department is the unlooked-for decline in prices of camphor at the hands of manufacturers. Asafoetida is seeing a more active and stronger market, due to cables from London of continued small receipts and resultant higher prices.

**Leaves**—Tame as to general market. Coca, easier, on account of abundant supply and limited demand.

**Opium**—The market seems to be firmer in tone, but reports conflict as to actual values.

**Quicksilver**—Business is confined to small lots to meet current wants of consumers, but the quotation is firmly adhered to.

**Roots**—Nothing of special interest in any description, the general market being somewhat quiet, but ruling fairly steady, however. Aconite, it may be said, has gone up. Blood, gentian and mandrake are all firm at the recent advances. Bleached calamus is firm; and German dandelion is very firm.

**Seeds**—Dutch caraway is meeting with a good sale. Celery is exceedingly dull. The several varieties of mustard are receiving more or less notice. California brown, firm, due to scarcity.

Coriander, market is active and prices are steady. Star anise is higher.

**Sponges**—Demand is unimportant, but the tone of the market is firm, due to the influences before mentioned.

### The Concentration of Wealth.

At the close of the civil war, while the income tax which had been previously levied was in operation, and the incomes of wealthy citizens were published in the newspapers, the foreign press expressed surprise that there were in the United States so few persons, probably not more than a score or two, who had annual incomes of as much as £20,000, or \$100,000.

At the end of thirty years from that time, the men whose incomes amount to 10 per cent. on \$1,000,000, or 5 per cent. on \$2,000,000, have been figured up to be as many as 4,000.

Four thousand millionaires out of a population of 70,000,000 is not a large number; but when the increase in a period of thirty years is considered it shows that the concentration of wealth in the hands of a few persons is going on at a rapid rate. In this connection, some studies made by Eltwed Pomeroy, and published in the December Arena, concerning the concentration of wealth in the State of Massachusetts, are interesting. His figures are drawn from the assessment rolls and other official records of that State.

Mr. Pomeroy's figures deal with the following classes of people: 1, those who have no taxable property; 2, those who own less than \$1,000; 3, those whose property ranges from \$1,000 to \$5,000; 4, those who own from \$5,000 to \$25,000; 5, those who have \$25,000 to \$100,000; 6, those who have \$100,000 to \$500,000; 7, those who own over \$500,000. The returns commence with the year 1830 and are brought down to 1880. The statistics so gathered show the following, according to the deductions of Mr. Pomeroy:

In fifty years the masses who own no taxable property have increased from under 62 per cent. to 66 per cent. and 69 per cent. If this goes on, in the year 1900 they will be over 72 per cent.

The millionaires have increased from .002 per cent. with 8¾ per cent. of the wealth to .03 per cent. with 9½ per cent. of the wealth, and to .08 per cent. with 24 per cent. of the wealth. If this goes on, in the year 1900 they will number about .15 per cent. and own about 31 per cent. of the wealth.

The number of small property owners worth less than a thousand have decreased from under 20 per cent. to 12 per cent. and 9 per cent., and their property has decreased from a little over 4 per cent. to under 2 per cent., and to just above 1 per cent. If this goes on, in the year 1900 they will be entirely crowded into the class owning nothing, and their places will be filled from the grades above them, so that they will number about 7½ per cent., and own about three-fourths per cent. of the wealth.

The rich men worth between \$100,000 and \$500,000 have increased from .009 per cent. to .39 per cent. and to .50 per cent., and their wealth has increased from nearly 13 per cent. to 27¾ per cent., and then decreased to 26½ per cent. If this goes on, it means that in the year 1900 a goodly number of these men will rise into the class above, some few fall, and that their percentages will probably remain about the same.

The moderately well off, worth from \$1,000 to \$5,000, have remained nearly

the same in percentage of population, around 13 per cent., but their wealth has decreased from nearly 21 per cent. to 12¾, to 8¾. In the year 1900 many of them will have sunk into the lower classes and their places will be filled from the upper classes, so that their number will be about 12 per cent. of the total, but their percentage of wealth will have shrunk to 5 per cent. or 6 per cent.

The moderately wealthy, worth from \$25,000 to \$100,000, have increased in percentage from ¾ per cent. to 1¼ per cent., to 1¾ per cent., and their percentage of wealth has remained nearly stationary between the first two periods, and shown a slight fall at the third period. In the year 1900 they will probably occupy the same relative position in the population, numbering about 2 per cent., but their wealth will be about 20 per cent.

The exactly middle class have increased from 4½ per cent. to 6.25 per cent. to 6.45 per cent., and their wealth has decreased from 30½ per cent. to 25 per cent. to 18¾ per cent. In the year 1900 they will probably number the same percentage of the population, but their wealth will have decreased to 15 per cent.

According to these figures there is a progressive increase in the classes without wealth or with very small average wealth and a decrease in their possessions, accompanied by a small increase in the classes with great wealth and a great increase in their possessions, while the middle classes suffer both in population ratio and in wealth ratio.

FRANK STOWELL.

People who have presents to buy are talking shop a great deal.

**Adulterate in the Right Way,**  
Milkman—"Johnny, did you put water in the milk this morning?"  
New Assistant—"Yes, sir."  
"Don't you know that it is wicked, Johnny?"  
"But you told me to mix water with the milk."  
"Yes, but I told you to put the water in first and pour the milk into it. Then, you see, we can tell the people we never put water in our milk."

### CINSENG ROOT

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



## GOVERNOR YATES.

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, 4½ inch, \$58.00 M.  
Rothschilds, 4¾ inch, 65.00 M.  
Napoleons, 5¾ inch, 70.00 M.

All packed 50 in a box.

We invite trial orders.

## Morrisson, Plummer & Co.

200 TO 206 RANDOLPH ST.,  
**CHICAGO.**



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

are made of the best imported stock.

## Cider! Cider!

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

**GEO. McDONALD,**

Order from Wholesale Druggists.

If they cannot supply you write to me direct.

**KALAMAZOO, MICH.**



## GYPSINE

If you want to handle the wall finish that is thoroughly advertised for you, right in your own town and among your own trade, you want

## GYPSINE

the only permanent plaster base finish that does not set or settle in the dish. Write for copy of "Gypsin Advocate" and color card and original plan of local advertising for the dealer.

**DIAMOND WALL FINISH CO.,**  
GRAND RAPIDS, MICH.

## WHOLESALE PRICE CURRENT.

Advanced—Carbolic Acid, Oil Orange, Castor Oil, Oil Cobiaiba, French Gelatine.  
Declined—Cod Liver Oil, Gum Camphor, Co. alie.

Acidum			Conium Mac.			Seilla Co.		
Aceticum.....	80¢	10	Copaiba.....	1 15¢	1 25	Tolutan.....	@	50
Benzoicum, German	75¢	80	Cubebae.....	1 50¢	1 60	Prunus virg.....	@	50
Boric.....	27¢	35	Exechthitos.....	1 20¢	1 30			
Carbolicum.....	27¢	35	Erigeron.....	1 20¢	1 30	Tinctures		
Citricum.....	44¢	46	Gaultheria.....	1 50¢	1 60	Aconitum Napellis R	@	60
Hydrochlor.....	36¢	5	Geranium, ounce	@	75	Aconitum Napellis F	@	50
Nitrosum.....	80¢	10	Gossypii, Sem. gal.	50¢	60	Aloes.....	@	50
Oxalicum.....	10¢	12	Hedeoma.....	1 0 @	1 10	Aloes and Myrrh.....	@	50
Phosphorium, dil.	@	15	Junipera.....	1 50¢	2 00	Arnica.....	@	60
Salicylicum.....	45¢	50	Lavandula.....	9¢	2 00	Assafetida.....	@	50
Sulphuricum.....	13¢	5	Limonis.....	1 30¢	1 50	Atropa Belladonna.....	@	60
Tannicum.....	1 40¢	1 60	Mentha Piper.....	1 6¢	2 20	Auranti Cortex.....	@	50
Tartaricum.....	31¢	36	Mentha Verid.....	2 65¢	2 75	Benzoin.....	@	50
			Morruae, gal.....	1 90¢	2 00	Benzoin Co.....	@	50
			Myrica, ounce.....	@	75	Barosma.....	@	50
Ammonia			Olive.....	75¢	3 00	Cantharides.....	@	50
Aqua, 16 deg.....	4¢	6	Picis Liquida.....	10¢	12	Capicum.....	@	75
Aqua, 20 deg.....	6¢	8	Picis Liquida, gal.....	@	35	Cardamon.....	@	75
Carbonas.....	12¢	14	Ricina.....	99¢	1 04	Cassia Ymon Co.....	@	50
Chloridum.....	12¢	14	Rosmarini.....	@	1 00	Castor.....	@	1 00
			Rose, ounce.....	6 50¢	8 50	Catechu.....	@	50
			Succini.....	40¢	45	Cinchona.....	@	50
			Sabina.....	90¢	1 00	Cinchona Co.....	@	50
			Santal.....	2 50¢	7 00	Columba.....	@	50
			Sassafras.....	5¢	63	Cubeba.....	@	50
			Sinapis, ess., ounce	@	65	Cassia Acutifol.....	@	50
			Tigili.....	1 40¢	1 50	Cassia Acutifol Co	@	50
			Thyme.....	40¢	50	Digitalis.....	@	50
			Thyme, opt.....	@	1 60	Ergot.....	@	50
			Theobromas.....	15¢	20	Ferula.....	@	35
						Gentian.....	@	35
						Gentian Co.....	@	50
						Gulaca.....	@	50
						Gulaca ammon.....	@	50
						Hyoscyamus.....	@	50
						Iodine.....	@	75
						Iodine, colorless.....	@	75
						Kino.....	@	50
						Lobelia.....	@	50
						Nux.....	@	50
						Nux Vomica.....	@	50
						Opil.....	@	75
						O-i, camphorated.....	@	50
						Opil, deodorized.....	@	1 50
						Quassia.....	@	50
						Rhatany.....	@	50
						Rhei.....	@	50
						Sanguinaria.....	@	50
						Serpentaria.....	@	50
						Stramonium.....	@	60
						Tolutan.....	@	60
						Valerian.....	@	50
						Veratrum Veride.....	@	50
						Zingiber.....	@	20
						</		

Morphia, S.P. & W.....	1 75¢	2 00	Sinapis.....	18		Linseed, pure raw.....	32	35
Morphia, S.N.Y. & Co.....	1 65¢	1 90	Sinapis, opt.....	30		Linseed, boiled.....	34	37
Moschus Canton.....	65¢	80	Snuff, Maccaboy, De	34		Neatsfoot, winterstr.....	65	70
Myristica, No. 1.....	15¢	18	Voos.....	34		Spirits Turpentine.....	33	38
Nux Vomica..... po. 20	15¢	18	Snuff, Scotch, DeVo's	34				
Os Sepia.....	15¢	18	Soda Boras, po.....	6	8			
Pepsin Saac, H. & P.....	1 00		Soda Boras, po.....	6	8			
Pielis Liq. N.N. 1/4 gal.	2 00		Soda et Potass Tart.	20¢	28			
Pielis Liq., quarts.....	2 00		Soda, Carb.....	1 1/4¢	2			
Pil Hydrag..... po. 80	18		Soda, Bi-Carb.....	3 1/4¢	5			
Piper Nigra..... po. 22	18		Soda, Ash.....	3 1/4¢	4			
Piper Alba..... po. 35	18		Soda, Sulphas.....	2				
Plix Burgun.....	7		Spts. Cologne.....	2 60				
Plumbi Acet.....	10¢	12	Spts. Ether Co.....	50¢	55			
Pulvis Ipecac et Opil	1 10¢	1 20	Spts. Myrcia Dom.....	9 00				
Pyrethrum, boxes II.	50		Spts. Vini Rect, bbl.	2 39				
& P. D. Co., doz.....	1 25		Spts. Vini Rect, 4bbl	2 44				
Pyrethrum, pv.....	30¢	33	Spts. Vini Rect, 10gal	2 47				
Quassia.....	80¢	10	Spts. Vini Rect, 5gal	2 49				
Quinia, S. P. & W.....	27¢	32	Less 5c gal. cash 10 da.	1 40¢	1 45			
Quinia, S. German.....	23¢	28	Strychnia, Crystal.....	1 40¢	1 45			
Quinia, N.Y.....	27¢	30	Sulphur, subl.....	2 1/2¢	3			
Rubia Tinctorum.....	12¢	14	Sulphur, Roll.....	2 1/2¢	2 1/2			
Saccharum Lactis pv	24¢	26	Tamarinds.....	80¢	10			
Salacin.....	3 00¢	3 10	Terenth Venice.....	28¢	30			
Sanguis Draconis.....	40¢	50	Theobromae.....	42¢	45			
Sapo, W.....	12¢	14	Vailla.....	9 00¢	16 00			
Sapo, M.....	10¢	12	Zinci Sulph.....	7¢	8			
Sapo, G.....	12¢	15						
Siedlitz Mixture.....	20	22						

# Colognes and Toilet Waters

Finest quality in bulk for

## Holiday Trade

	GAL.	
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.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 5 50
Frazer's.....	75 9 00
I. L. Golden, tin boxes	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 90

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
El Purity.	
1 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00

JAXON	
1 lb cans 4 doz case.....	45
1 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50

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

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

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

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

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

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

CHEESE.	
Acme.....	10 1/2
Amboy.....	9 1/2
Carson City.....	10
Gold Medal.....	10
Ideal.....	10 1/2
Jersey.....	10 1/2
Lenawee.....	9 1/2
Oakland County.....	10
Riverside.....	9 1/2
Sparta.....	10
Springdale.....	10 1/2
Brick.....	9
Edam.....	7 1/2
Leiden.....	19
Limburger.....	15
Pineapple.....	60
Sap Sago.....	25

Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Plum.....	31
Breakfast Cocos.....	42

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

CLOTHES PINS.	
5 gross boxes.....	45

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

CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37

COFFEE.	
Rio.	
Fair.....	17
Good.....	18
Prime.....	19
Golden.....	20
Peaberry.....	22

Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23

Mexican and Guatemala.	
Fair.....	21
Good.....	22
Fancy.....	24

Maracaibo.	
Prime.....	23
Milled.....	24

Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28

Mocha.	
Imitation.....	25
Arabian.....	28

Roasted.	
Quaker Mandehling Java.....	31
Quaker Mocha and Java.....	29
Toko Mocha and Java.....	32
Quaker Golden Santos.....	23
State House Blend.....	22

Package.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle.....	16 50
Jersey.....	16 50
McClellan's XXXX.....	16 50

Extract.	
Valley City 1/2 gross.....	75
Pellix 1/2 gross.....	1 15
Hummel's full 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 43

Kneipp Malt Coffee.	
1 lb. packages, 50 lb. cases.....	9
1 lb. packages, 100 lb. cases.....	9

CONDENSED MILK.	
4 doz. in case.....	



N. Y. Condensed Milk Co.'s brands.	
Gall Borden Eagle.....	7 40
Crown.....	6 25
Daisy.....	5 75
Champion.....	5 75
Magnolia.....	4 25
Dime.....	3 25



Peerless evaporated cream. 5 75

## COUPON BOOKS.



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

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



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

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

## Coupon Pass Books.

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

20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50

Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75

## DRIED FRUITS—DOMESTIC

Apples.	
Sundried.....	3 1/2
Evaporated 50 lb boxes.....	4

## California Fruits.

Apricots.....	10 1/2
Blackberries.....	6
Nectarines.....	6 1/2
Peaches.....	7 1/2
Pears.....	7 1/2
Pitted Cherries.....	7 1/2
Prunelles.....	7 1/2
Raspberries.....	7 1/2

## California Prunes.

100-120 25 lb boxes.....	5 1/2
90-100 25 lb boxes.....	5 1/2
80-90 25 lb boxes.....	5 1/2
70-80 25 lb boxes.....	5 1/2
60-70 25 lb boxes.....	5 1/2
50-60 25 lb boxes.....	5 1/2
40-50 25 lb boxes.....	5 1/2
30-40 25 lb boxes.....	5 1/2
1/2 cent less in bags.....	

## Raisins.

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

## FOREIGN.

## Currants.

Patras bbls.....	4 1/2
Vostizas 50 lb cases.....	1 1/2
Cleaned, bulk.....	6 1/2
Cleaned, packages.....	6 1/2

## 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 1/2
Sultana 1 Crown.....	8 1/2
Sultana 2 Crown.....	9
Sultana 3 Crown.....	9 1/2
Sultana 4 Crown.....	9 1/2
Sultana 5 Crown.....	10 1/2

## FARINACEOUS GOODS.

### Farina.

Bulk.....	3
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### Grits.

Walsh-DeRoo Co.'s.....	2 25
------------------------	------

### Hominy.

Barrels.....	3 25
Flake, 50 lb. drums.....	1 50

### Lima Beans.

Dried.....	3 1/2
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### Macaroni and Vermicelli.

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

### Pearl Barley.

Common.....	1 1/2
Chester.....	2
Empire.....	2 1/2

### Peas.

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

### Rolled Oats.

Monarch, bbl.....	4 25
Monarch, 1/2 bbl.....	3 75
Private brands, bbl.....	3 50
Private brands, 1/2 bbl.....	2 01
Quaker, cases.....	3 20
Oven Baked.....	3 25

### Sago.

German.....	4
East India.....	3 1/2

### Wheat.

Cracked, bulk.....	3
24 2 lb packages.....	2 40

## Fish.

### Cod.

Georges cured.....	4
Georges genuine.....	4 1/2
Georges selected.....	5
Strips or bricks.....	5 1/2

### Halibut.

Chunks.....	10
Strips.....	9

### Herring.

Holland white hoops keg.....	60
Holland white hoops bbl.....	8 00
Norwegian.....	2 50
Round 100 lbs.....	1 30
Round 40 lbs.....	1 30
Sealed.....	12

### Mackerel.

No. 1 100 lbs.....	11 50
No. 1 40 lbs.....	4 90
No. 1 10 lbs.....	1 30
No. 2 100 lbs.....	8 00
No. 2 40 lbs.....	3 50
No. 2 10 lbs.....	95
Family 90 lbs.....	95
Family 10 lbs.....	58

### Sardines.

Russian kegs.....	55
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### Stockfish.

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

### Trout.

No. 1 100 lbs.....	4 75
No. 1 40 lbs.....	2 20
No. 1 10 lbs.....	63
No. 1 8 lbs.....	58

### Whitefish.

No. 1 No. 2 Fam.....	6 50 5 75 5 00
100 lbs.....	2 90 2 60 1 10
40 lbs.....	2 90 2 60 1 10
10 lbs.....	60 73 35
8 lbs.....	67 61 31

## FLAVORING EXTRACTS.



## Souders'.

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



## 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



## Clerks' Corner

### How the Clerk Can Secure Personal Trade.

In the art of modern merchandising that attribute which is termed personal advertising is recognized as most essential to the ultimate success of every effort that is made to gain patronage. All endeavors to secure trade can be thwarted by impolite service, unintelligent service and unwilling service. The clerk behind the counter is the proprietor's representative. He is the man who touches the public in the proprietor's name and whatever he does the proprietor of a shop is responsible for. If the clerk is content to be a mere automaton who passes out goods and passes in money, he will find that his services do not increase in value. He does not know what commendation means, and, no matter how hard he may plead, the salary that he receives does not increase.

The employee, no matter how low his position, can compel the employing power to pay him full value for his services. If the value is low, the salary is low; if the value is good, there will be a bid for it and when a clerk finds that his services are in demand he can generally secure much more pay than clerks of ordinary standing get. The clerk's prestige lies in his ability to command trade. He can secure, through the medium of a personal following, a good salary, and, furthermore, he is in a position to enter business on his own hook, with every reason to feel sure of success.

It is the desire of every ambitious clerk to secure personal trade. How to do it is another matter. There are some general rules to observe, but no man can be successful in securing trade unless he is endowed by nature with that pleasing disposition which will win for him the friendship of men. The clerk who attempts to build up a following must select the class of men that he desires to deal with. If he is employed in a shop where popular-priced goods are sold, he finds himself thrown among men who occupy positions not far removed from his own. He can meet this class of trade on a social basis, but when he has to meet gentlemen of leisure or of business, men of wealth, education and refinement, then the task that is set before him is surrounded by many difficulties. It is in studying the characteristics of the people that we wish to sell to that we find our most difficult task.

If the clerk will take a book and note down in it the name and address of each man he waits on, and then put down what the man likes in neckwear, etc., he will soon command a knowledge of his patron's tastes that will become invaluable to him. When an old customer comes in the clerk knows just what to show him. He greets him by name, he makes the customer feel comfortable and can sell him with ease. After the clerk has commenced to build up this personal following he can extend it by adopting methods that will keep him in touch with his customers. If you have a customer who buys certain things at certain times in the year, remember the dates and articles, and if the customer does not come in drop him a line and tell him that you have new lines of the goods in which he is interested and ask him very politely to call.

You will find that every man you sell to has a hobby: some are fond of bright scarfs, some like peculiar styles in shirts, some cannot bear lisle hosiery, others cannot wear silk underwear. Others are interested in wheeling, others in tennis, others are socially inclined. Then there is the man who loves dress, who wants to have the very latest. This man ought to be your best customer. Tell him all about styles, show him goods before they are in the shop long. Make him believe that he is

the only one who will see the stuff until it is generally displayed. You can flatter a well-dressed man by appealing to him for points. Make him believe that he knows more about dress than you do.

\* \* \*

When you have succeeded in securing a little trade your employer cannot afford to lose you. You are part and parcel of the establishment. Your services will steadily increase in value. There is no limit to salary when it is based upon a just estimate of service. The better the service the better the pay. If you have never made an attempt to secure trade, it is time that you commenced.

### How Not to Succeed in Business.

Drink intoxicating liquors and smoke and chew tobacco; the more the better. This will dull your brain, ruin your health and use up all of your spare funds. Three sure ways of missing success.

Never black your shoes, seldom brush your clothes or hat, allow your shirt and collar to become dirty, and do not be too particular about keeping your hands and finger nails clean. Cleanliness is a sign of prosperity, and should be strictly avoided.

Always be down in the mouth. Never let an opportunity go by of telling other people of your hard luck. Whine a little. This is a good way of convincing those that might otherwise help you that you deserve just what you are getting, and is sure death to success.

Cultivate a bearish disposition. A little rudeness will often cause a splendid opportunity to slip through your fingers. This has not prevented some men from succeeding, but as a "starter" down the hill of success it is hard to beat.

When you make an appointment, be sure to come late. This will show those with whom you have dealings that you are not to be depended on.

Be lazy. Diligence means success. Idle away your time. Loaf around the street corners, with both hands in your pockets and an old pipe in your mouth, and watch the successful men go by. This will let them know just what kind of a man you are, and will prevent them from troubling you with offers of employment.

Be timorous. Act as if you were quite certain you have no business ability. A courageous, self-reliant man always succeeds. Besides, the average business man will take you at your own estimate, very properly thinking that you ought to be the best judge of your own ability.

Success never woos a grumbler; therefore, grumble. Always be finding fault with your work, your salary, or your employers. With a little practice you can make this very effective in driving success from you.

For a man of average ability any one of these rules, if closely followed, will be sufficient; but great ability may require the use of two or more. Let each one apply according to individual need, and failure will follow as certainly as night follows day.

### Do Your Best.

Do the best that is in you whether it is appreciated or not. Your conscience will be at ease, for you will have the satisfaction of knowing that you did right. When opportunity favors, secure a position where ability receives recognition and is paid for accordingly. Don't get into the dumps and think, because one employer hasn't sense enough to know a good thing when he sees it, that every one looks through the same glasses. Many good employees have become mere plodders through falling into just this way of thinking. It would certainly seem, though, that one who had the ability required to make a first-class man of business ought to be capable of not being downed by such a small matter as lack of appreciation.

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.

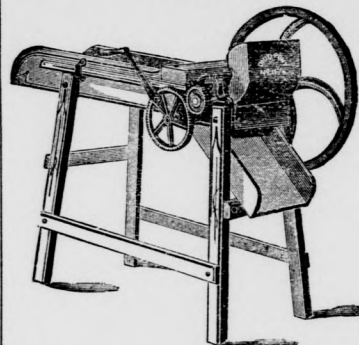
A large number of hardware dealers handle

## 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.

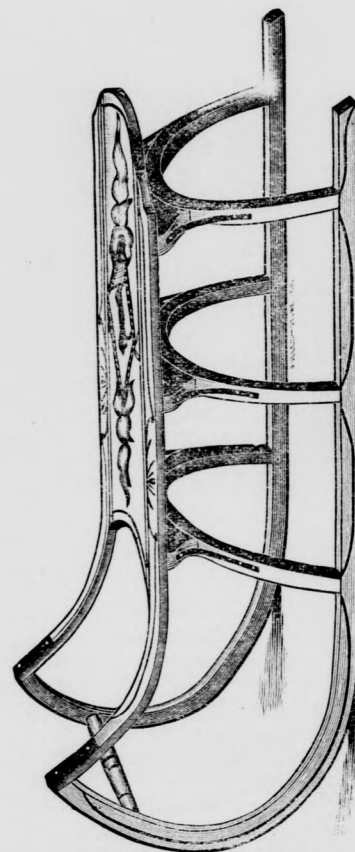
There is only one size, and is made so it can be knocked down and packed for shipment, thus securing lower freight rate. Has one 11½ inch knife, and by very simple changes makes four lengths of cut.

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.

## HAND SLEIGHS

At prices much lower than  
the manufacturers'.



Send for our catalogue.

## Foster, Stevens & Co.,

Grand Rapids.

HIEROGLYPHIC BOOK-KEEPING.

Reminiscences of "Old Truckee," the Pioneer Bridgeton Merchant.

Written for the TRADESMAN.

In the early days of American pioneer life opportunities for the acquirement of the conventional education, usually considered requisite for carrying on business undertakings, were comparatively rare. The more common education was that of the forest, and it occasionally happened that when, in the development of the country, one educated in the school of the woodsman undertook to carry on some of the more civilized avocations, he found himself handicapped by the lack of sufficient literary knowledge to conduct the simplest business enterprise. In many instances this lack was made good by strong natural qualifications, and the

varied by a little trading with the Indians. As years passed on and civilization began to develop in the region, Mr. Truckee began to include some white customers among his clientele, and eventually opened a store in the thriving town of Sand Creek or, as it was known later, Bridgeton, on the Muskegon River nine miles below Newaygo. A considerable lumber business was carried on at that point, one of the principal operators and mill owners being I. D. Merrill. The town has now been deserted for many years.

Mr. Raider relates that he became acquainted with the Sand Creek merchant in 1856 and, through business dealings, became familiar with his peculiar methods of book-keeping. Through the courtesy of Mr. Raider, a specimen taken from one of the books, evidently dating during the prevalence

5* 8/- 3* 42-3* 34	18 45
1/2* 35-12 0 20-	1 76
1/2* 50-12 0 20	55
1 10-4* 56-1 30-	70
1 8/- 44 60-	96
1 10 65-2* 20-	1 60
1/2* 52-1 8	85
50* 1.75-1/2* 44 50-	60
1 2-50* 1.75-	2 25
	1 77
	\$ 29 49

First line, 5 lbs. pork \$1, 3 lbs. sugar 42c, 3 lbs. sugar 34c.  
Second line, 1 necktie 35c, 12 hens' eggs 20c.  
Third line, 1/2 lb. fine-cut tobacco 50c, 12 hens' eggs 20c.  
Fourth line, 1 box matches 10c, 4 lbs. sugar 56c, 1 gal. kerosene 30c.  
Fifth line, 1 lamp \$1, 1 lb. plug tobacco 60c.  
Sixth line, 1 bushel [?] 65c, 2 lbs. crackers 20c.  
Seventh line, 1/2 lb. fine-cut tobacco 52c, 1 spool thread 8c.  
Eighth line, 50 lbs. flour \$1.75, 1/2 lb. plug tobacco 50c.  
Ninth line, 1 shoestring 2c, 50 lbs. flour \$1.75.

business career was made a success in spite of the usual set forms of commerce. There are many stories of those who have used curious or remarkable expedients for the keeping of accounts, a frequent one being the exercise of a wonderful memory, in which the transactions of an extensive business were accurately recorded and kept ready for instant reference. Others employed various devices and symbols for the record of transactions, which were usually unintelligible to any but themselves.

J. F. A. Raider, the Newaygo druggist, furnishes the Tradesman an account of a notable instance of quite an extensive business carried on by one who was without education, but who seems to have had a considerable knowledge of figures and to have been a careful and systematic accountant without being able to write a word in any language. Among the early comers to Grand Rapids some time in the thirties was a young Frenchman known as Joseph Truckee. Nothing seems to be known of his stay here, which terminated by his going North to the Muskegon River with Martin Ryerson, the well-known lumberman, where he engaged in hunting and trapping, later

of war-time prices, is given herewith. Mr. Truckee carried on his business until he was about 65 years of age, when he died, after a short illness, and it became necessary to settle up his affairs and administer the estate. The task was undertaken by Henry D. Woodward, afterward judge of probate for Newaygo county. In the discharge of his duties he found it necessary to learn the meaning of the symbols employed by Truckee, in which he probably had assistance from the merchant before his death. The translation of the characters here given was furnished to Mr. Raider by Judge Woodward.

The specimen is a curious example of a combination of picture signs with apparently arbitrary characters. Where the object could be represented by a picture, these were employed and signs were invented for the rest. It is an example of the manner in which many of the primitive languages probably came into existence.

Mr. Truckee is described as an intelligent, gentlemanly-appearing man nearly six feet in height. He married a squaw; and their son Antoine was a worthless character, whose whereabouts are unknown. The merchant has been dead fifteen or twenty years.

W. N. FULLER.

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.....	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 70
Wire nails, base.....	1 80
20 to 60 advance.....	Base
10 to 16 advance.....	65
8 advance.....	10
6 advance.....	20
4 advance.....	35
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.....	75
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 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
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10.....	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/2 inch and larger.....6  
Manilla.....9

SQUARES

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

SHEET IRON

Nos. 10 to 14.....com. smooth. com. \$3 30 \$2 40  
Nos. 15 to 17.....3 30 2 40  
Nos. 18 to 21.....3 45 2 60  
Nos. 22 to 24.....3 55 2 70  
Nos. 25 to 26.....3 70 2 80  
No. 27.....3 80 2 90

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 30  
Barbed Fence, painted.....1 85

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

600 pound casks.....6 1/2  
Per pound.....6 1/2

SOLDER

1/2@1/4.....12 1/2  
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER STEEL TIN PLATE

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

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.

## MEN OF MARK.

Wm. M. Adams, of the Firm of Adams & Hart.

All those who claim the Western portion of Central Michigan for their nativity are yet comparatively in early life, for it is not so many years since this region was a wilderness, inhabited by roving savages and bearing the reputation, in the older settled portions of the country, of consisting, principally, of malarial swamps not fit for the requirements of civilization. Thus, when the parents of the subject of this sketch emigrated from Ohio to the vicinity of Eaton Rapids in 1853, the reputation of this locality for salubrity had scarcely yet been vindicated. The action of the State Legislature changing the seat of government from Detroit to Lansing had been taken but six years before and the new capital, located in forest broken only by the traditional swamps—some of which better deserved the name of prairies, however—could scarcely yet be called a town. To the sojourner in those regions to-day, it seems almost incredible that the time of the development of one of the finest farming regions in the country has been so short.

William M. Adams was born on a farm near Eaton Rapids, Sept. 24, 1858. His earliest education was in the primitive district schools of that early time in the settlement of the country. In these schools and in the usual life of the farmer boy were laid the foundations of a strong mental and physical character. At the age of 17 he entered the high school at Eaton Rapids. After finishing his course there, he entered the Agricultural College, at Lansing, joining the class of 1884. To pay the expenses of his education, he had taken up the work of teaching soon after entering the high school. At this time it was the ambition of the young man to take a special course and adopt teaching and literary work for his career. His experience is one of those who, when the cherished ambition is blighted, is led to probably greater success in another direction.

After a year in college, during which the intemperate ambition of the student had disabled his eyes for continued literary work, he was compelled to forego his ambition and turn his attention to other means of livelihood. The first opening which presented was that of salesman, in the spring of 1882, for Aultman, Miller & Co., at their branch house located at Lansing. His genial manners and pleasant address readily won the acquaintance of the best trade and he soon showed his ability to succeed in the new line of work. Proving himself both capable and trustworthy to his employers, new and larger responsibilities were entrusted to his care, resulting in his being promoted a few years later to the superintendence of his company's business in Western Michigan, which position he resigned to embark in business on his own account. A few months later—in the spring of 1888—he entered into partnership with Isaac D. North, of Dimondale, under the style of Adams & North, continuing to handle farm machinery. The first work of the new firm was the building of the store at the west end of Bridge Street bridge, where the business is now located. A large local trade was quickly built up, but after a year Mr. North's failing health compelled him to retire from the firm, Mr. Adams assuming the entire business.

The following year, Geo. W. Hart, of

Lansing, a young man of quite similar educational and business experience and tastes, came into the firm, giving it the name and organization it still bears of Adams & Hart. The business has continued a rapid growth and new lines have been added until its wholesale departments have sent a large number of traveling salesmen all over the State. Mr. Adams' part of the work is the oversight of outside sales, especially in farm machinery and carriages, while Mr. Hart gives more attention to the inside work and the pushing of the bicycle branch, which has grown to large proportions. The firm handles nothing but first-class goods, as a few of the names of some of their manufacturers imply—Studebaker Bros., wagons; Clark & Co., carriages, Lansing; S. L. Allen & Co., celebrated Planet Junior implements, Philadelphia; Gale Manufacturing Co., plows; American Cycle Co.

October 28, 1891, Mr. Adams was married to Miss Kate Pray, a daughter of



Esek Pray, a prominent citizen of Eaton county. Miss Pray spent her earlier years on the farm, attending district school, and then, on her father's removal to Charlotte to serve as County Treasurer, she entered the high school and, after graduation, attended Olivet College and took up the work of teaching. This led to the acquaintance with Mr. Adams. They began their house-keeping on the West Side, but about a year ago bought the handsome residence at No. 12 Antisdel court, where they now live. They have one son 2½ years old. They are regular attendants of Park Congregational church, of which Mrs. Adams is a member.

In politics, Mr. Adams is an ardent Republican. During the recent campaign the firm made a decided sensation by occupying large space in the newspapers with political advertisements.

The subject which perhaps comes nearest to being a hobby with Mr. Adams is Masonry. He became a member of this fraternity in 1888, joining Doric Lodge, No. 342. He has filled nearly all the offices of this lodge and has been Worshipful Master the past two years. His experience in this office is remarkable in that during the two years the lodge received more petitions for membership and conferred more degrees than before in ten years, and probably more than any other lodge in the State. He became Royal Arch Mason in Grand Rapids Chapter, No. 7, and later a charter member of Colum-

bian Chapter, No. 132, in each of which he has held important offices, and has recently been elected High Priest of the latter. He is also a member of Tyre Council, No. 10, and of DeMolai Commandery, No. 5. Mr. Adams was a charter member of the West Side Building and Loan Association and has served as one of its directors during nearly all of the eight years of its existence.

The money invested in starting the business of Adams & Hart was entirely the savings of each of the members from their salaries as employees, and the business has grown up on this foundation without help. The large success they have already achieved is a monument of their industry and integrity, and the promise of the future is sufficient for ordinary ambitions.

#### Goen Orge Describes the Last Knight of the Grip Dance.

Didn't go to the traveling men's dance last Saturday night? Well, you missed a circus—yes, an actual circus! George Rogers was there with his menagerie—not all of it—he's got a lot more—whole houseful o' circus get ups; but he had enough there to make a horse laugh. Me laugh? Yes, that's a horse on me. Well, first we had the Grand March—prettiest thing you ever saw! 'Twas a reg'lar flag dance. First, them that didn't dance held strips o' red, white and blue from side to side, over the heads, an' they marched under that. Then each one was given a flag, an' we carried those around, marchin' an' countermarchin', you know—oh, but we did look pretty, I tell you—specially me! Then, after that, you know, they had big flags—great big flags, you know—so big. An' they held those crossed at the top, an' we marched under those—nicest effect you ever saw—just the finest! Next was a quadrille. The curtain was raised on the stage—you know they got a little curtain up there, like a stage; an' there was Ad Baker—he had the cymbals. Delahunt had the horn—one o' them big horns that a fellow sits inside of, you know—winds all 'round him, you know. George Rogers spied the base drum, and Charlie Flynn snared the snare. Lemme see—there was two more drums—who the doose had them drums? Well, no matter. The orchestra played fine's a fiddle all the time, you know, while this here bogus orchestra kept up their tootin'. Kept time? Yes, like a drove o' cows. When that quadrille was quadrilled, there was a Jumbo waltz—reg'lar Jumbo, life size. He was all covered with gray what-you-call it—gray felt. Delahunt was the trunk and Flynn—Flynn was the tail end. George Rogers was the keeper of this double drummer elephant, an' he kepted to perfection. His royal pachydermship pranced around in great shape, you know. His front heels kicked down, an' his rear heels kicked up, an' his trunk swished aro'nd an' made all the women climb up on their chairs like a nixie or a booker cow as after 'em. Waltz? Yes, he waltzed fit to break his ole legs in two. After de Jumbo come de hawses—2 of 'em, count 'em, 2 of 'em. They was a pair o' high flyers, an' their names was Georgie Rogers an' Charlie Flynn. They was the real article, I tell you. No, they didn't have any keeper—they kepted themselves. They was real knowin' eqines. They waltzed, they raced an' they raced thunder! Yes, we had the most fun we're had yet, an' all due to Gwage an' his

circus. Great ole boy, that! What! You ain't goin' to print what I said? Well, put 't in y'r own words don't get it two fer' too fer-bat-tim, you know. So long!

James B. Furber, formerly with the Grand Rapids School Furniture Co. and the Grand Rapids Seating Co., but now in charge of the school seating department of the Manitowoc Seating Co., is spending the holidays with friends in this city and with his parents at Hopkins Station. He is accompanied by his wife.

Wm. Haggstrom (Allerton & Haggstrom) had the misfortune to break the bones of his left arm at the elbow last Thursday night. The fracture is a severe one, on account of its location, but the patient is doing as well as could be expected under the circumstances.

#### WANTS COLUMN.

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

#### BUSINESS CHANCES.

**FOR SALE—FINEST MEAT MARKET IN** Grand Rapids, having established trade among best people. Don't apply unless you have \$2,000 ready cash. Good reasons for selling. Address No. 163, care Michigan Tradesman. 163

**FOR SALE—A GOOD DRUG AND NOTION** store in Elkhart county, Indiana. No pharmacy law. T. P. Siles, Millersburg, Ind. 164

**FOR SALE—A COMPLETE GROCERY BUSI-** ness, stock, good will and lease of store, established nearly twenty years, located on best business street in Kalamazoo, Mich. Proprietor has other interests demanding his time and attention. Will invoice perhaps \$3,000 to \$3,500. Address at once, P. A. Duffie, Kalamazoo, Mich. 165

**NEW HOUSE, SPLENDID LOCATION AND** rented to desirable tenant. Will trade for stock of goods in any live town of 2,000 or over. Address Lock Box 25, Lowell, Mich. 58

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

**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. 157

**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. 155

**DRUG STOCK FOR SALE—THE BEST LO-** cated suburban store in Kalamazoo, Michigan. Stock is clean; rent low. Address Hazel-tue & Perkins Drug Co., Grand Rapids, Mich. 138

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

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

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

#### MISCELLANEOUS.

**WANTED—SITUATION BY REGISTERED** druggist, fourteen years' experience and sober. P. H. G., care Michigan Tradesman. 162

**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

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

**WANTED—SEVERAL MICHIGAN GEN-** eral mileage books. Address, stating price, Vindex, care Michigan Tradesman. 889

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A good brick building, admirably adapted to the furniture business. Location first-class in a city of 10,000. An excellent opportunity for a wide-awake man. For particulars, address

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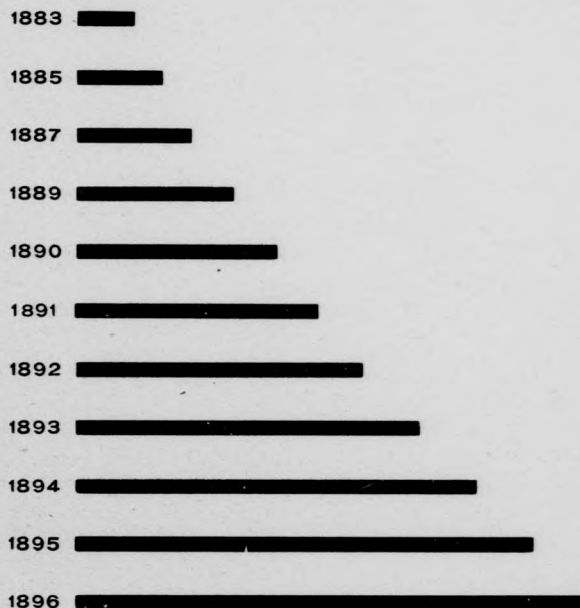
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Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big  
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legan, Howard City, Petoskey and Reed City.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

# HOW IT HAS GROWN



### SUMMARIZED HISTORY:

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

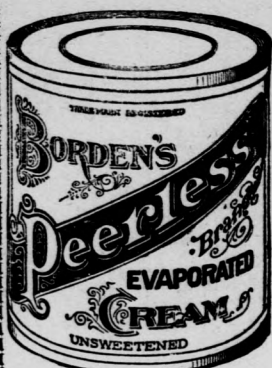
In which we produce more Coupon  
Books than all the other manufactur-  
ers in the country combined. These  
facts speak louder than words and  
conclusively prove that our books  
must have been the best in the mar-  
ket for the past thirteen years in or-  
der to have secured this demand.

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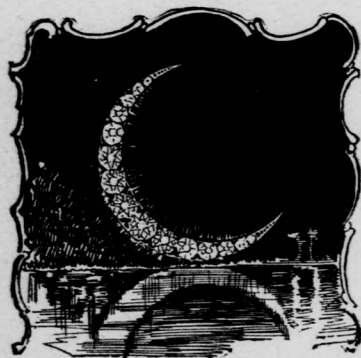
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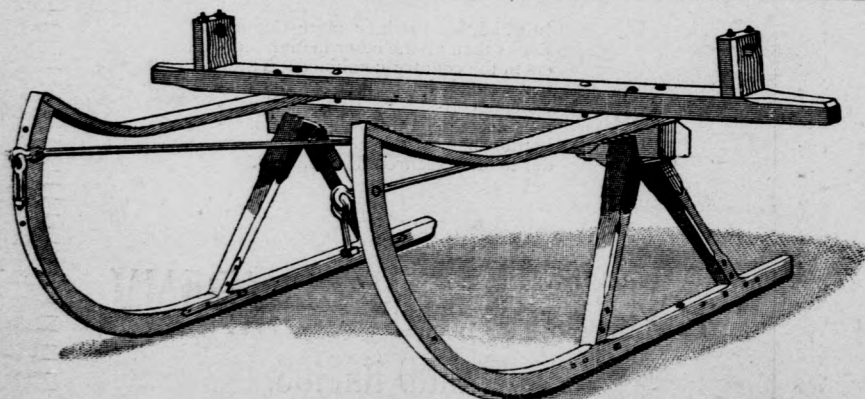
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