

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 30, 1896.

Number 693

A Safe Cracker



In your store

combining healthful
properties with de-
licious flavor will
win trade.

Sears' Saltine Wafers

are

Daintily crisp
Finely salted
Strictly pure
Particularly fine

and

Lead in every respect.

We wish all the greatest prosperity for 1897.

NEW YORK BISCUIT CO.
GRAND RAPIDS.

Why are the . . .

Manitowoc Lakeside Peas

Better than ever?



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

Sold by . . .

WORDEN GROCER CO.
GRAND RAPIDS, MICH.

The 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.



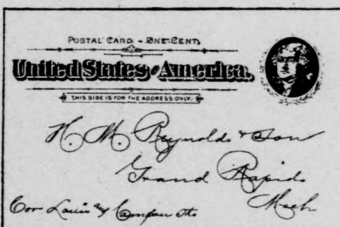
We can sell you
**ANY KIND
QUANTITY
PRICE**
COAL
LIME OR CEMENT.

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

Snedicor & Hathaway

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

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



For only one cent you can have an expert
examine

YOUR LEAKY

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

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

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

KNEIPP MALT COFFEE



A
PURE MALT
SUBSTITUTE
FOR
COFFEE

MANUFACTURED BY
KNEIPP MALT FOOD CO.

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

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

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

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

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

If you want to get
The trade you want to get,
You want to get
Your advertisement into the trade getter,
For the Tradesman wants
You to get the trade
You want to get.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

New stock coming in ready for January business.

Voigt, Herpolsheimer & Co.



**Wholesale
Dry Goods,**

Grand Rapids, Mich.

**TRY HANSELMAN'S SUPERFINE
CHOCOLATES FOR HOLIDAYS**

Order early and be in the push.

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

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

Also a full line of Confections
in all its branches.

HANSELMAN CANDY CO.,
KALAMAZOO, MICH.

Silver Leaf Flour

Manufactured by **MUSKEGON MILLING CO., Muskegon, Mich.**

**Strictly
Straight
Flour...**



Allegan City Roller Mill
Guard, Fairfield & Co.

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

ALLEGAN, MICH.

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

Travelers' Time Tables.

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

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

Going to Detroit.
Lv. Grand Rapids..... 7:00am 1:30pm 5:25pm
Ar. Detroit..... 11:40am 5:40pm 10:10pm
Returning from Detroit.
Lv. Detroit..... 7:40am 1:10pm 6:00pm
Ar. Grand Rapids..... 12:30pm 5:20pm 10:45pm
Saginaw, Alma and St. Louis.
Lv. G R 7:00am 4:20pm Ar. G R 11:55am 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. DELHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div.

Eastward.
+No. 14 +No. 16 +No. 18 *No. 82
Lv. G'd Rapids 6:45am 10:10am 3:30pm 10:45pm
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. Ft. 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, 10:55a.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 Sept. 27, 1896
Rapids & Indiana Railroad

Northern Div.
Leave Arrive
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.
Leave Arrive
Cincinnati..... 7:10am + 8:25pm
Ft. Wayne..... 2:00pm + 1:50pm
Cincinnati..... 7:00pm * 7:25am
7:10a.m. train has parlor car to Cincinnati.
7:00p.m. train has sleeping car to Cincinnati.
Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... 7:35am +1:00pm +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. ALKQUINT, 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 30, 1896.

Number 693

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."

Commercial Credit Co.,

(Limited)

ESTABLISHED 1896.

Reports and Collections.

411-412-413 Widdicombe Bldg, Grand Rapids.

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

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN

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

Home office, DETROIT, Michigan.

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. He will be at Sweet's Hotel,
Grand Rapids, from Saturday, Jan. 2, until
Monday evening, Jan. 4.

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 Moorland, by full copper metallic.
Holland, Vriesland, Zeeland, Hudson-
ville and Jenisonville by copper wire.
Allegan, South Haven, Saugatuck,
Ganges.
Lansing, Grand Ledge, Lake Odessa,
Hastings.
Ionia, Saranac, Lowell, Ada, Cascade,
St. Louis, St. Johns, Alma, Ithaca, etc.

Good Service at Reasonable Rates.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

GREAT EXPECTATIONS.

Written for the TRADESMAN.

This is emphatically the land where they abound, prosper (for a time) and vanish, to be succeeded by others of equal magnitude, often more alluring by reason of a certain mental mirage akin to the atmospheric phenomenon so commonly observed on the Western plains. They are mostly prominent as connected with political and business matters. There are few among our intelligent millions who have not at some time been more or less inclined to indulge them.

The year just departing has witnessed the contention of differing political elements in a wide field of active discussion. The test of the ballot-box has only resulted in a temporary truce. Each partisan still maintains his belief and expectation. One is sure that the business millennium is near at hand, since his side has triumphed. The other has as firm an expectation that the future will show this victory to be fruitless in restoring prosperity and he can see in it no thoroughfare to that desired condition until his own pet theory shall become a practical controlling National policy.

It would be wiser for either party indulging great expectations to reflect that this is a great country—too great to be saved or ruined in one or two calendar years. A review of history, showing the effects of changes in National policies, and also the panics that have periodically caused business stagnation, will tend to moderate extreme opinions or undue expectations.

It is true we have had hard times for several years, which have been felt all over the country. Yet no one can truly say that it has equally affected every locality. The largest business and manufacturing centers were the first to receive the shock of adverse fortune. It has always been so in the past. I well remember that the panic of 1873—precipitated, as it was, by over speculation of the Napoleon of finance—did not reach the country dealers until long after it had become an old story. It was only when the farmers began to be sensible of a lessening of income, and, little by little, reduced the volume of purchases, that the dealer who depended directly on their trade actually accepted the panic as having duly arrived.

So, to-day, we may view the business prospects that show actual signs of improvement in a conservative temper of mind as we compare the present with the past. One may well acknowledge that the first few evidences of renewed industry do not assure universal prosperity in the near future, since "one swallow does not make a summer." Our interests as a people are closely united and reciprocal; but, as this is a large country, it takes time for prosperity to travel through it to distribute the favors so long needed. Neither mistakes of policy nor shrewd strokes of enterprise can mar or make, to any great extent, the productive capacity of a people separated, as we are, by many degrees of longitude and latitude. The

laboring classes of our manufacturing centers are, of course, sure to feel the first bounding impulse of renewed business health. Confidence restored and capital actively employed are decided steps toward prosperous conditions. Yet too much eagerness of a convalescing patient to resume the normal functions of a healthy system sometimes end in a relapse which proves serious if not fatal. This is not considered the age of miracles and so, while sure that we are on an upward grade in the direction of better times, we must admit that Nature, our necessary ally, takes 365 days to make even one visible step in advance. As our farming population, whose prosperity depends on Nature's kindly bounties, must wait her slow but majestic movement before they can expect to share her favors, the order to advance cannot be complied with all along the line. It may take two or more of Nature's steps to bring the farmer well up with the procession.

The country dealer may, therefore, possess his soul in patience. Too much hurry makes worry, and worry oftener makes waste than wealth. If we, as a people, get to the top of the hill Difficulty by the time the sun gilds the dawn of 1900, we shall do as well as any business man can reasonably expect. We may not all get there at the same time. So let none of the lucky ones in his joy loosen a rock that may, perchance, fall and hinder the ascent of those who are belated. It is well to mark progress as fast as made; but to count our chickens before they are hatched is not progress. When good times come again we, perhaps, will not recognize them as true to sample once enjoyed, since we now have free intercourse with other nations, and commerce has developed new conditions that will not allow the former statu quo.

Good and bad times have come and gone heretofore. While enjoying the one or enduring the other, time, in its remorseless revolutions, has changed relative positions until we can never find perfect duplicates of either. The fluctuations of business may yet so order that the millionaire of to-day may be the peanut vender of to-morrow. The newsboy of 1890 may become, at the end of this century, by sheer merit, a railroad president, or a king of commerce at the head of a metropolitan department store.

Whatever we do or expect, therefore, let us moderate our expectations of an immediate prosperous future as an anomaly inconsistent with natural law. Let us try and convince ourselves how true were the lessons taught in early life. Whether gleaned in the field of active business or gained from books, the latter embody the results of experience, which is the foundation of both wisdom and wealth.

S. P. WHITMARSH.

A petition to Congress is being circulated in Portsmouth, N. H., asking an appropriation to rebuild the war vessel Constitution. The ship is now guarded by three keepers, who are kept busy at the pumps to prevent the vessel from sinking.

A Premium on Slowness.

Correspondence Trade Magazine.

In a grocery store not very long ago I chanced to overhear two conversations which may prove suggestive to more than one of the readers of this journal. I may say, in parenthesis, that business kept me there and that it was impossible not to hear.

"Well," said a newcomer whose appearance indicated a farmer, "I've come to pay my bill; how much do I owe?"

"A full half-hour spent over the ledger and in disputes concerning some of the entries made there resulted in a bill of \$28.75.

"I suppose that's all right," commented the farmer, "but you'll have to make it even money."

"Really, now," protested the merchant, "I can't afford it. I've done all that I can already, and these are hard times, you know."

"That's all right," was the rejoinder, "but I've been trading with you for a long while, and you ought to be easy on your old customers. Here's \$28; just give me a receipt in full."

"Well, as it is you, I'll do it," and the receipt was given as the money changed hands. Then, as the farmer was leaving, he continued: "Here, let's celebrate. Have a cigar?" and I noticed that the choicest box was produced.

Not two minutes afterward another man came in, and with business directness purchased a bill of goods.

"How much is it?" he asked.

"Eleven dollars and twenty cents."

The check was given and, with a courteous "good day," the gentleman departed.

Both were regular customers.

One man, having bought \$28.75 in two or three months, was given seventy-five cents and a cigar for paying his bill, and nothing was said of interest. The other, who bought \$11.20 in one order and paid cash, was permitted to pay. Certainly the former received a handsome premium for running a bill. Nearly any man would be rather glad to run a bill if such inducements were held out to him. If I were a cash customer of that store, I would either cease cash payments or go where cash was an object.

New Plan to Stop Sampling.

A new plan to prevent sampling has been adopted by several merchants of Portland, Ore. A fish dealer there runs a wire up through his counter and shoves it into a huge block of fish, and then labels it "Electric Fish." Any one curious enough to touch the fish with his fingers receives a very perceptible shock, which convinces him that the fish is correctly labeled. A local dealer in pickles, who has a dozen varieties on display in pans set on top of the different casks, has a wire running along with a branch of copper wire into each pan, and charges the pickles so that any one who puts a finger into the pan to sample a pickle gets a smart shock. Nobody has ever tried to sample the goods a second time.

Propose to Abolish Christmas Gifts.

The bakers of San Francisco have passed iron-bound resolutions against the giving of Christmas cakes to customers hereafter. One baker stated that it cost him from \$400 to \$500 this year and that the presents usually gave dissatisfaction, as the customers generally found fault with the size or quality of the cakes.

We never realize how much we are capable of enduring until the test comes.

Getting the People

Circular Advertising.

The day of the cheap handbill is past. There are yet some who have not learned the utter worthlessness of the print-paper productions which used to be thrust upon the attention on the streets, at doorways, in hotel lobbies—anywhere that the distributors might find access—and occasionally enterprise is still represented in this manner; but to most the fact has become patent that such advertising is utterly worthless—that the instances where favorable attention is gained are more than counterbalanced by those where the impression conveyed is one of disagreeable intrusion, fatal to favorable results. Thus there has grown a prejudice against this class of advertising which, unfortunately, is made to include all circulars.

Now, as a matter of fact, there are circulars and circulars. And there are many ways of using circulars. The day of the cheap handbill is past; and the day of the obtrusive thrusting of advertising matter on attention is also past, or is rapidly passing. It is a matter of observation with every business that there is still a large use of circulars in advertising, if indeed there is not an increasing use. But the circulars of to-day and the manner of their use are far removed from the handbill. It is also a significant fact that the most systematic and persistent use is by the most experienced concerns, especially those manufacturing or dealing in particular lines.

Instead of the unsavory smelling and worse looking sheet whose standard of merit was legibility, the circular of to-day is a work of art. It may be printed on a single side of a slip of paper, or on a larger sheet; it may be a booklet or a folder, or other attractive or perhaps novel form, but it is the exponent of careful, painstaking work in both matter and style of execution. If the houses using such matter cannot command in their own force the experience and special qualifications for the preparation of this kind of advertising, they obtain the assistance of those making it a specialty. The art of preparing this sort of work has grown rapidly during the past few years and most of the first-class printing concerns doing such work have specialists for the artistic and literary designing and for illustrating. There are also many specialists in a few of the principal cities who are successful in widely advertising themselves, some of whom are doubtlessly reliable and honest; but there are many others who are pretentious and emperic—who claim that they are the ones, and the only ones, who are competent to direct in all advertising work, charging fancy prices and volunteering advice with an assurance often successful in the securing of a large clientele. In most cases the work could be better done by those nearer the field of operation, and so cognizant of the particular needs, and at rates more nearly commensurate with the service.

The use of well-prepared circulars is growing in many lines of trade. Many manufacturers send a circular to all possible customers every month; and the fact that they continue to do this year after year indicates that it is profitable. In other lines a quarterly issue is considered sufficient. Of course, it is needless to say that these are in conjunction with a proper system of newspaper advertising.

But, while the circular may be especially effective in particular lines, there are few, if any, where trade is considerable, where they are not valuable. Every dealer should find in what way he can most economically and effectively distribute something in this line, and should put a special sum into the preparation of such circulars at such frequent intervals as to have them fresh and attractive, and should use every suitable opportunity to bring them to the notice of present and possible customers. There are many ways where the expense will be nothing—in correspondence, invoices, etc. But there should also be a judicious expenditure of postage to reach those not already in the list of customers. There is an effectiveness in such attention on account of the personal recognition which in many cases would be lost by any general mode of advertising.

W. N. FULLER.

New Scheme to Sell Cigars.

The advertisement of an enterprising Southern dealer has been the means of raising an interesting question involving a nice construction of the internal revenue laws. The advertisement appears in a daily newspaper and suggests to the customer the convenience and economy of leaving the purchased box of cigars with the dealer, who will deliver one or more cigars when called for, the feature of the scheme being the claim that the customer "won't smoke half as many" as if he himself acted as the custodian of the box.

The Collector incloses a copy of the advertisement to the Commissioner of Internal Revenue, with the statement that, although it does not appear to be in conflict with the regulations, it would seem to suggest more than is evidenced on its face, and at least raises the question whether the dealer or the customer should be held responsible for the destruction of the stamp when the box is emptied. The Commissioner has ruled that, under the circumstances presented, the dealer becomes the bailee, who retains possession of the cigars, and who has a qualified property in the box sufficient to render him responsible for a compliance with the internal revenue laws in destroying the stamp when the contents are exhausted.

Business Men United for the Common Welfare.

From the Vermontville Echo.

The Vermontville Business Men's Association met at the council rooms Dec. 16 and listened to the reading of letters presented by Secretary Snell and J. N. Hawkins encouraging to prospects for a flouring mill. Permanent organization was perfected by the election of the following officers:

President—Hon. H. G. Barber.
Vice-President—C. E. Hammond.
Secretary and Treasurer—C. S. Snell.
Executive Committee—Frank J. Estabrook and J. N. Hawkins.

Any person desirous to promote the improvement of Vermontville and do all in his power to induce the erection of mills, factories, stores and other improvements may become a member of the Association by signing his name to the constitution and by-laws. Especial efforts will first be directed to the repairing of the flour mill or the erection of a new one, as may be thought best, said mill to be provided with the latest improved machinery for manufacturing first-class flour. Surely no place in the country is more in need of a good flour mill than is Vermontville, and if a mill will pay in any locality it will surely pay here, as we are in the midst of a fine wheat-raising country, with no good mill in the county nearer than Sunfish or Eaton Rapids and in Barry county at Nashville. There is no doubt that a mill that can make good flour will prove a good paying investment in this village. Let us all put a shoulder to the wheel and make it move.

Some Sensible Sample Advertisements.

The Tradesman commends the following sample advertisements as possessing merit of unusual order and strong drawing power:

Our January Linen Sale

offers more than an opportunity to see and admire an extraordinary display of fine linens; it gives every housekeeper in this city a chance to supply her linen needs at a quarter, and in some instances a third less than regular prices. That's because we have had this sale in view for "many a day;" and every time an unusual linen offering came to our notice we secured it for the benefit of our customers. How well we have succeeded in our effort to excel a lot our previous linen sales we'll leave the public to judge. Certain it is, if there's a thing you need in linens it is an extravagance to overlook this sale. These prices should convince you.

Close Your Eyes . . .

To quality and the world is full of cheap things. But with your eyes wide open the real good things are few and far between. When we buy our goods we look sharp for quality and workmanship. If they are right we see about the price; if not, 10 cents on the dollar won't tempt us to buy, for we have a reputation at stake. If you buy anything here, it's right; no matter how little you pay for it, it's right.

The Doctor Scolded the Women.

"All those who have rubbers on tonight! I'd up their hands," said a lecturing physician to his New York audience recently. Only a few of the great crowd held up their hands, and then the doctor gave the women several pieces of his mind for being out on a wet night without rubbers. We have all the good kinds of overshoes for both women and children. Lowest prices rule.

Good Resolutions.

The day best fitted of all the year for the making of good resolutions is near at hand. NEW YEAR'S DAY will afford you a splendid opportunity to resolve never again to wear ill-fitting shoes; never again to buy a shoe that does not give you its cost in wear; never again to risk buying of a dealer of whose shoes and whose principles you know nothing. Resolve to pin your faith to Blank & Co.—they who have been tried and tested—they whose shoes you need not doubt.

Success or Failure

of a mercantile business is in the question of profits. If goods are constantly sold below cost, failure is sure to come; if prices are marked way up, the people will not come but once, and trade is light. Too high or too low prices means failure. Just where the turning point is between too high and too low prices, is hard to determine. In marking our goods we have gone low instead of high. When we were in doubt where the turning point was, we gave the public the benefit of the doubt, and so we can sell the stock cheaper. You can easily prove this by trading with us.

Two Hundred Cent Dollars....

will be common in Blankville during the next two weeks—that is, if the people test the value of their dollars at our store, for every dollar spent here during our January sale will buy so many goods the purchaser will be surprised. We can't tell you a quarter of what you ought to know about the sale in this ad, but if you come to the store you won't more than step inside the door before you will begin to see more bargains than we could tell you about in a full page of this paper. Read this list of prices just to prepare yourself in a measure, for what you will see when you visit the store. They won't more than give you a hint, however, of what we are doing at our January sale.

To Start . . . the New Year

we will place on sale to-day several lots of shoes of various sorts, in broken sizes shoes that have been among the best of the season's sellers—shoes that we have retailed regularly at from \$2.50 to \$3.50—at one price, \$2.49, while the lots last. We invite you to this New Year's feast. Will you come?

Trouser Up . . .

An extra pair of trousers is a good thing to have around the house, for trousers need a rest as well as man. You undoubtedly have noticed how "tired" looking some trousers are that you meet on the street—perhaps yours appear the same. Anyway, that suit will be greatly enhanced by a new pair bought at our establishment.

Free Advertising Opportunities.

Correspondence Printers' Ink.

If I were a storekeeper I would never allow a package to leave my store without an advertisement inside of it—something for the shopper to read when he or she gets home—a card, circular, booklet or something—and I would change the matter of it every month, every week, or oftener if I could.

Is it generally known that people don't care about carrying parcels that have advertisements on the outside? Is it not becoming generally known that the shrewdest shopkeepers now order their wrapping clerks to reverse the packing paper so that the name and address of the store is inside instead of out?

Knowing that the parcel is going right into the home, is it not a good opportunity for the enterprising merchant to introduce his advertising free of cost? A neat circular or booklet would fill the bill nicely. Failure to put advertising matter in consumers' parcels is lost opportunity.

Wrappers for parcels and designs for package labels are usually inartistic in effect and barren of much information. Even those who persist in advertising on bags and wrappers ought to have better matter thereon, and change it oftener. That kind of advertising should be more than a business card, and first-class in its preparation, because it costs nothing to place or distribute. But, whatever advertising there may be on the outside of a wrapper or package, there is always ample room to store away on the inside of it plenty of readable and serviceable advertising matter. And the wonder is that more merchants do not avail themselves of these free advertising opportunities.

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.

Bicycles

News and Gossip Concerning Wheels and Bicycle Supplies.

There is a demand on the part of a considerable number of riders for gear cases, and some of the manufacturers have made up their minds to meet it, if possible. Hitherto any suggestion of the kind has been received with little favor in this country. In England, on the other hand, gear cases are in general use, and the same is true of mud guards, which are seldom seen on this side of the water. The principal reason for this difference is doubtless to be looked for in the differing climatic conditions. In England it rains on the slightest provocation, and a long period of fine weather is exceedingly rare. English riders accordingly have to be prepared for rain and mud, and equip themselves with means of protection against both—with rubber coats or cloaks in one case, and mud guards and gear cases in the other. Mud guards were furnished with American road wheels two or three years ago pretty generally but one is rarely noticed on a man's bicycle now. Gear cases are even rarer, but, nevertheless, an effort is now being made to meet whatever demand may exist.

There is something new in electric lamps, and a patent has been taken out on it. It is supplied with electricity produced by a generator attached to the rear fork, with an armature revolved by a band running from a grooved wheel on the rear hub. The inventor contends that when going at a moderate speed a light of normal candle-power is produced, and, of course, the higher the speed the greater the light. The advantage of this lamp over other electric lamps is that the weight of the battery is got rid of. The weight of the apparatus for the new affair is not given, but apparently it cannot be very great. Only a bulb would be needed on the head of the wheel, connected with the generator by a fine wire.

The principal item of cost in turning out a new model each year is that entirely new patterns are required, and to a considerable extent new machinery. The manufacturers have felt this keenly, and in one case at least a method of utilizing the patterns of the previous year has been hit upon. Bicycles of the pattern of the '96 wheels are to be put on the market the coming year, and sold at \$75, as against the standard price of \$100 for the model of '97. They will be, so it is said, new wheels, and first-rate in every particular, save that they are not up to date. This is one of the ways in which the demand for lower-priced bicycles will be met.

Something was heard a number of times early in the year about a leather tire that was to be superior to tires of rubber and sold for a lower price. Nothing has yet come of these promises. The leather tire is not yet on the market, and there is no prospect that it will soon, if ever, make its appearance. The concern which was going to turn out the tires in large quantities has got into financial difficulties, and its affairs are likely to stay tied up. Some of its promoters believe as firmly as ever in the feasibility of making tires of sole leather, properly moulded. A man having many years' experience in handling leather said to the writer, however, that it would be impossible to make a leather

tire that would answer the purpose. "The trouble," he remarked, "would be in keeping the leather in condition after it once got wet. It would be certain to get hard and crack. I have never heard of any preparation that would prevent this. See how the thing works practically. For shafting which is under cover, leather belting is used, but for outside work you will find rubber belting used almost every time. If a leather belt cannot be so treated that it will stand the weather, no more can a leather tire. There need be no fear that anything will supplant rubber for that use." The fact is that in the leather tires proposed some time ago only the outside, or "shoe," was to be of leather; within this was a rubber inner tube to hold the air. Another drawback to the leather tire, therefore, would be the firm hold which the single-tube tire has taken on the great majority of riders. Single-tube tires are so well made and can be so easily repaired that the field for the double-tube variety is steadily narrowing.

An inquiry is made in the L. A. W. Bulletin for a description of skirt that will permit the wearer to ride a diamond-frame wheel. Perhaps a combination of skirt and trousers which has recently been patented will meet the wants of the fair inquirer. The account given of this nondescript garment says that "the rear portion is so made that it may for a part of the distance from the waistband down be readily opened and, when the opening is closed an apron covers the skirt opening so as to give the appearance of an ordinary walking skirt." If this description is not complete it is not the fault of the present writer. He has not seen the garment and has no desire to see it.

A novelty in bicycles has been got up in Germany. It is called the Eiffel tandem. The rear seat is at the ordinary height from the ground; the other rider is perched aloft some twenty feet, reaching his elevated position by a sort of ladder, presumably after the man in the rear has got the vehicle under way. There must be considerable difficulty in keeping the machine balanced. Such a vehicle can have no practical use, although it is suggested that the rider up aloft is in a position to keep a good lookout.

The growing vogue of the wooden handle-bar suggests that a novel bar was put on the market this last year, which met with a small degree of favor. It was a steel bar of the adjustable type, covered over the entire surface with a preparation of cork, so that it could be grasped by the hand equally well at any point. It was believed that it would contribute to ease of riding, as the position of the hands might be frequently changed without bringing them in contact with metal at any time. It did not go, however, and is now pointed to mainly as a curiosity. Many will doubtless accept the wooden bar as an advance on the steel one, but most riders will admit that there is still room for improvement in the grips, and that, if it can be found, material should be put into them that will absorb the vibrations more than the average grip does, and prevent the tired feeling that frequently assails the palm of the hand and ball of the thumb after several hours' riding.

It is agreed on all hands that there will be a greater demand for tandems

next year than ever before. This year the demand exceeded the supply, and the makers were unable to catch up with it until late in the season. There are some new 1896 tandems in the market now that can be bought at a reduction from the regular price, but the number of them is not large. Perhaps the greatest run on tandems for 1897 will be on the combination style—that is, a diamond frame and loop frame combined. One tandem shown the present year had a double loop frame, and was designed for two women riders in ordinary costume. There are evident difficulties in making such a machine strong enough to stand the wear and tear to which it must be subjected.

The bicycle manufacturers have been unusually prompt in getting their 1897 models on exhibition. Not only are many of them already to be seen, but some of the makers have been ready to fill orders for the last few days, and announced that their new machines could be procured in time for Christmas presents.

If one could examine a bicycle of the kind most popular six or eight years ago, he would have a realizing sense of the improvements that have been made. The easiest way is to turn back to a magazine or paper of half a dozen years ago, and look at the illustrated advertisements. Of course, pneumatic tires were then undreamed of, and the latest ideas in frames at that not remote day will bring a smile to the lips of those who keep abreast with what is going on in the cycling world of to-day. The glowing language of the advertisements accompanying the cuts also has a tendency to excite mirth. One cannot help wondering, though, if it is possible for the next half-dozen years to show as marked improvements as have been made since 1890.

The consumption of sherry and port in England has decreased in the last seventeen years from 11,000,000 gallons per year to 4,700,000, while tea shows an increase of 6,000,000 pounds during the same period, and light wines of nearly 2,000,000 gallons.

J. A. MURPHY, General Manager.

Facts About Buttons.

Everybody is aware of the button craze now sweeping over the country, but few know that buttons are a comparatively modern invention. This is the age of buttons, says the New York Journal.

We are slaves of buttons. Buttons of high and low degree, ornamental buttons, useful buttons, campaign buttons, bicycle buttons, club buttons, official buttons, military buttons, navy buttons, policemen's buttons, firemen's buttons—all kinds of buttons, not forgetting the evasive, elusive collar button, furnish proof of the assertion.

The people of the United States unbutton 1,400,000,000 buttons every night, when they get ready to go to bed, and the next morning they rebutton the same 1,400,000,000 buttons, unless a few million have been lost in the struggle. Then other millions of buttons must be sewed on.

In the fourteenth century there were buttons—but no buttonholes—and there wasn't a button factory in England until the close of the seventeenth century. This button was purely ornamental, for, lacking a buttonhole, it couldn't make itself useful, and the question arises how our ancestors managed to keep respectably covered.

Of course, when a knight appeared in mail, there could have been no apprehension as to the stability of his covering, for it was composed of iron and riveted on, but how did a Highlander keep his kilt in place? Was it firmly skewered with a bog-thorn for a safety pin? The Romans were circumspect in this regard. Yards and yards of material employed in their togas were wrapped and entwined about the wearers.

Two hundred years ago there were not as many buttons in the whole world as one will find to-day in the smallest "notion" store. Each one of these buttons was made by hand. It was not until 1745 that any considerable manufactory was established. In that year the famous Soho works were opened at Birmingham, England, where steel buttons were made of such beauty and finish as to command a price of \$700 a gross, or \$5 each.

On the accession of George III. gilt buttons became fashionable, and the price varied from a few shillings a dozen to \$100 apiece, depending on the character of the work and the depth of the purchaser's pocket.

The first button factory in the United States was established in 1848.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102, Majestic Building, Detroit, Mich.

N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.



1897. Greeting!

TO the thousands of satisfied Clipper riders, to the hundreds of Clipper dealers, we wish you one and all a prosperous year; we thank you heartily and sincerely for the many kind words you have said in our behalf. We appreciate your patronage, and while we have done our best to give you what you have paid us for, we realize that without your trade we would not be in existence as an organization. We intend to reciprocate by offering a line of Clipper bicycles from which you may select that which best suits your requirements, at a price as low as consistent with good material, well paid labor, and a fair maker's profit. Our business will be the building of Business Bicycles which will be considered good business to sell or ride.

Pratt 232.

MADE BY THE GRAND RAPIDS CYCLE CO. GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Eaton Rapids—C. H. Cowan has assigned his grocery stock to Wm. H. Perrine.

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

Unionville—Kolb & Geyer succeed Durkee & Kolb in the hardware and implement business.

Hillsdale—W. W. Donaghy succeeds Donaghy & Co. in the furniture and undertaking business.

Henderson—Dr. S. Ludlum has sold his drug stock to Dr. Lumby, the transfer to take place Jan. 1.

Benton Harbor—Judson E. Rice succeeds Loomis & Rice in the picture frame and wall paper business.

Chesaning—The Union Supply Co. succeeds Fred H. Blakesley in the musical instrument and sewing machine business.

Muliken—Lawrence & West have completed a cold storage warehouse and will shortly embark in the egg and produce business.

Armada—Partch & Castle, dealers in agricultural implements, buggies and carts, have dissolved. The business is continued by Chas. H. Castle.

Ionian—Bible & Thompson have sold their grocery stock to Amphlett, Sanderson & Co., who will continue the business at the same location.

Cadillac—Leslie & Co. have decided to discontinue the sale of dry goods, continuing the grocery business in connection with their new timber enterprise.

Kalamazoo—Day Bros. have sold their drug stock to C. W. Cook, formerly engaged in the retail drug trade in Grand Rapids, but for the last three years head clerk for Geo. McDonald, of this city. Mr. Cook will continue the business at the same location.

Detroit—Frank Inglis has sold his drug stock to his clerk, Christian Purtscher. Mr. Purtscher has enjoyed the reputation for some years of being one of the best, if not the very best, drug clerk in the city. Mr. Inglis will go into the manufacturing business.

Detroit—Articles of association have been filed with the Register of Deeds by the Andrew T. Gray Co., Limited. The concern has a paid up capital of \$9,500, and is to exist for twenty years. The co-partners are C. E. Letts, Charles F. Osborne, A. T. Gray, John P. Terns and Charles A. DeLong. The company will deal in ice and ice apparatus.

Manistee—Judge McMahon has issued an order directing C. W. Conat, assignee of Karlson & Forsberg, to dispose of their shoe stock at wholesale or retail, whichever he may deem more advantageous to the creditors. The Judge issued another order directing the assignee to permit the assignors to first claim and select their lawful exemption of \$250 each.

Plainwell—Geo. G. Starr, who has been identified with the drug trade of this place both as clerk and proprietor since 1880, died Dec. 19, as the result of an operation for appendicitis performed Dec. 12. Deceased first entered the employ of the late Morrison Bailey, where he held the position of clerk and assistant until the fall of 1888. Deceased and A. L. Thompson then purchased the stock of Mr. Bailey and began business for themselves. This partnership continued for about two years, when Mr. Thompson desired to sell his interest.

It was bought by the Arnold brothers—Levi and George—who became silent partners in the firm, leaving the entire management of the business to the junior partner. In 1892 deceased bought out their interests and had since carried on the business independently. He was an energetic young man and a prosperous one, whose death is sincerely regretted by the entire community.

Manufacturing Matters.

Holland—W. A. Holley, head miller at the Walsh-De Roo Roller Mills, is having patterns made for an improved grain scale of his own invention.

Albion—C. A. Barber, formerly of Montague, and his brother have established a factory here for the purpose of manufacturing a stove polish known as the Russian Stove Enamel.

Manton—Williams Bros. are running their last block factory here day and night, keeping four machines constantly in operation. They have lately opened a branch factory at Mesick, where two machines are kept busy ten hours a day.

Cash Transactions Only Recommended.

The Tradesman feels called upon to caution its patrons in regard to Charles F. Dickinson, who has sent out a large number of letters and circulars during the past week soliciting shipments of butter and eggs and quoting prices on eggs considerably higher than the market will legitimately warrant. Mr. Dickinson purports to do business at 27 East Fulton street, which is not a business place at all, but a private boarding house, where he and his wife reside. Mr. Dickinson is a young man about 27 years old and recently came here from Chicago, previous to which he claims to have lived in New York City, where he asserts he was employed by A. L. & J. J. Reynolds and also by Matthews & Willard. He recently made a small deposit in the Old National Bank, but does not claim to be possessed of any means in addition to this sum. His letter heads bear the name of the Old National Bank as reference, but the officers of that institution assert that such use of the name is entirely unauthorized. The Tradesman has made diligent effort to interview Mr. Dickinson, without result, and, pending further investigation, the patrons of the Tradesman are advised to deal with Mr. Dickinson on a spot cash basis only. He may be all right, and his intentions may be honorable, but some of his methods cause the Tradesman to regard him with suspicion.

A. J. Dayton has sold his drug stock to Wm. Barth and Theo. H. Weskey, who will continue the business under the style of Barth & Weskey. The partners are enterprising young gentlemen, who confidently expect to achieve success in their vocation.

The grocery business carried on at 825 South Division street for a number of years, under the style of Geo. H. Cobb & Co., will be continued in the future by Geo. H. Cobb at the same location.

Harmelink Bros. (Benjamin and Henry) succeed Archie David in the grocery business at 300 South Division street.

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.

Unfortunate Experience of a Clare Mercantile House.

Clare, Dec. 28—On or about July 8, 1895, the firm of Mason & Boyd bought a bill of fruits from a gentleman by the name of Hill, who claimed to be a member of the firm known as the Saginaw Fruit and Produce Co., successors to O'Donald & Co., he agreeing to deliver the goods and collect for same. The same Mr. Hill sold four or five firms in Clare, making the same statement to all; also stating that his house intended to run a car once a week through Clare and could save merchants the freight at least, which was some inducement to merchants to buy goods guaranteed to be A1. On the 11th of July the said Hill hired a dray at his own expense and delivered the goods to each merchant, having receipted at the freight office and paid the freight; but, on examination, the goods were found to be very poor and some of the merchants even refused to accept them. Mr. Hill went from place to place and made some reductions and delivered the invoices to each, collecting and receipting in full, excepting one firm, Mason & Boyd being one of the firms that paid. A short time afterward a draft was made on them by the Saginaw Fruit & Produce Co. for the amount of their bill, \$11.65, which they refused, on the ground that it was paid as agreed and they held a receipted invoice; besides, the check was returned to them through the bank in the proper way, endorsed by the "Saginaw Fruit and Produce Co., per Hill."

The Saginaw house thereupon commenced suit against Mason & Boyd in Saginaw county for their claim in full. The case came off Monday, Dec. 21, in the Circuit Court in Saginaw. Mason & Boyd wanted to show that Mr. Hill made the delivery of the goods himself and also of invoices for same, but the Court positively refused to permit such evidence to be introduced and instructed the jury in O'Donald's favor, as Mr. O'Donald claimed to be the Saginaw Fruit and Produce Co. himself, so that Mason & Boyd are compelled to pay heavy costs and the bill again.

The business men of Clare are considerably put out over the matter and talk of discontinuing business in the Saginaw Valley, as they don't know how soon some one else may turn on them for bills paid, and don't consider the chances for justice very good in that county.

Mr. O'Donald claimed that he employed Mr. Hill on first sight and knew nothing as to his antecedents. It appears as if it is about time business men should try and call a halt on such chicanery, and courts should try and protect the merchants from such treatment, instead of encouraging business houses to engage total strangers and sending them out to "do up" the merchants of the country and get done up themselves, and then fall back on the merchant through some pretense and make him stand the loss that is unjust.

JAMES F. TATMAN.

How Grape Fruit Has Grown in Public Favor.

Within five years grape fruit has become firmly established in favor in the larger cities, and the demand is constantly growing, yet there are many grocers who scarcely know it when they see it.

Grape fruit is the largest and most handsome citrus fruit grown, many specimens attaining the size of the Japan melon, so well known. It is nearer the color of a lemon than it is that of an orange, but its outer covering is as smooth as satin and its keeping quality remarkable. The meat is solid and the flavor is tart, but beware of the snowy-white inside covering, for that is as aloe. For use in kidney troubles and in fevers, physicians highly prize grape fruit, and formerly many patients went to Florida in order to make use of it. Now the trip is unnecessary, for that purpose at least, as the grape fruit comes to the patient and others.

The best early fruit comes from Nas-

sau and Jamaica, but some very fine Floridas arrived a few days ago. It is more plentiful this year than last, because the West India growers were unprepared for the American demand for it last year. Until after the Florida freeze they had not hoped to compete with the Florida growers, but this season they were all ready and sent their choicest fruit here.

The grape fruit really is an improved sort of shaddock. The name grape fruit is given to the improved sort because of the habit of growth on the tree. They hang in bunches of three or four, and little circular marks on the skin show the point of contact, and do not indicate decay as many persons think they do.

Following the West Indies fruit comes that from Florida, and lastly California sends her quota of it, but the latter is not so good as the rule. The season thus extends from October to February or March.

How a Chicago Manager Treats Light-Fingered Clerks.

"No greater mistake could be made than to impose the heaviest penalty for any petty thieving that may take place among the clerks," said the manager of a large State street store in Chicago. "The evil is not eradicated, the store is not benefited by such a course, and the culprit, even if not of a vicious nature, after enduring the shame of exposure, is likely to drift or be driven into the great class of felons. A wiser course for the store manager to take, when a case of stealing by an employee comes to his notice, is to severely reprimand, pointing out the dangers of such practice, and then, instead of turning the guilty one over to the law, send him or her back to work with the injunction to make the best of opportunities by honest effort, and with the assurance that the matter will be kept strictly secret. The chances are ten to one that that clerk will in the future prove to be one of the best in the store, so thoroughly will he realize his indiscretion and so thankful will he be for his escape from punishment."

"I speak from experience, and will cite one of a dozen or more specific cases that I have had to deal with, and that will go to prove what I have said. The head of the cutlery department once called my attention to a box of pen knives from which two had evidently been taken, as a broken box never comes from the factory or storeroom. All the circumstances led to the suspicion of a stock boy, and being confronted with the charge, he confessed. I knew the boy to be of good parentage, and was satisfied upon his own statement that this was his first offense. That lad will never forget the lecture I gave him. He was sent back to work, and nothing more was said about it. For a time he was watched, and the department head was soon convinced that there was no danger of a repetition of the act. The boy worked to redeem himself in our eyes, and in doing that he worked himself up to be one of the most valuable and trusted clerks in the store."

"It would no doubt have been less bother to have discharged him, and many others who, like him, have departed from their naturally honest instincts, but I prefer the more lenient treatment of such cases—I even believe it is better business policy."

It is very generally conceded that the Peninsular Trust Co. has made a ten strike in securing the services of Judge Perkins, who will hereafter devote his entire time and attention to that institution, occupying the position of Treasurer. Mr. Perkins has been identified with the Probate Court of Kent county for the past twenty years and probably has as wide an acquaintance among the people of the county as any man in the city.

We have photographed over 300 of the Michigan traveling men. Grand Art Studio, 21 Canal street. T. F. Noble, proprietor.

Grand Rapids Gossip

The Fruit Market.

Lemons—It is now possible to secure as many grades of stock as a dealer's needs may require and at prices in keeping with the quality. The importations are regular and quite heavy, which has resulted in giving buyers the long end. There is no reason, however, why any dealer should anticipate his needs much in advance of the requirements of regular business, as arrivals continue in usual quantities, and the certainty of continued low prices precludes the possible boom by speculative purchases. The mild weather which has characterized the winter so far has enabled the carriers to transport the fruit to its destination safely, and frozen goods have been practically unknown. The present prices of local jobbers are low and are probably as near bed rock as they will be, so the retail trade need have no hesitancy in buying a two weeks' or thirty days' supply.

Bananas—For some reason there has been a very limited demand for this variety of fruit for a few months past, and local commission men are at a loss to understand why it is so. During the peach season the demand has always been light, but it has usually revived again about October 15 and reached the regular volume by Christmas. This year, as above stated, has been an exception and no one seems to care much whether they have bananas or not. As a result of this feeling, carload shipments to this market have been very few during the year now closing, and there is nothing to warrant a belief that much improvement over present conditions will be noticeable before the advent of warm settled weather. There is too much risk to be assumed in ordering carloads where there is any uncertainty as to the possibility of disposing of them quickly. The local Italian retailers buy a car and divide it among themselves and are thus enabled to secure the benefit of lowest prices and, through the medium of the retail demand, derive a fair profit, without running much chance of loss. It will probably be a long time before competing fruit dealers of this city conceive the idea that they are "kings" in the business and order as indiscriminately as they were wont to do two or three years ago. At that time a few importers fell into the habit of making consignments and those who bought outright found it "hard sledding" to meet this competition. The result was a demoralization of that which, under proper methods, would have proven a remunerative business. The importers referred to have since "dropped their bundle," as might have been expected, and the distributing agents have learned wisdom and now exercise due caution in the handling of such perishable commodities.

Oranges—There has been a most decided decline in the price of this fruit during the past week. They ruled high up to and including the holiday demand, but since Christmas the market has broken and holders are disposed to treat prospective purchases most leniently. California Seedlings are being pushed forth rapidly and find ready sale at the reduced figures. The fruit is well colored and in a very short time the now pronounced acidity will have been entirely overcome and the real California orange, in all its palatableness, will be displayed by every vendor

of fruit from one end of the country to the other, and at prices which will appeal, without denial, to the pocketbook of every passer-by. The Navel—free from seeds and representing the real cream of the California orchards—is coming forward slowly, but the quantity will soon be larger and adequate to the demand. The foreign fruit, such as Messinas and Valencias, is entering the New York, Boston and Philadelphia markets in abundance and is being sold very cheap, in order to compete with the home grown fruit. One car of the Valencias has been brought to this market, but sales are confined almost entirely to the street vendors and such trade as finds it incumbent to herald price rather than value in order to attract purchasers. As the hoped-for better times gradually appear, the people will use fruit in greater quantities and the orange trade will net substantial returns to the dealers at large and bring smiles of gratification to the growers.

Foreign Nuts—Now that the holiday demand is over, there is a perceptible loosening of the rigidity which characterized asking prices during the fore part of December. This applies especially to filberts, Brazils, pecans and French walnuts, but the easier tone is in evidence all along the line from A to Z. Sales will be slower for some time and purchases will be made in small amounts, while sellers will be inclined to shade prices from list quotations. Black walnuts and butternuts are in good supply and are being quoted at 50c per bu.

Dates—Are also lower, owing to larger arrivals and a curtailment of demand.

Figs—Continue to sell freely at unchanged prices. The quality is exceptionally good.

Statements Based on Misinformation.

The Grand Rapids Herald recently interviewed an individual who is described as a "well-known business man who has made something of a study of municipal legislation and who has served in the State Legislature" on the much-mooted subject of the Poor Commission. This gentleman objects to the employment of Mr. Le Baron as investigator for the Commission, on the ground that he "received his education, so to speak, in the employ of the Commercial Credit Co.," which institution is charged with indiscriminately blacklisting people who are unfortunate—all of which goes to show that the gentleman is discussing a subject of which he has no knowledge whatever. The Commercial Credit Co. furnishes information of an advisory character only. It gives its subscribers a history of each person applying for credit, when asked to do so in the regular course of business, permitting the enquirer to form his own conclusions as to the character and responsibility of the applicant, based on an accurate knowledge of his record as disclosed in his dealings with other merchants. There is a vast amount of misinformation rampant in the land on the subject of commercial agencies, and the Tradesman commends such ignoramus as the gentleman quoted by the Herald to a careful study of the agency system before indulging in such unwarranted and indiscriminate condemnation.

The Hazeltine & Perkins Drug Co. has the order for the drug stock of Bugbee & Roxburg, who have arranged to open a new store at Traverse City early in January.

The Grocery Market.

Sugar—The European markets have seen some fluctuations during the week, both upward and downward, which have netted about the ruling figure. Foreign refined seems to be slightly stronger. The domestic raw market is unchanged, being quiet, with no demand. The Trust is at present buying no raw sugars to speak of, having sufficient on hand to last some little time. The consumptive demand for sugar is very small, as is usual at this season. No increase in trade can be looked for prior to the late spring.

Teas—Everything seems to be held firmly, and those of the trade who wish to buy are compelled to pay full prices. A circular from China, received during the week, states that the combined exportation of country green teas to both America and England would this year not exceed last year's exportation to America alone. Some teas are selling, probably only about half the ordinary trade during other months. Prices show no particular change over last week. The most conservative of the trade now expect prices to go no higher, even though a considerable volume of business should ensue toward the last of January.

Provisions—The provision trade has been characterized by a moderate volume of current business and quietude in speculative operations. The changes in range of prices of leading articles have not been striking. There is much of interest manifested in the question of probable supply of hogs to be marketed in the next two or three months and later. The sources of supply cover so great an area, and the changes that occur from time to time in the tendency to increase and to decrease the raising of such stock, thereby shifting the basis of larger supplies, render it difficult to compass the question with any degree of certainty. The large corn crop of 1895 served to stimulate interest in production of hogs, and the marketings for the eight months ending Nov. 1 were without precedent in numbers. With another large crop in sight, low prices were looked forward to by packers and others, and, as a result of this influence, with also fear of losses from maladies, the marketing prior to November was especially large, apparently closely up to the limit of marketable stock. The supply since October has not been as large as the trade has counted on, and prices have not been as low as looked for. It is now evident that the first two months of the winter season will show more than half a million short in the packing—but this may be made up in the subsequent two months.

Molasses—Only a fair trade is being done in molasses. The supplies are quite fair, and the scarcity in finer grades is less apparent at present, owing to the small demand. The price of the lower grades of New Orleans has, in New Orleans, declined 2c per gallon. Advices from that section give the impression that after the first of the year, when the demand should increase, prices on finer grades will advance.

Rice—As reported last week, more or less business is being done by the forwarder in the securing of stock against possible advance in January. Advices from the South note free purchasing along the Atlantic Coast, but almost painful quiet in New Orleans. Cables from abroad note drooping tendency, but unfortunately this welcome news for buyers is limited to stuff that enters in-

to manufactures and does not pertain to styles suitable for the United States. Fine grades are firm, and unless all signs fail, are likely to harden and gradually advance until new crop can be reached.

The Grain Market.

Wheat has been advancing slowly but steadily since our last report and we are enabled to record an advance of 2c per bushel. Trade is very sluggish and the hand-to-mouth method is pursued. Had there not been so many large Chicago bank failures, also the failure of a large Illinois miller, we probably would have been able to record a much larger advance. The world's shipments were unusually small, being 3,784,000 bushels, of which the American continent contributed 2,115,000 bushels. The visible decreased 720,000 bushels. From the above standpoint we may expect to see higher prices. We do not think there will be much trading until after January 15, up to which time we do not expect to see much change in prices. The deliveries from farmers are merely nominal and we can see nothing to increase them to any great extent until after harvest.

There is no change whatever in the price of coarse grains, nor may we expect to see any for some time, as speculators are not in a mood to trade in an article which is overabundant. The same is true of rye.

The receipts during the week were rather moderate, being 34 cars of wheat, 6 cars of oats, 1 of rye, but no corn.

Millers are paying 87c for wheat.
C. G. A. VOIGT.

Flour and Feed.

The past week has been a very quiet one in the flour and feed market, such as might be expected during the holiday season. The situation, however, is daily becoming stronger. Foreigners are steadily buying both wheat and flour at the advanced prices and have already taken and chartered vessel room for about all we can spare until another crop is harvested. The sharp advance of about 40 per cent. in the price of wheat and flour has not checked buying orders from abroad, as many supposed would be the case, and the question now is (if the demand continues) how much higher prices holders of cash wheat will demand. The outlook is certainly very strong and prices will, no doubt, be well maintained, with an upward tendency.

Bran is 50c per ton lower for the week. Feed and meal are steady, with but little demand. WM. N. ROWE.

Purely Personal.

W. A. Stebbins, formerly of this city, is now Secretary and Treasurer of the Lubroleine Oil Co., of Baltimore.

J. H. Hagy, for a dozen years in charge of the sundry department of the Hazeltine & Perkins Drug Co., but for the past four years engaged in the retail shoe business on Canal street, has returned to the employ of the old house in his former capacity.

Oyster Prices Advancing.

In the East oyster prices are surely and steadily advancing, but during this week F. J. Dettenthaler, of Grand Rapids, will bill those famous Anchor brand oysters at the same old prices. He expects to profit all right during the season because of the immense quantities sold.

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

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Dec. 26—Christmas coming on Friday leaves us with a market record here of only four days, and practically but three. During that time we have had an unchanged market and a steady volume of trade with jobbers generally. This trade, however, is of a holiday nature largely, and to speak of a "great trade revival" is to talk of something that does not exist. In fact, the reports of Dun and Bradstreet are anything but encouraging. They tell of failures and shut-downs and, in fact, are distinctly unfavorable.

Coffee has remained pretty well sustained and as a better state of affairs is cabled as existing at primary points, it is hoped this may be reflected here. The merry war between the sugar and coffee men is regarded with interest by some and indifference by others. On the street former prices still prevail.

The sugar market is almost without change either for raw or refined. The demand has been only for enough to carry the purchaser over until the end of the year and, of course, the supply is sufficiently large to prevent any delay in filling orders.

Teas are about as dull as at any time on record. Prices are all things for all teas. The auction sales attracted few buyers, who seemed to take only a perfunctory interest in affairs.

The demand for rice has been quite satisfactory for the few working days and orders have come to hand from quite an extended section of the country. Prices are steadily maintained on the former basis and dealers generally have had a satisfactory year.

In spices absolutely nothing is doing. Dealers seem to have abandoned the street, and conditions that prevailed a week ago are in vogue now.

Canned goods are very quiet. Although the demand has been nothing, prices have been extremely well maintained and, altogether, the year goes out with a better condition generally than has prevailed for many months. Corn is said to be purchasable from jobbers at a lower rate than it can be obtained from the packers themselves, as jobbers are anxious to dispose of the accumulation on hand, and which they obtained some time ago at rates below those prevalent now.

Lemons and oranges, bananas, pineapples and that line of fruits generally known as foreign green have been moving in a moderate manner, and probably the year will close with what will seem to be a slump after what we have had in the way of holiday trade. Prices of lemons are very low, even for this time of year.

Dried fruits are moving slowly and at what seem to be unprofitable rates. For the very finest grades there has been a rather good movement, but the week was too short to obtain much of an estimate as to the general volume of trade going on.

Butter is firm and the cold wave has had the effect of establishing a rate 1¢ higher than a week ago.

Eggs are scarce and fetch almost any price. It is practically impossible to find any stock worthy the name of fresh, and almost any price is paid for such goods.

The cheese market has been fairly active and for fancy September make the demand was especially good, both for export and home use. Prices are firm and likely to remain so for some time.

The store windows this year are more than ever before decorated with living exhibits that illustrate in one way or another the wares to be had inside. These human decorations invariably attract large crowds, and are evidently a good advertisement for the shop-keepers. One that keeps the largest crowds in front of it is composed of four young girls playing a new game, and they do it with so much evident enjoyment that the people watching from the sidewalk enjoy themselves sympathetically.

Farther down Broadway a window in a clothing store is fitted up as a room, and in this a man walks about brushing his hair, adjusting his scarf, and occasionally taking off and putting on his coat. This does not interest passers-by so much as the four girls in the window up town, but it attracts always a fair crowd. Evidently there is more variety in a few of these living figures than in all the most dazzling displays that have been arranged.

It is usually a difficult thing for the buyers of the big department stores to foresee what one article above all others will prove the most popular with small boys who have reached the age when they may claim the privilege of notifying their parents in advance what they expect for Christmas presents. High rubber boots have been the favorite in Brooklyn this last week, and the strong demand for this special article found most of the stores unprepared. "We sold out our entire stock of boys' rubber boots," said one manager, "and when we attempted to renew it we found that every other department store in town had had the same experience. Apparently every boy in Brooklyn had suggested that such a present would be acceptable. Last year we were caught in the same way on small stationary engines. Until Christmas week we are in the dark as to what will be the popular article of the holiday business, but I don't think that we have ever been so badly fooled as we were this year on rubber boots." The men who manufacture cheap novelties for street vendors have sold quantities of stained clay images of Li Hung Chang this last week. Park Row, Ann, Fulton, and Vesey streets have been lined with vendors who have exhibited these images as their most popular novelty.

In one of the down-town streets now fallen from its estate as the residence of fashionable people is a small grocery store in the basement of one of the old-fashioned dwelling houses that are to be seen on either side of the street. Most of the houses about it are given up to boarders and lodgers, and scarcely one of them retains the old-time claim to exclusiveness and fashion. In the window of the little grocery store are some mouldy packages of spaghetti, dusty cans of sardines, and jars of olives that have evidently long waited in vain for purchasers. Apparently, few purchasers ever enter the shop, and those of the neighbors who have taken the time to think about the matter wonder why it is that there is so little appearance of business about the place. But seldom during the daytime does the little door with an Italian name painted on it swing to and fro to admit customers or anybody else. During the daylight hours the place is dull. Few of the neighbors notice this, because the boarders and the lodgers are workers who leave their homes early and are not, as a rule, away from them late at night. But sometimes belated passers are surprised at what looks like an appearance of unusual enterprise on the part of the grocery's foreign proprietor. Hansoms then stand near or in front of the little shop, and a light burns dimly behind the drawn blinds. The street is dark save for the light that comes from a hotel not far distant, and when smartly dressed women issue from the grocery and step into the waiting vehicles, it surprises even more the passers-by. But these things happen always at night, when the rest of the houses in the region are asleep, and the neighbors see nothing in the little store to surprise them beyond the fact that it has so few customers and still exists on its stock of spaghetti, sardines and olives.

Propose to Blacklist Dishonest Dealers.

The orange packers and fruit growers of Southern California have held a meeting to consider the question of the shipment of their crops, and so control the markets that all business must be done on an f. o. b. basis—the only proper method of selling fruit. Dealers rejecting oranges without just cause are to be practically blacklisted.

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OYSTERS

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A Pineapple Cheese and What Came of It.

"There, girls," said Peg as she laid an apoplectic parcel on the dining room table, "there is probably the finest pineapple cheese on the isle of Manhattan!"

"Pineapple cheese?" a chorus of dismay and derision arose; "why pineapple? Why not Brie or Camembert or—"

"Oh, I know," said Peg loftily, "that you swells," with a bitter emphasis on the word, "affect all kinds of evil-smelling cheeses with your after-dinner coffee, but as I am plain and democratic in my tastes, I buy pineapple cheese wherewith to regale myself when I come in, worn, jaded and faint with hunger after my day's toil."

Then she hung up her sailor, cut off the head of her pineapple cheese, scooped out a chunk and proceeded to eat it like a piece of cake. Meantime we three jeered.

As Peg stood there greedily devouring her cheese, she did not look much like a girl whose heart was broken. She was plump, rosy and sturdy. She curled her hair. She was as different as possible from the accepted type of love-lorn maiden wasting away to a premature grave from disappointed love. Yet we girls knew all about the dreadful quarrel Peg had with Jack Sheppard—a quarrel that broke off her engagement and sent Peg out into the world to seek a career.

We four girls, Grace, Eleanore, Margaret, otherwise Peg, and the writer, have a tiny little box of a flat uptown where we play at housekeeping. We live in a chafing dish and the fire escape is our refrigerator. Every week or so we are visited by a big good-natured officer, who tries to look stern when he states he will surely be obliged to arrest us if we do not keep our fire escape clear of bird cages, vegetables, fruit and flower pots.

Then there ensues a spasm of tidying up, the plants and birds are arranged in the "drawing room," as we call the tiny reception room, the vegetables are stored in the kitchen closet and the fruit is heaped ostentatiously on the sideboard. But somehow, gradually, demoralization again creeps upon us, the fire escape allures and beckons us and flaunts its attractions as a storehouse before us and we again succumb to its fascinations.

Therefore we were not greatly surprised when Peg, after satisfying her healthy young appetite, proceeded to place her cheese just outside the window upon the fire escape.

"Peg, you are crowding the refrigerator," objected Grace.

"Do you want a call from Dan Flynn?" asked Eleanore.

Dan Flynn, it may be remarked in passing, is the policeman who periodically cleans out our refrigerator.

"Dan Flynn won't see it to-night," said Peg calmly, "and I may eat the rest of it for breakfast."

This silenced us; there really was no argument to that proposition.

We adjourned to the drawing room and while Grace prepared an article on "How to Turn the Back Breadths of an Old Silk Skirt" for a ladies' magazine, and Eleanore ran over the new song she was to introduce in her next role, I gossiped with Peg about the newcomers who that day had taken the flat under us.

"There can't be any women," I remarked, "for there wasn't a rocking chair, a piano or a sewing machine, and there were whole cases of stuff incidental to the accursed sex carried in."

It is by this term we are accustomed to speak of men in Peg's presence. We feel it to be due to her.

"Then there were rifles and walking sticks and clubs galore," I continued, "a whole arsenal. I counted all sorts of weapons excepting a gatling gun. Can they be social highwaymen, do you think?"

"All men," said Peg oracularly, "are in a measure social highwaymen. Very likely this is an organized band of cut-throats. The details assuredly are suspicious. Grace, you know the chief of police, I believe."

"I interviewed him once," drowsily came from Grace, who had just arrived at the sponging and pressing stage of her article.

"Very well, you know him, then," said Peg severely. "I think you should call on him and ask him to look up these creatures and see whether four unprotected women are safe in living so near them."

"Wouldn't Dan Flynn do as well as the chief?" asked Eleanore lazily humming over the last bar of her song. "You see, Peg, the head of the department is a rather busy man, and as Dan Flynn is on our visiting list, it might be quite as convenient, mightn't it?"

But Peg made no answer to this idle banter. She sat engrossed in deep thought. Her blue eyes grew larger and dreamier. We all watched her with undisguised admiration. She was so abominably pretty.

I made sure that she was wandering through the maze of memory with her lost love, and ventured to rouse her, hoping she would rehearse some romantic chapter for one's delectation.

"Peg," I asked softly, "of what, dear, are you thinking?"

"I was wondering," said she with a little start, "whether these miscreants below us would steal my pineapple cheese."

In the middle of the night we were aroused by a fearful crash in the kitchen. Grace, Eleanore and I rushed frantically about, confident that burglars were upon us. After scrambling for matches some minutes, with cold chills running down our spines, we at last got a light, only to discover Peg wandering about in her nightgown, looking very sheepish and nursing a broken head.

"I got up to see if the pineapple cheese was safe," she explained, "and fell over the clotheshorse, which some driving imbecile had left directly in my path."

We got her to bed, where she remained a day or so in company with vinegar and brown paper, smelling salts and cologne.

Meantime the rest of us often met our new neighbors on the stairs. They certainly did not look like criminals. On the contrary, they were decidedly prepossessing in appearance. But Peg persisted in believing them to be house-breakers, and to have special designs upon her pet cheese, as the eagle glance of Dan Flynn had not yet fallen upon it.

One afternoon, Peg, being quite recovered from her fall and dressed in her most becoming tea gown, sat reading a reprehensible novel, occasionally looking up to state the financial loss her illness had been, to say nothing of her loss to the artistic world, for Peg did nice little black and white sketches for some of the newspapers.

Suddenly she threw down her novel with a sigh. "Judith, I'm hungry," she announced; "I think I'll have a whack at that pineapple cheese. A bit of biscuit, a glass of milk, and that cheese

will save my life. Come on, we'll pick in the kitchen.

She dragged me into the kitchen, and telling me to get the milk and biscuit, leaned half way out the window to reach the cheese, which stood cheek by jowl upon the fire escape with Eleanore's parrot.

At that moment a man's voice floated up through the soft summer air.

"Look at that fire escape, Harry. I tell you it's an outrage the way some people crowd their fire escapes. Looks like a tenement. Why in the mischief don't they have a refrigerator? I'll bet my head there's an old maid upstairs. A poll parrot and a pineapple cheese! Well, I'm blessed."

I never could tell how it happened. Whether Peg's nerves were yet shaky from her illness or from rage at the impertinence of the critic below stairs, I cannot say, but as she took up the cheese it slipped from her hands, shot through the opening and went down whack, bang on the head of the man, who, leaning from the window, was looking up to condemn the condition of our decidedly disreputable fire escape. There was a horrified exclamation from Peg, a muttering as of distant thunder from below, a sweet, imploring, "Oh! I beg your pardon," and Peg came in through the window, her pretty face as red as fire and tears standing in the big blue eyes.

"The beast!" she wailed, "did you hear him? And ice 40 cents a pound. As if we could help being poor. An old maid, indeed! I'll show him. And my cheese, my beautiful pineapple cheese. Don't talk to me, Judith, I could kill him. I wish it had knocked his handsome, wicked head right off his shoulders." And to my great amazement, pretty Peg sat down on a kitchen chair and wailed aloud.

"As if he hadn't made me trouble enough," she sobbed, "to come here to live, and dog my footsteps, and call me an old maid, and steal my cheese."

"Who, Peg, who?" I cried, almost shaking her in my excitement. "Who? Why, who could it be but that abominable, detestable Jack Sheppard, dear old thing. No, no, Judith, I don't mean that. I hate him; I despise him. A man has indeed sunk very low when he steals the bread out of his former sweetheart's mouth."

"But Peg, dear, it wasn't bread, and he didn't steal it. You dropped it, you know."

"Well, he made me drop it with his nasty sneers about an old maid. I wonder, does he think he's the only man in the world? Anyway the parrot is Eleanore's, and if you are my friend, Judith Faversham, you will make it your business to let him know that fact before you are a day older."

In the midst of this fusilade of wounded pride and dismay, there came a pull at the bell. I opened the door.

There stood Policeman Dan Flynn. "I must trouble yez, Miss," he said gravely, "to take in the cheese and the burrod. It don't look proper at all, and I'm surprised that leddies like yez will persist in settin' the laws at defiance."

But Peg was before him like a whirlwind. "We'll take in Polly," she cried, "and as for the cheese, it's already been taken in."

"Not foive minutes since," said the officer reproachfully, "wid my own eyes did I see that chaise flaunting itself on your fire escape!"

"Well, you go look on the fire escape below," laughed Peg hysterically. "The men who live downstairs, it seems, have not enough to eat or to do—," purposely raising her voice. "They've got my cheese, Mr. Flynn, and it's a case of highway robbery, and I think I will go around to the station-house and get a warrant or something."

Policeman Flynn looked at Peg in amazement. As for myself, I could not speak for laughter. And, to cap the climax, at this moment up the stairs came a handsome fellow with a wicked gleam in his eyes, and bearing on a silver platter the remains of Peg's pineapple cheese.

"Mr. Sheppard's compliments to Miss Seymour," he said, "and he has sent home her cheese. He begs she will count the pieces and see whether they are all here."

With a scarlet face, Peg shut the door upon Policeman Flynn and the young man, leaving the latter to explain the situation as best he could to the officer. A burst of suppressed laughter from the hall told us that an amusing and satisfactory explanation was being supplied.

"Never," said Peg, stamping a small foot, "never will I recognize that despicable person, Jack Sheppard! I call you to witness, Judith, what I say!" Then she retreated to her bedroom and shut the door on the tragedy of her life.

Next day I came home early. As I let myself in at the side door, I was startled by a low murmur of voices coming from the drawing room. Glancing through the half-drawn portieres, I saw Peg in close conference with one of the miscreants from below stairs.

"I don't want to take the bread from your mouth, sweetheart," he was saying, "nor yet the cheese. I will be satisfied with the kisses."

And then he helped himself.

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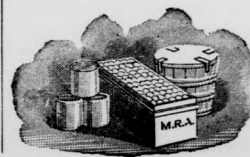
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 30, 1896.

RAILWAY CONSTRUCTION IN 1896.

There is probably no interest so sensitive to financial disturbances as the railroads; hence it should cause no surprise that the records of railway construction for 1896 should show no increase; in fact, it is very gratifying that no large decrease has been demonstrated. The Railway Age, a journal which is an accepted authority on railway matters, has just published its usual annual compilation of railway construction during the year. According to its figures, the amount of new track laid during the period under review amounted to 1802 miles, or exactly the same mileage as that built during the preceding year. While, therefore, no progress was made, there was no going backward, a fact which, as already stated, should be considered highly satisfactory under the circumstances.

When the year opened, the financial outlook was favorably regarded and it was generally believed that railway building would show greater activity than it experienced for some years previous to the present season. As a matter of fact, enough construction was projected to warrant the belief that at least 2,500 miles of track would be built. Everybody is familiar with the stringency in financial matters which was precipitated by the presidential campaign and the silver agitation. To this cause, the Railway Age says, must be attributed the falling off of actual construction from earlier expectations. "When we recall," adds that journal, "the conditions of distrust and fear that overshadowed the country for the greater part of the year, the wonder is that men could be found willing to advance in such times the \$25,000,000 or \$30,000,000 which the construction of even that mileage involved. In several cases the work in progress was stopped by failure to obtain the funds which had been provided, and the completion of the unfinished lines will probably stand to the credit of the coming year.

For ten years past railway building has steadily diminished, decreasing from 13,000 miles in 1887 to 1,800 miles in 1896. Of course, it was not to be expected that track-laying would be kept up for any length of time at the rate experienced in 1887, because the large mileage laid in that and the years immediately preceding and following filled,

for the time being, the wants of the country in the way of the development of transportation facilities. A gradually diminishing scale of activity from the high-pressure stage of 1887 was, therefore, to be looked for. The small mileage built during the past three years, however, the total being practically the same for each, unquestionably reflects the unfavorable financial conditions which have existed, rather than a lack of demand for further railway extension. There is no doubt, for instance, that much more track would have been laid during the year just closing had the money been forthcoming, it being well known that considerable work actually commenced had to be stopped, owing to the difficulty experienced in financing new ventures.

The construction of track, though small during the year, was very well distributed over the country. Out of forty nine states and territories, thirty-eight share in the mileage built. Some states, however, report but a very trifling amount, several being credited with only a single mile of new track. California heads the list, with 186 miles, and Louisiana comes second, with 154 miles. The South received a good proportion of the new track built, 550 miles being credited to the states usually called Southern States. The total mileage of the United States is now a little more than 182,800 miles.

CHANGES IN EXPORT TRADE.

According to the statistical report of the Treasury Department for the first ten months of this year, the favorable conditions of the export and import trade still continue. The report shows a steady increase in the former, with a corresponding falling off in the latter. Some of the items of the report are of much interest. The increase in exports, as compared with the corresponding period of last year, was 21 per cent. and the decrease in imports was 15 per cent.

Of the seventeen leading items of import only three show an increase: sugar, chemicals and drugs, and fruits and nuts. The most important gain was in sugar—over \$26,000,000. Of the \$89,000,000 total of this commodity \$26,000,000 represents beet sugar, which is nearly five times the value of the imports in 1895. The increase was principally from Germany. The increase in the imports of cane sugar was from Hawaii, East Indies and all the sugar-producing countries of the globe except Cuba, from which the decline was to less than one-third the imports of the preceding year, or \$10,000,000, against \$34,000,000. This is a sufficient commentary on the effect of the Cuban war on her American commerce.

The next largest item of import is coffee, which declined \$18,000,000. Manufactures of wool declined \$19,000,000 and the raw material \$12,000,000. Hides and skins declined over one-half, or \$18,000,000. The import of tobacco fell off from \$14,700,000 to \$10,700,000, on account of the Cuban situation. It is notable that, instead of importing flaxseed in large quantities, as has been usual, the United States has become an exporter.

The most prominent increase in exports has been in breadstuffs—\$40,000,000—and cotton—\$25,000,000—though the list showing increase is a long one. Perhaps the most significant increase is that in iron and steel and their manufactures. These increased \$10,000,000. Among the items is that of bicycles—\$3,080,000, against \$158,000 for 1895.

GENERAL TRADE SITUATION.

Holiday week is generally a time when there is little to be said about trade. Travelers are usually off the road and the work of rounding up the year's business by inventory, etc., and of making preparation for the future takes precedence of the consideration of current trade. The general outlook is without material change. There is some disappointment over the volume of business during December, but this is on the part of those who are expecting too sudden a bound to prosperous conditions.

Since the iron combinations have gotten out of the way there seems to be a natural movement of the prices in that branch of trade in the right direction. As a consequence of the break-up, Bessemer pig declined to \$10.50 at Pittsburg, but has recovered so that sales have been made at \$11. Billets declined to \$15 at Pittsburg, and sold heavily at that price, 300,000 tons having changed hands. Rails are quoted firm at \$25, the new price. A sale of 2,000 tons of sheet bars is reported at Pittsburg for export to England and there is further movement in the same direction from the Southern furnaces.

While the movement of wheat has been duller on account of the holiday season, prices have been more than maintained during the week, scoring a positive advance. The movements in the price of this cereal are so slight from day to day that it would seem as though it had settled upon about the natural basis, which is likely to be maintained. Other grains are firm, in sympathy with wheat. Exports of the latter have declined, while the movement of corn continues heavy.

The wool market has pretty well lost its activity, as manufacturers are slow in buying, on account of the continued lack of demand for the finished products. Cotton is lower and, while the price of prints is unchanged, the demand is very unsatisfactory. Hides are higher again.

The loud talk in the Senate on the Cuban situation naturally affected the stock market, but the recovery was prompt. The bank failures in the West and Northwest are of little significance in the general situation, as they are dependent on local causes.

Failures are 32 less than last week, or 327.

A HEALTHY REVIVAL.

While dissatisfaction is still expressed by many that there is not a decided boom in trade, most are coming to recognize the fact that there is a substantial, healthy revival all along the line. Of course, it naturally followed that, in the first rush after the settlement of the political controversies, there should be some enterprises which presumed upon the "good time coming" to too great an extent, and that such enterprises should be pushed by the addition of large forces to an unwarranted extent, which would make reaction and disappointment inevitable. But it is remarkable that these circumstances have developed in so few instances. Not only have most of the factories which thus seemed to be presuming too much been kept in operation, but there has been a general addition to the working forces all over the country, but in such small numbers as to excite little notice. Their aggregate is very large, and the fact of the steady growth of these is more assuring than the more showy announcements of great undertakings.

Many seemed to expect that all the conditions of healthy demand and consumption would be immediately manifested in all lines of trade. They did not take into consideration that at the time of the beginning of the revival it was too late for general fall and winter trade to materialize to any great extent. There was scarcely preparation for it on the part of the merchants themselves; and, as to the consumers, what could be expected from those who were just beginning work after long periods of idleness? There was an accumulation of pressing debt—rent and other claims as well as those of the merchants—which stood in the way of liberal buying. Then it seemed decidedly pleasant to feel a little money in the hand and there was a greater reluctance to part with it than if it had been an accustomed sensation. After the long deprivation money assumed a greater value; and it will be some time before people are educated up to the normal liberality of buying. In fact, the lesson of this deprivation will produce a healthier economy and a greater care as to credits, which, while tending to conservatism in trade, will eventually lead to better conditions.

In view of these circumstances, the general reports as to the recent holiday trade are decidedly encouraging. From every locality, statements are to the effect that, while there seemed to be manifested a greater economy as to the amount of purchases, there was a greater trade as to the number than ever before. In view of all the conditions, this is as favorable a showing as could be hoped for.

In many ways the generally improving conditions are becoming evident. One indication is found in the improving business of savings banks and other depositories of money. There is reported a decided increase in deposits almost everywhere, which shows that the people are getting money. While, to the suffering lines of trade, the increase in its use may seem to be slow, it is no less sure that it is marked by a healthy conservatism.

As was predicted, the wave of feeling which swept over the country on account of the death of Maceo has quickly receded. The activity manifested by Congress and the apparent opposition of the administration at one time seemed likely to lead to interesting complications. Swayed by the impulse of feeling, the course of the Attorney-General in pronouncing so positively against the proposed action of the Senate in favor of the Cubans was almost universally criticised; but calmer thought is leading many to believe that he is nearly right in his position and in the positiveness of its assertion as far as Cuban independence is concerned. The recognition of the belligerency of the struggling Cubans would be a vastly different matter from the recognition of a government which has no manifest existence. Such a recognition should have been accorded at the time it was authorized by Congress last spring. It was the apparent reluctance to thus regard the reasonable wishes of Congress and the people which makes them impatient in matters of a more radical nature now. It is probable that the recognition of belligerency would soon result in the materialization of a government which would make the question of the recognition of independence a reasonable one.

There are many systems of book-keeping in vogue. None in use can be regarded as perfect unless the book-keeper is honest.

THE REAL MEANING OF DEBT.

It is a common, but false, notion that a country or community in which there is a great deal of borrowing of money by the people is a country plunged in distress, because its people are in debt. When people who are engaged in business, or in conducting industries, borrow money actively, it is a sign that they are carrying on extensive operations. They can get money because they have the credit necessary, which means that they have property, either in the form of securities, or merchandise, or real estate, which they can pledge for the loans. They can profitably use the money in extending their business, and so they borrow it where it is to be had, and money is always to be had on good security.

The Baltimore Sun, which has been delving in the records of the census, brings out some figures of the comparative indebtedness of the people of the several states. The records show that in New York City alone there are more mortgage debts and debtors than in half a dozen states of the Union. The latest available census returns show that the mortgage debts on farms and homes in New York State amount to more than double those on all the Southern States from Maryland to Texas, although the population of these states is four times as great as that of the Empire State. The mortgage indebtedness of New York exceeds by \$60,000,000 that of all the states and territories west of the Missouri River. The four typical Northern and Eastern States—New York, Pennsylvania, Massachusetts and New Jersey—owe more than \$60,000,000 of mortgage debts in excess of the similar debts owed by the seven Central States of Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota and Iowa.

There are six States in which the mortgage indebtedness of the people is above \$100,000,000—namely, New York, Pennsylvania, Illinois, Ohio, Iowa and Massachusetts. These six States contain only one-third of the total population of the United States, but their people owe more than one-half of the grand total of all the mortgage debts of the country. The Southern States, all added together, with a population of 22,000,000, have a total mortgage indebtedness of \$171,000,000. The single State of Pennsylvania, with only one-quarter of the population, owes \$211,000,000 on mortgages. The single State of Illinois, with only one-fifth of the population, owes \$177,000,000, which is \$6,000,000 more than the aggregate of the fifteen Southern States.

Now, what does all this mean? Do the figures show that New York, New England and Pennsylvania are about to be plunged into bankruptcy? Not a bit of it. Those are States in which there is the greatest amount of money to the head of population. Those are States in which the people have the most money in the savings banks. They are States in which there is the vastest commerce, the most extensive manufacturing and the greatest business activity. The business community uses immense amounts of money, and necessarily much of it is borrowed. When nobody who can put up the required security wants to borrow money, it shows that business is terribly dull and times are bad. When the banks and capitalists are busy lending money, it shows that business is active and times are good.

Taking mortgages does not mean ruin

and poverty, but growth and expansion. It is only when they are foreclosed and sold out at sheriff's sale, as the result of stagnation and poor business, that the mortgages have any sinister character.

CENTRAL AMERICAN FEDERATION

After a reasonable delay for investigation and consideration, the President has finally recognized the union of the republics of Nicaragua, Honduras and Salvador, under the name of the Greater Republic of Central America, and has received the credentials of the accredited diplomatic representative of that confederation. In receiving the new Minister and Envoy Extraordinary, Mr. Cleveland declares that the recognition accorded the Greater Republic of Central America must in no way relieve any of the former Central American republics composing the union from the obligations they may have contracted to the United States.

This formal recognition makes it clear that, in the opinion of the administration at Washington, the new confederation of Central American republics promises to be permanent. It is true that Guatemala and Costa Rica, two of the Central American republics, have not agreed to join the union, a fact which makes the confederation a very much less important combination than it would be did it include all the States. Guatemala alone has a greater population than all the other republics combined. It is believed, however, that the success of the combination of Honduras, Nicaragua and Salvador will ultimately bring about a general confederation upon some equitable basis.

Costa Rica could readily join the union without sacrificing anything and without having any claim to precedence over the other republics; but in the case of Guatemala, her large population compared with the other republics should entitle her to a larger representation in the federal administration than the other States are accorded. Here is where the difficulty lies, as the smaller States are not prepared to accord Guatemala any greater recognition than they themselves receive.

The people of the United States would hail with satisfaction the consolidation into one strong State of the five Central American republics. Such a federation would, in all probability, put an end to the constant revolutions, as well as international wars, which now stand in the way of the proper development of the many resources of that part of the world. This country does a large trade with Central America, but the traffic would undoubtedly be much larger were the conditions existing there more peaceable. Were matters as well ordered in Central America as they are in Mexico, there is not the least doubt but that considerable American capital would seek investment there in developing the valuable resources of the country. Railways would be built and industrial enterprises inaugurated, so that in a few years the Central American States, instead of being poverty-stricken and feeble as they now are, would be rich and prosperous, as well as much more important politically from an international standpoint.

It is proposed that a college for firemen be established in New York. In such an institution men could receive a course of instruction in scientific fire-fighting by the most approved methods. The project is being advocated by a number of prominent business men.

War Spirit of the American People.

The American people, made up of the most adventurous and enterprising representatives of the master races upon the earth, should be, by virtue of descent, as they are in fact, among the most restless, active, rash and venturesome of this planet's inhabitants.

Among the peculiarities of the American people is a passion for conflict, combat, battle, and they have never allowed more than three decades to elapse between the close of one great national war and the commencement of another, while innumerable lesser struggles were almost constantly sandwiched between the greater.

Before the war of the Revolution, which forged the thirteen original colonies into a nation, there had been continual warfare with the French on the northern confines, and with the wild Indians who inhabited the greater part of the continent. From the close of the Revolution to the beginning of the war of 1812-15 with England, barely twenty-nine years elapsed. From that last war with England to the war with Mexico there was a period of thirty-one years, filled up, as was the period of alleged peace previous to it, with incessant conflicts with the Indians, besides the war with Algiers in 1815. From the war with Mexico, which terminated in 1848, to the great civil war of 1861-65, the period was very short, but that was filled up with the bloody conflicts in Kansas and with the Indians.

Since the close of the civil war, a long period of comparative peace has followed. The Indians have been wholly subdued, and, with the exception of the railroad riots in 1894, the American people have had no opportunity to indulge their passion for bloodshed and violence, save in the limited way of an occasional lynching bee. Thus it comes about that, since the close of the great conflict between the states, nearly thirty-two years have passed away, the longest intermission of peace ever known in this country.

It is evident that characteristic unrest of the American people and their love of battle have had but little opportunity in the past three decades for any gratification or indulgence, and the situation seems to be getting quite unendurable, and, therefore, the Cuban trouble is apparently about to furnish an opportunity for an outburst of the pent-up National desire for war. But the American people are not wholly united in this.

It is a remarkable fact that the people of this country never have been united in any foreign war. In the first revolutionary struggle there was a large and active Tory population, which not only gave sympathy and money to resist the movement for independence, but took part in the war on the British side and fought against the patriots who were struggling for liberty.

In the second war against Great Britain there was so much opposition to it in New England that Massachusetts, Connecticut and Rhode Island refused to furnish troops, and on the 15 of December, 1814, there assembled at Hartford a convention of twenty-six delegates from the New England States to devise means to end the war, without regard to the other states of the Union. But for the fact that negotiations for peace had already commenced between the nations, the treaty being concluded nine days after the assembling of the convention, there was much reason to believe that New England was medita-

ting secession and intended to put it into execution. The Mexican war was extremely unpopular, particularly with the Whig party, which was then prominent in American politics.

There never was but one war in this country which brought out its full fighting strength, and that was the terrible conflict between the sections, from 1861 to 1865. The people were able then to glut their desire for battle in slaughtering each other, and that conflict cost more lives and more money than did all the other wars of the Republic taken together. The American people have never at any other time displayed so much prowess or so thoroughly exhibited their fighting qualities as they did in the civil war, and all the circumstances warrant the conclusion that they never at any other time so heartily appreciated their opportunities for waging a sanguinary warfare as when they were fighting each other.

It is a fact, as has been seen, that in every war with foreign countries the American people have not only shown no unanimity, but they have been seriously divided. The same sort of divided sentiment exists to-day as regards the proposed interference by the United States with the war in Cuba. It is probable that there is a majority of the American people in favor of a war with Spain, but the minority opposed to it is also very formidable.

There is one circumstance, however, which has not been, perhaps, sufficiently considered. As is well known to those who are egging on the war feeling, the United States has only a small naval establishment compared with its immense coast line which must be defended, and which has not a modern fort or a modern gun in position for its protection. Under these circumstances it would be entirely possible for an enemy's warship to cruise off the many thousand miles of coast line and bombard the towns and cities thus left unprotected. Of course, no army could land and penetrate into the country, and the damage done by the enemy would be confined to the country along the coasts, chiefly of the Atlantic and Gulf waters. In this way the grudge which the West seems to entertain for the East could, if its people were brutal and unnatural enough to indulge such feelings, be satisfied by seeing the coast cities of the East thoroughly humiliated by having to pay heavy contributions or suffer bombardment.

It is not likely that any such feeling as has been suggested exists in this country, although the American people have shown that they love to fight each other best of all; but it is certain that the people are hopelessly divided on the subject of desiring a war with Spain, and it will be most interesting to see what Congress will do as to interference in behalf of Cuba. RADIX.

Experiments at the Philadelphia mint with pure nickel for the 5 cent piece have proved that that metal is too hard for the purpose. Further experiments are to be carried on with various alloys. The pure nickel coins are said to wear very well, according to the Swiss and Austrian mint officials.

A good suggestion comes once in a while from the Coal City. The public library of Pittsburgh has what is called a "city day." The object of this is to have the city officials visit the institution in a body and learn something about how it is being worked.

TRIALS WITH A TRUNK.

Wife of a Traveling Man Tells of Her Experiences.

Girls, should one of you ever be so fortunate or unfortunate as to marry a traveling man, never, under any circumstances, permit yourself to be induced to use his trunk in making a journey.

Be warned in time. It would be better by far to tie your belongings up into a hundred and one bundles than to attempt it, for no matter how good a man you may think your husband, his trunk will have imbibed all the wickedness of the traveling man in general, and will do the most unheard-of things. At the very moment you are congratulating yourself on its strength and durability, it is liable to go off on a tear with your best bonnet; its very age gives it an air of respectability, which is entirely misleading, and pasted over as it is with express companies' cards, covered with scratches, and with tags flying, it looks "experienced." And so it is.

Such a one was my husband's. I thought, as I looked at it musingly, how long it had been his companion, how many miles it had traveled with him, voyaging the ocean to London, to Paris, to Australia, several other points and home again. I regarded it with tender affection and awe. O, the thought!

So when, in our early married life, my husband decided that he could get along with a smaller trunk, and suggested that I keep the old one in my possession and send him such articles out of it as he might need from time to time, saying that in case I wished to make a trip I might take it, my heart bounded with joy.

"Now," thought I, "I shall have a trunk big enough; and besides, what woman, I would like to know, does not delight in being thought an 'experienced' traveler, and what is more destructive of such an impression than a small new-looking trunk?"

I was wild with delight, and woman-like, at once set about planning a trip in order to take that trunk. And I took it.

But ever since there has been a lurking suspicion in my mind as to the honesty of my husband's intentions in making the suggestion. Perhaps, though, he did not realize what a knowing old trunk it was, nor what a close observer of his doings it had been, or he would not have trusted it to me. But it was a wicked old thing. Why, even the key was imbued with its owner's spirit and had a trick of leaving itself at home.

Well, I made the start in good order. First I visited a small suburban town, consisting of dry goods and grocery store, postoffice and depot, all under one roof, and a platform without boards. When my trunk was dumped on the ground amidst a crowd of gaping natives, it assumed an air of supreme disgust and contempt that filled me with pride, but it showed nothing of its true disposition. It was loaded into a two-wheeled cart and taken to the home of my entertainer, where, though it still retained this "air," it kept within bounds and allowed me to enjoy myself to my heart's content. It was only when I had reached the country house of an aunt, five miles from any station at all, that the trouble began.

While there, my husband wrote me to meet him at the town of Thornburg, some fifty miles distant, for a few days' visit, "and bring the trunk," was his last instruction. Now, I never could understand what demon possessed that trunk to want to stay in the country—whether the deep quiet which pervaded the place lulled its usual activity into a state of rest, or whether it simply scorned to be moved by a small boy of 12 years who was the only male about the place; at any rate it obstinately refused to be brought out of the best front chamber up stairs, and temptingly whispered to me that I might put such articles of my husband's as I thought he might need in a valise, and take them to him. I took them, his best suit, as I thought, and various other ar-

ticles. I congratulated myself on my forethought, and set out blithely.

Upon my arrival at Thornburg I was met by my husband, whose first words, after kissing me, were: "Where's your trunk, dear?"

"It's there," I said, startled.

"Where?" looking about the platform.

"Why, at my aunt's," I answered trembling. "But," I added quickly, seeing a frown gather in his eyes, "I've brought your things in a valise."

Nothing more was said until we reached the hotel, when he wished to see what I had brought. I confess it was with considerable misgivings that I began to unpack that valise, which was greatly increased when I saw the wrinkled condition of the "best suit," but a laugh from my husband caused me to look up, and seeing him convulsed, I asked him what was the matter.

"Why," said he, "here it is the dead of winter and you have brought me my summer suit!"

He teased me unmercifully during my stay and his parting injunction was to "always keep the trunk with you."

I returned to my aunt's, and after concluding my visit with her, decided to stop over Saturday and Sunday with a cousin, who resided in the village of St. Jeans, but a few miles distant, and then proceed to the home of another relative in the adjoining town of Percyville.

"And now," began this wily old schemer of a trunk, as soon as it became cognizant of my plans, "what is the use of dumping me off at St. Jeans and dragging me through the place for but a two days' stay? Why not send me on to Percyville? My former master—with a peculiar intonation—will not be up over Sunday, and you might as well let me go on."

I was struck by its tone, but as yet I was all unsuspecting of it, or its former master either, and indeed, as the latter had already written me that he would not be up over Sunday, even though it was Christmas Day, I readily consented to let the old trunk go on to Percyville, while I stopped at St. Jeans, arriving there about 10 o'clock Saturday morning.

But my serenity was short-lived, for after tea came a telegram from my husband saying that he would be up Sunday morning. I went to the depot to meet him, and his very first inquiry was for the trunk.

I explained to him that I had let it go on and why—

"Good heavens!" he exclaimed, "we are ruined, ruined for all time! The 'house' has telegraphed me to come in. There is to be a meeting of the stockholders on Tuesday and I am to lay before them advertising matter and plans for the extension of the business next year, and everything is in that trunk. Is there no way we can get to it?"

But alas! inquiry developed the fact that there was no train out of St. Jeans until the next day. It was snowing heavily and bitterly cold, and to reach Percyville otherwise than by rail was entirely out of the question. Nothing could be done but submit to the inevitable and wait until the next day.

The next day we started for Percyville on the first train out, reaching there about 2 o'clock in the afternoon, my husband, however, going on to New York.

After hastily greeting my relatives, I flew at that trunk, got out all the advertising matter, plans, etc., that it contained, made them into a package, and rushed off to the postoffice, where, to my horror and dismay, I was informed that there was no mail out until 1 o'clock the following afternoon; but by diligently questioning the uncommunicative, obstinate little postmaster, I learned that, by taking the evening train to Leander, I could there have my package placed aboard the eastbound mail which came through about midnight. I did so, and it was with a feeling of intense relief that I returned to my friends at Percyville.

After spending a delightful season with them, during which a great deal of

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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.

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than ever before. Is it any wonder?

VALLEY CITY MILLING CO.,
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sport had been indulged in at my expense concerning the trunk, of which I had now conceived a perfect nervous terror, I decided to return home, my husband having written me that he would be at home in a few days.

I packed my trunk, but after doing so my nervous dread of it was so great that I was impelled to take out of it again my most precious valuables and put them into a small valise, remarking as I did so, that "there is no telling what the old thing will do next."

I bade my relatives good-bye, and as the carriage started my cousin Esther laughingly called out to me, "Keep an eye on that trunk."

Arriving at the station, my trunk was placed upon the platform beside—lo and behold—another one just like it in size, age, color, scratches, cards, tags and all, its perfect twin. I could scarcely tell them apart myself, except by their positions, mine lying to the south of the other.

"Dick," said I to my escort, handing him my pocketbook, "get my ticket, please, and I'll watch these trunks," for I knew that if one traveling man's trunk was bad, two were worse.

Dick soon returned with the ticket and I watched the baggageman as he fastened the check securely to my trunk.

I stood on the platform a few moments, regarding the trunks curiously, wondering whether the other one ever gave its owner, who was impatiently pacing back and forth, such trouble as mine gave me. The train soon came in, and the last I saw of the two trunks, as I stepped onto the platform, was that they were being put aboard the cars.

"Surely," said I to myself, as the train moved out, "it is all right this time."

Three hours later I arrived at the station where I was to change cars for home. After getting my ticket I went around to the baggage room with a feeling of complacency and confidence to have my trunk rechecked, when—did I hear aright, or did my ears deceive me?—the baggagemaster coolly but politely informed me that it was not there.

"Yes, it is," I insisted, but with sinking heart, for a hasty glance at the few trunks in the small room convinced me that mine was not among them.

I collapsed completely at this, the tears starting to my eyes, though the baggagemaster assured me that it would come, perhaps on the next train. But I was inconsolable. I thought of that other traveling man's trunk, and shrewdly suspected that the two had gone off on a tear together.

I went on home disconsolately, dreading the hour when my husband would arrive. He came in about midnight, and again came that fatal question, "Where's the trunk, dear?" as he passed into the dressing room.

I was trembling violently but I made no answer. I pulled the bedclothes over my head and pretended not to hear.

"Where's the trunk, Natalie?" as he came back.

"Indeed, Paul," I answered desperately, "I could not help it, the old villain got away."

My husband laughed heartily, which reassured me, and I was soon telling him all the trouble which I had had with his trunk.

"Well," said he kindly, "never mind, there's no damage done this time. It will come along all right."

And so it did. Two days later, about 4 o'clock in the afternoon, it came in. It was as cool, as calm and as unconcerned as though it were the best behaved trunk in the world and hadn't given me oceans of trouble. It had a few more scratches and one ear hung loose, otherwise it seemed none the worse for its tear.

"Where have you been, you old sinner!" I wrathfully exclaimed, to which it never answered a word, but wickedly winked its loose ear.

LEDA HASTINGS.

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.

The Big Merchant and the Little Tradesman.

W. A. Lewis in Fame.

There was once a prince of bluest lineage who was very poor; but as time passed, his industry, frugality and persistence won him an immense fortune, which he utilized in the construction of a magnificent castle that was the admiration of the world.

"I've done well," he said to himself. "I've engaged in business, won renown, filled my purse and have erected this mammoth castle which towers above everything else. Moreover it makes my present position, as well as my future, safe and impregnable; it denotes my strength, awes people and prevents my being besieged." And he chuckled to himself and was very well satisfied.

It happened that the land all around the castle was occupied by hundreds of bright, clever rodents that beheld the walls of the castle while they were building.

"What will we do!" they exclaimed in concert. "That keeps us out of the kitchen and the pantry. We could avoid the servants, but those walls are too much for us."

Every night the rats emerged from their holes onto the lawn and looked up to the veranda, where the prince sat with his friends, eating, drinking and smoking. They heard him boast of his impenetrable surroundings, heard him narrate what a great man he was, heard him declare that nothing now could ruin him.

Then they slunk back into their holes and discussed the situation.

One night a wise, cautious, determined rat was making his way across the lawn when the prince spied him.

"Get out of here!" he shouted, hurling an empty wine bottle at the rat.

The rat dodged the bottle, sat up on his hind legs and replied:

"Why do you attack me? What have I done to you? I let you alone, I keep out of your castle, I get my living outside your domain and I mind my own business. God's green grass doesn't belong to you. The air isn't yours. The sun shines without your leave. You've got all you can do to mind your own affairs, without attempting to make everybody else get off the earth!"

The prince growled and bade his servant bring him a kettle of hot water, which he dashed at the rat, who dodged it as he had dodged the bottle.

"I'll set traps to catch you!" shouted the prince. "I'll get cats and terriers and throw poisoned cheese around. You're a nuisance, and I despise you!"

The rat disdained to reply, but smiled and slowly made off to his hole. There he gathered about him his fellows and narrated to them the treatment he had received. For a long while the prince neither saw nor heard any rats, and concluded they had deserted the place, and he congratulated himself on being so powerful. But one morning, while he slept, the walls of his castle fell with a crash. He was hurled from his bed through an open window out to the lawn amidst a cloud of stone and mortar. As soon as he could sit up and rub his bruised head and look about, he beheld the same old rat sitting on a block of stone near by.

"You see," said the rat, "it doesn't do to ridicule and oppress and try to exterminate others. For days and nights, in our own quiet way, we've been undermining you, until your castle has tumbled down over your head. Learn to attend to your own business, to grant others some rights and privileges, for the smallest and most insignificant creatures have some power. Now you may thank your lucky stars you weren't killed; but we'll see if you've gained anything by abusing and maltreating your weaker neighbors."

W. C. Coleman, a wealthy negro of Concord, N. C., has decided to build and equip a cotton mill in Concord for the double object of teaching and giving employment to negroes. He believes that negroes can be employed as cotton mill operatives satisfactorily to the mill owners and greatly to the pecuniary advantage of the negroes themselves.

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Lowest Prices . . .

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

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

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Effect of Too Much Domination from Labor Agitators.

Geo. E. B. Putnam in Boot and Shoe Recorder.

This is an age of discontent. The contented man is as scarce as the honest one ever was in the time of Diogenes. The uneasy spirit permeates the entire social and industrial system. It is no more noticeable in the humblest wage-earner than it is in the millionaire wage-payer. Each man, whatever he may have, wants more. You do and so do I. I want a great deal more. I probably always will.

* * *

This spirit is shown in the daily papers in the reports of labor disputes. The workmen are dissatisfied, and too many are prone to use the harshest measures first, then want conciliatory measures later. Now, brag is a good dog, but hold-fast is better. It is easier to say "strike" than to endure uncomplainingly the evils which the strike will bring—the suffering, the penury, the anger and, frequently, the violence.

* * *

Only a week ago a firm which had for thirty or forty years done business in a Massachusetts town leased a factory elsewhere, and is now moving its machinery to the new location. Do you know the reason why? It was because there was a plan to boycott people who worked in the factory. Here was a firm which for nearly two-score years had given employment to a large number of men and women in that town. They turned out 6,000 pairs of shoes a day. You know how many hands that means. You know about how many dollars a week in wages it means, also.

* * *

The firm posted a schedule of wages at its door. Every man and woman who wanted to work at those wages accepted the schedule. If they were dissatisfied, they need only say so and give up their jobs. A comparison of prices paid by this firm and those of other firms proved that they were as high as any and higher than many. But the labor people declared a boycott. In other words, they made it unpleasant (to say the least) for anybody who worked there who did not belong to their union. The result was that it interfered with the work of the factory, and the firm simply shut up the factory and went elsewhere.

* * *

Now I don't know that the firm will be any better off in the new location than they were in the old, but I do know that the workers in the old factory are a great deal worse off than they would have been had the firm stayed there. Some of them have been in that factory ever since they started out from school. They have bought houses there, and have no other homes. Now that the factory is likely to close, what are they to do?

* * *

In Lynn last July a strike was ordered against a shoe manufacturer. He immediately bought land in Boston and erected an immense factory. Now that he is all ready to move away from Lynn, the Board of Trade is trying to induce him to stay there, and the strikers have declared the strike off and are willing to return to work for the manufacturer. Thus 400 hands have each lost six months' wages, the manufacturer has been hampered in his business, and been to a heavy expense in building and moving into a new factory. But who has lost the more? The wage-earner or the wage-payer?

* * *

Perhaps you may know the name of Loring A. Robertson, a multi-millionaire who died a few years ago in Brooklyn. Here is an account of the closing of his tannery at Cold Spring. It is to the point, and the story will bear repetition. It was told by one who was associated with Mr. Robertson in business and is doubtless true in every particular.

* * *

"It was about ten years ago. The

leather business was dull, and a good many Western establishments had shut down. One day a number of stalwart looking fellows called at the New York office and sent one of their number in to see Mr. Robertson. 'We were working in the West,' he said, 'but the tannery where we were employed shut down. There is nothing to do in that region, and we have come to you, as the largest tanner in this part of the country, for work.'

"Mr. Robertson went out and looked them over.

"'Call to-morrow,' he said. The next day, bright and early, the men were there. They were taken into Mr. Robertson's employ and sent to Cold Spring, where was located one of the half dozen tanneries owned and controlled by him. In a few days a letter was received from the superintendent at that place, in which, speaking of the new men, he said that all except three or four refused to join the union. No attention was paid to this. A week later, in another letter, the superintendent urged that Mr. Robertson request the new men to join the union.

* * *

"'They can join or not, just as they like,' was the millionaire's reply. Another week passed. Mr. Robertson was informed that the men at Cold Spring demanded that the newcomers join the union. A grim smile was his only answer. The Cold Spring laborers held a meeting and their ultimatum was forwarded to their employer. It was in substance this: Unless the new men who refused to join the union are discharged, we will go on strike. They set the day when the strike would begin.

"'Bring me the Cold Spring account,' said Mr. Robertson to his head book-keeper. Turning the pages rapidly, he called the man who had brought him the message from his fellows.

"'Do you see that?' he exclaimed. 'For years I have been running the Cold Spring tannery at an annual loss of some \$20,000, simply because I did not want to shut down the place where I learned my trade and discharge old employes, some of whom worked at my side. Now you threaten to shut down the place; very well. The new men will not be compelled to join the union.'

* * *

"The man was frightened by his employer's demeanor and hastened back to Cold Spring to tell his fellows that they had made a mistake.

"'Notify the superintendent at Cold Spring,' said Mr. Robertson to his secretary, 'to send all the machinery, the hides and the leather to the Hornellsville tannery.'

"Summoning the man who had charge of his insurance business, Mr. Robertson said:

"'As quickly as possible, cancel all policies on our Cold Spring property, the tannery, the houses, the school and the church.' The man looked at Mr. Robertson in surprise.

"'I mean what I say,' this emphatically. Word came shortly from the Cold Spring superintendent that the machinery and the hides and the leather had all been removed.

"'Now,' was the order, 'send the men at Cold Spring to me. Notify the others that they are discharged and tell them to vacate their houses at once.'

A delegation came to New York and pleaded with Mr. Robertson to keep them and not to turn them from the only homes they had ever known. Their pleadings were in vain. Despairingly they returned and removed their few effects to the village. Once more summoning his insurance man, Mr. Robertson inquired:

"'Have all the Cold Spring policies been cancelled?'

"'They have.'

"'A final order was dispatched to the Cold Spring superintendent.

"'Burn all the buildings and report to me here.'

"Within a few hours, tannery, dwelling houses, school and church were smouldering ruins."

* * *

That's the story. There's a moral

attached. But it is so obvious that I think it is needless to repeat it here. Perhaps you remember a prominent shoe manufacturer in Lynn who gave up business a year or two ago rather than fill the orders he had at less than the goods would cost him. His is no isolated case in regard to condition, but I can tell of a number of cases where manufacturers will run their factories on goods which will not bring what they cost to produce. They are not all actuated by philanthropic nor sentimental motives, either. They have built up their trade, they have erected factories, they have found good workmen. They don't want to lose their trade; they don't like to lose their workmen, they prefer to have the machinery running rather than rusting. But few of them have the patience of Job. They won't stand too much domination from labor agitators.

* * *

The danger signal is swinging. Will those for whose benefit it is lighted heed

it, or will they go right along in the way which they have been doing for years? I trust the signal will be effective.

Business Advice.

If you're going to tell a story
Tell it in a lucid way.
So that folks whom you're addressing
Know exactly what you say.
Do not ever let your meaning
Be ambiguous or dull.
If you wish your advertising
Many customers to pull.

If your aim is to be building
Up a business very large,
Just be certain that politeness
Governs salesmen in your charge.
Let your customers be certain
They'll always be treated well.
Then you'll find them ever flocking
To wherever goods you sell.

And if you'd win reputation
With the people far and near,
Give good value for their money—
Let your statements be sincere.
If these lessons you will practice
Every day with might and main
You are reasonably certain
Fame and fortune to obtain!



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

RUBBERS

You will get THE BEST
made in the world.

THE GOODYEAR GLOVE

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

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,
Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

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

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

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

Mail us your orders for

Grand Rapids Felt Boots
Lumbermen's Socks

WALES-GOODYEAR AND CONNECTICUT

RUBBERS

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

HEROLD-BERTSCH SHOE CO.,

5 AND 7 PEARL ST., GRAND RAPIDS.

Some of the Essentials to Success in a Mercantile Career.

Every boy has an ambition to succeed, and generally has fixed ideas as to a choice of vocation. He usually hopes to reach a position in life somewhat above that secured by his father, his aim being high or commonplace according to the source of his inspiration. These early preferences, however, rarely count for much, there being too large an element of chance in the final selection.

The brilliant boy does not always make a successful man. On the contrary, most of our leading merchants were not precocious in youth, but were more fortunate in being endowed with a fair share of ability and a wealth of common sense. The qualities so strikingly apparent in the successful man probably were not recognizable in youth. Environment and ideal are important factors in developing the individual. Home training has a great influence on the success of a young man. Honesty, frugality, self-respect, consideration for others, order, neatness, application and self-reliance cannot be inculcated too early into the heart and mind of the future merchant.

Given these qualities, then, how shall you, a young man on the threshold of a mercantile career, most surely win your way to the highest place commensurate with your ability? Be on hand promptly at the opening hour. Do any work assigned to you, no matter how seemingly unimportant or menial, in an interested and painstaking manner. Go at it as though you were not afraid of it. Remember that dirt will not soil your manhood, though it may your hands. Study the best method of doing your work, asking questions if necessary. Become proficient, even in the most uncongential labor, giving your best thought to the task before you. Try to feel as much interest in your employer's business as though it were your own. Carefully observe the rules of the house. Be respectful to superiors, courteous and agreeable to all, yet maintaining that dignity which comes from seriousness of purpose. When the task assigned to you is finished, ask for further orders or help another in his work. Though your wages be but 50 cents a day, remember your time is not your own. Be absolutely sure to carry out instructions. Let your superior feel that an order given to you may be dismissed from his mind.

After you have been for some time employed at certain work study new methods of arrangement and dispatch, and when well worked out in your own mind modestly suggest the plans to your superior. You will find that it pays to think, to plan and to do. Cultivate the habit of thinking, and this training will so develop your mind as to make you of much more value to your employer. Keep your eyes and ears open. Do not meddle in other men's affairs, but be interested in everything that is for the welfare of the business. If your home training has been good you will not permit wastefulness in your own work, and if you have the right stuff in you it will hurt you to look upon the wanton waste of others. Be temperate in all things. You must become master of yourself before you can hope to master a business. Do not be discouraged if the head of your department does not treat you as your gentlemanly instincts tell you he should. Work on

faithfully and honestly, and if some day you hold his position you can then show how a man may give orders and still be a gentleman. If your employer fails to show that he appreciates your efforts or your ability, do not be disheartened, but push on doing your very best work. Real ability, plus application, is almost certain to force its own recognition. If you have it and your employer is not wise enough to see it another will. On the other hand, if your employer has shown his appreciation of your worth by an advance in position, do not let your energy or ambition wane. True ambition is never satisfied and your promotion should but serve as a stimulus to higher purposes.

The greatest good coming out of this faithful attention to detail is often no more apparent to the young man at the time than was the value of his studies in school. He perhaps gives his best thought to the business because he believes it to be his duty to do so, but by so doing he becomes expert in these minor matters. All the time, too, he is taking a course in mind training that will be of incalculable value to him in after years. When the time comes that a man of this stamp is put in charge of others, he will be the more valuable to the firm and the more reasonable in his requirements from those under him for having had actual experience in the work which he is asking them to do. He will be such a pacemaker as will stimulate his subordinates to their best efforts.

Real success is never reached at a single bound. Your ideal merchant has won his position by the way of paths as rough and rugged as any that you will be called upon to tread. It is a right and honest purpose to aspire to be one of the owners of a business, and with this end in view you cannot commence too early to accumulate a capital. Young men must learn to save just as they learn other lessons. If you can save but 50 cents a week let it be 50 cents, but save something; and as time goes on and opportunity presents itself, you will be the stronger as a man and more valuable as an employe for having a bank account of your own.

A proper use of the evenings is of essential importance. Youth must have recreation and pleasure, and if not found in healthful, proper ways they will be sought in other directions. The young man who for the first time finds himself free from home influences and parental restraint must be of strong mind or temptation will master him at some point. The uncongenial air of a boarding house does not encourage a young man to spend his evenings there unless he has resources within himself. If, then, you aim to make the most of yourself, keep physically and morally strong. The gymnasium and the literary club are both open to you and will both help you. Contact with helpful society will broaden you. If you are not naturally fond of reading and study, make a practice of devoting a certain number of hours a week to this work. Thirty minutes a day given to study will in a few months have added so much to your store of information and taste for reading that you will never again look upon it as a work or hardship. The study of a foreign language in this manner will be found interesting and, once acquired, will add much to your culture and your capital. The results possible from the small but frequent savings in time or money will be equally surprising.

Even if it were possible for a young man to follow a set of rules laid down by another, he would not reach the same place in the pathway of success. He would fall short or go farther, according to his natural limitations. But while it is not possible for every man to make a brilliant name for himself, yet by application and determination he can achieve a higher measure of success than another who, with the same natural ability, is content to float with the current.

EDWARD B. BUTLER.

A Coat That Won't Leak.

A peculiar coat has been invented intended to take the place of the ordinary waterproof, and in the wearing of it every man literally becomes a rain pipe. The features of this coat are two-fold. In the first place it is intended to prevent the rain from penetrating the front opening of the garment, and, secondly, if the rain should be driven or blown between the openings, a peculiar pipe-like arrangement is formed when the coat is buttoned, by means of which the water flows down from the coat, without wetting the wearer.

The garment is made of heavy waterproof cloth. An opening at the middle of the neck extends diagonally downward, curving to a point almost under the right arm. The lower portion of this opening extends from that point to the bottom of the garment. This opening is made in a peculiar manner. Instead of fastening in the usual manner, the coat buttons on both the outside and inside of the opening. By this means, when the coat is buttoned one edge fits within the other, and it is practically impossible for the rain to penetrate it.

If by any chance the storm should find an entrance, the overlapping edges of the opening are arranged in U shaped form, lined with rubber, making a regular drain pipe which reaches from the neck of the wearer to the bottom of the garment. By this means the water finds a ready means of escape. To save the cloth from becoming heavy and soaked with the rain there is a sort of double upturned collar, which runs all around the neck, just like a house gutter, for the purpose of collecting rain and allowing it to run off. This double or secondary collar connects with the rubber-lined-with-pipe arrangement in the front.

Around the body of the coat, just above the pockets, and like the collar leading into the rubber lined openings, is a raised welt slightly higher at the back than in front. The water which strikes the coat below the collar is led by this welt into the rubber-lined opening in front and so out, thus avoiding that which every man detests, namely, heavy rain-soaked coat edges.

These coats can be worn on the street in wet weather if one so desires, but they are principally intended for driving.

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

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone Rubbers

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

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

Pingree
"NEVERSLIP"
PATENTED
FEB 22 1892

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

DO YOUR FEET SLIP?

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



PINGREE & SMITH, Manufacturers.

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

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LARGEST STOCK AND LOWEST PRICES.



WHOLESALE
GROCERIES AND
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Telephone No. 91

Interesting Incidents Connected with the Purchase of Butter.

Written for the TRADESMAN.

She is a little woman with dark hair and piercing black eyes. She usually makes pretty fair butter, and I did not think it necessary to examine it that particular time, as I supposed I knew just what it was. So I weighed the basket in my accustomed easy and graceful manner, and had removed about a third of the rolls therefrom when I ran upon a snag. One of the pats looked as though it had been sprinkled with black pepper. I turned it over carefully and found two dark blotches on the bottom. The next roll also looked bad—very bad. A third was mashed in a little on one side, and it had the appearance of an unwashed potato. The others were in various and varied stages of decrepitude, and it made me tired to look at them. I was about to carry the basket back to its owner with the editorial chestnut that it was not available, when I thought of something else, so I called Mrs. Ebeling back to the butter room.

"What do you suppose has happened to this butter?" I asked.

"Why, I don't know!" she replied in some surprise. "Is there anything wrong with it?"

I pointed out a few of its most salient characteristics, and she pondered deeply over the matter. At length she said:

"Why, it's two churnin's."

"I thought as much," I replied.

She seemed to think that would end the matter, and that I would take it without further parley, so when I told her that I could use the last churning, but that the first was not suitable to our requirements, she seemed deeply grieved, and said:

"That butter is all right. I put it down cellar an' it's kinder dark there an' the children was playin' there, an' I suppose they knocked the basket over into the potato bin. That's mos' likely how it happened. That won't hurt it none."

I admitted that the butter was not injured in the least, but explained that it was nevertheless unsalable, and that I should be utterly unable to use it.

"The' wouldn't nobody kick on that, would the'?"

"I'm afraid they might. People are getting so particular nowadays that they kick on most everything."

"Well, all you have to do is to jest scrape them spots off."

"I know, but I am pretty busy just now, and I haven't time. I tell you, though, you might scrape it off yourself."

"I could if I was to home. I'd a done it if I'd a noticed it, but I didn't. I guess you can see to it all right, though."

But, being of an unusually hard and calloused nature, I declined to have anything more to do with it, and Mrs. Ebeling finally received back the undesirable rolls, though she seemed unable to see why folks wouldn't "just as lief have them as any."

That was one of the most peculiar cases I ever saw. I had always thought her a very neat housekeeper, and the fact that her butter has, with this one exception, always appeared perfectly clean, must have been more a matter of chance than design.

* * *

I didn't think so much about it then as I have since, for we were all very busy, and it came along naturally in the way of business. I felt sorry for the boy, for he was very poorly clad, and

the day was bitter cold. He had on a thin cotton waist, and I am sure that the wind cut him cruelly. He had some butter in a little basket—think perhaps four pounds of it—and he wanted to sell it. It looked like lard. Had that light, bread-doughy appearance that we so seldom see in butter nowadays, and that condemns it as quickly and as thoroughly as any one bad trait that butter can have. It was so bad that it was abominable. It was an atrocity in butter.

It had been made in a hot kitchen and then allowed to stand around in the dust, and it looked as though poured into a pan while warm, after the manner of maple sugar.

We told the boy as kindly as possible that we could not use it, and he went quietly away. After he had gone I began to ask myself if we oughtn't to have bought it. His folks were poor, as I well knew. They had many children, and doubtless the little things lacked proper and sufficient food for this cold weather. My conscience troubled me, and I kept an eye out for the boy, thinking I would buy his butter when he came back, and then make soap grease of it.

Presently I saw him going toward home with his basket.

"Hello, boy!" I called. "Did you sell the butter?"

"You bet!" he replied. "Jes' see what all I got for it!"

And coming over to where I stood, he showed me that his basket was half filled with tin watches, rubber dolls, toy trumpets and a lot of those cheap wooden rattles such as mankind erroneously regards as suitable Christmas gifts for poor children.

"Is that all?" I asked blankly.

"All!" he repeated in amazement.

"I should say it was. How much d' you s'pose a feller ought ter git fer three pounds an' a half o' butter?"

* * *

Those merchants who live in a country where eggs are coin and butter is legal tender often run upon incidents aggravating in the extreme, but which, in the softening light of time, turn into comedies, and are recounted with gusto around the office stove on stormy evenings when the pipe exhales its fragrant odor, and naught occurs to mar the harmony of the occasion save the dull, sickening profanity of the oldest inhabitant.

GEORGE CRANDALL LEE.

Minneapolis Flour for Export.

Flour has been sold recently by the Minneapolis mills to go to Australia and also to South Africa. This is a most unusual thing. It is also a fact that the mills on the Pacific Coast are booked several months ahead for all the flour they can ship to Asia. There is not an exporting country in the world that raised its usual surplus of wheat on last crop, and the above facts would indicate that India and Australia, which are generally large exporting countries, did not raise enough for their own consumption.

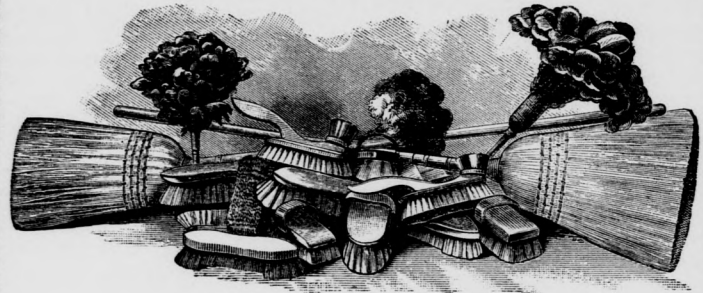
Interesting Nut Experiment in Florida.

A Florida fruit-grower has recently conducted a singular experiment in pecan culture by grafting upon hickory trees, the result being a small supply of the nuts at the end of three years from the time of grafting. As the pecan tree grown from the seed requires from nine to twelve years to come into bearing, the result of the experiment is important. The Texas pecan crop this year is worth half a million dollars.

Portland, which already possesses by far the best and largest park system of any city in Maine, has just bought over 200,000 square feet more for that purpose.

DETROIT BRUSH WORKS

L. CRABB & SON, Proprietors



30 and 32 Ash Street, Detroit, Mich.

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PLUG AND FINE CUT

TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS

JESS

If you want the best

RED
ALASKA
SALMON



Buy

"Kodiak"

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

I. M. Clark Grocery Co.

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

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—F. M. TYLER, H. B. FAIRCHILD, GEO. F. OWEN, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.

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

Annual Report of Secretary Owen to the Knights of the Grip.

Grand Rapids, Dec. 29—A year ago our total membership was 1818. During the year we have admitted 200 active members and 138 honorary members, making a total of 2,146. In the meantime fifteen members have died and 140 have been stricken from the books, leaving a total of 1,991—a net gain of 173. This is not as large an increase as last year, but last year it cost \$1 to join, while this year it has cost \$3. To call your attention to the fact that this is the worst year, in a business way, ever known would be repeating something of which you are all well aware. I would here say that thirty-seven who came in last December and paid \$1 have never paid anything since.

Assessment No. 1 for 1896 was ordered by your Board of Directors January 15, to close Feb. 15. From this assessment I received \$3,180.

Assessment No. 2 was ordered June 15, to close July 15. From this assessment I received \$3,186.

I received from assessment No. 3 of 1895, \$40.

I have also received up to date on No. 3 of 1896 (the present assessment) \$1,390, making total receipts in the mortuary fund of \$7,796, all of which I have remitted to Treasurer Frost and I hold his receipts therefor.

I have drawn warrants for twelve death claims, as follows:

| | |
|--|--------|
| No. 22, Beneficiary of Albert L. Field..... | \$ 500 |
| No. 23, Beneficiary of James T. Avery..... | 500 |
| No. 24, Beneficiary of Fred S. Clark..... | 500 |
| No. 25, Beneficiary of Wm. Tracey..... | 500 |
| No. 26, Beneficiary of Wm. M. Patton..... | 500 |
| No. 27, Beneficiary of J. B. Zink..... | 500 |
| No. 28, Beneficiary of W. G. Hazelrigg..... | 500 |
| No. 29, Beneficiary of Geo. E. Dyer..... | 500 |
| No. 30, Beneficiary of O. E. Cartwright..... | 500 |
| No. 31, Beneficiary of Walter Saxby..... | 500 |
| No. 32, Beneficiary of Niel J. Browne..... | 500 |
| No. 33, Beneficiary of Geo. M. Stone..... | 500 |

Total.....\$6,000

I would say here that there have been three deaths since our Board meeting on Nov. 21—Edward C. Keuthan, of Chicago; Daniel Loeb, of Toledo, and Carl A. Rensch, of Kalamazoo. We have sufficient cash in the Treasurer's hands to pay these claims. The thoughtful action of your Board in ordering Assessment No. 3 payable in December has placed your association in a position to pay these claims at once, and it does not leave a debt hanging over your heads for the new administration to take care of.

I wish to express my thanks to you all for the prompt payment of your assessments. The amount to each is small, but this small donation has put many of our brothers' widows and orphans beyond want.

The total receipts from dues and application fees during the year have been \$1,569, all of which has been turned over to the Treasurer.

The expenses of the Secretary's office have been as follows:

| | |
|------------------------------|----------|
| Postage account..... | \$270 85 |
| Fire proof safe..... | 40 00 |
| Grip tags..... | 30 30 |
| Secretary's salary..... | 793 40 |
| Stationery and printing..... | 350 47 |

This includes the certificates sent out, which are permanent and will not have to be furnished again. The engraved plate which had to be made to print them from was expensive but will last a lifetime.

The expense of holding the meetings of the Board of Directors during the year was \$150.46. This is the actual expenses of the members of the Board for railroad fares and hotel bills while in attendance. We have had five Board meetings. President Symons, Secretary Owen, Treasurer Frost, Directors Wood and Palmer attended five meetings. Directors Peake and Tyler attended four, and Director Streat attended three.

Our association to-day is in better standing than it has ever been. While we have not had as large an increase in the membership as we have in some years, yet raising the cost of admission to \$3 certainly makes it more stable. Previous to this year a great many paid \$1 to join during December for the purpose of attending our annual meeting, banquet and ball, and never intended, when they joined, to stay in or pay a single assessment. Our assessments were never paid as well as they have been this year, although the business depression has affected them all.

I think there has never been a year when so few complaints from members have been received. The grievances as regards the railroads, the bus lines and the hotels have been very rare.

There seems to be a general desire from all our members for an interchangeable mileage book, and I think that your Railroad Committee should urge and insist that one should be issued—and at once.

Another subject that seems to have deep and widespread interest is the time of holding our annual meetings. The general feeling seems to be that they should be held sometime during the summer months. The objection to holding them at this time of the year is that they can only be held in large cities, as in cold weather there must be large, warm halls. Again, it is at a season when a great many of the boys are making changes or are not fully settled for their next year's jobs. A great many are kept at home to help their firms in voice. A great many are making their annual visits to distant friends, or their friends are making them the usual annual visits. It is the holiday time, when many of us are blowing in the last nickel for presents for our loved ones. It is a season when our usual parade must be made—sometimes in a blinding snowstorm. These are a few of the many objections I hear raised, whereas in the summer we could hold our meetings at any summer resort or in smaller cities. The weather would, ordinarily, be fine. The expense for halls, carriages, etc., would not be necessary; and there is no time during the summer but that the boys could take a couple of days' time without material injury to their business. Our attendance would be larger and, therefore, our social feature would be largely increased—which, in my estimation, is a very important feature of our Association. I hope that there will be an expression here to-day that will give your Board an opportunity to meet your wishes in this matter.

I wish to express my thanks to the Vice-Presidents and the several committees for the loyal assistance they have given me in watching the interests of the association. I wish to express to President Symons my heartfelt thanks for the noble service he has given our organization. He has always been alert to everything that tended toward its prosperity. To Treasurer Frost words cannot express my feelings. He has been awake at all times to the financial wants of the association. To do business with him is a pleasure, as his systematic business methods are always right and tend to strengthen any organization he may be connected with. To the Board of Directors I wish to express my thanks for their hearty co-operation in all matters. Their wise judgment and foresight have been to me a guiding star. In all of our business transactions of the last two years, their sound

judgment and unselfish loyalty to our membership have created in me the most ardent admiration. Brothers, look well to the selection of your Board of Directors, for the life of your association is in their hands. While we, as members, may make mistakes and say and do things that would be detrimental to our growth and life, if you have a sound Board of Directors, your association will thrive and prosper; and I can proudly say to-day that the Michigan Knights of the Grip, as an organization, stands at the head of all traveling organizations in America.

One year ago I requested and urged you not to remit currency to your Secretary. You have heeded well my request, for to-day I am not getting to exceed 5 per cent. in cash. When I took the office, two years ago, at least 40 per cent. of the remittances was in currency. This takes a great responsibility from your Secretary and makes it much more secure for you. Continue the good work!

Let me here call your attention to one of the amendments which has been placed before you by your Directors in regard to membership. It has been said to me that we are taking in members who are not commercial travelers. Your President and Secretary have to pass on the applications put in their hands. When a blank is properly written up and is endorsed by two of our members, what can they do but accept it? We may not be personally acquainted with the applicant and, after he is accepted and enrolled as a member, we find out that he is, in the strict sense, not eligible or worthy. Your President and myself have closely scrutinized every application coming into our hands, and have been obliged to refuse quite a number, although they were properly endorsed. We hope that this amendment will pass, as it will, in a measure, take the responsibility from the hands of your two leading officers. Look well to the applications that you endorse. We cannot be too careful.

In conclusion, I wish to thank each and every member for the courteous treatment I have received at your hands. If I have erred, it has been the fault of the head and not of the heart. I have tried to conduct your matters in a prompt and businesslike manner; and on my good wife has a large part of the responsibility fallen.

GEO. F. OWEN, Sec'y.

Gripsack Brigade.

Manley Jones (Lemon & Wheeler Company) is spending the holidays with his mother at Vernon. He is accompanied by his family.

Will C. Church, for several years with Nelson, Baker & Co., of Detroit, has taken a position with Fairchild Bros. & Foster, of New York.

A. W. Peck (Hazeltime & Perkins Drug Co.) has been spending the week in the house, assisting in the work of taking the annual inventory.

C. H. Hinman, for the past two years with the Hazeltime & Perkins Drug Co., has engaged to cover Southwestern Michigan next year for Lord, Owen & Co., of Chicago.

Dell T. Sutton, a traveling man residing in Detroit, recently slipped and fell on the ice in front of the Weddell House in Cleveland. He was taken to St. John's Hospital, in that city, where it was found that he had sustained a fracture of the left leg and other injuries, none of which will prove serious.

St. Johns Republican: E. P. Waldron, who was tendered the appointment of Deputy State Treasurer, says he is not a candidate for any office, having enough private business to occupy his entire attention. Mr. Waldron would make a first-class official in any capacity, but has undoubtedly taken a wise course in determining to leave politics alone, so far as to office holding, and devote his energies to business.

At a meeting of the directors of the Michigan Commercial Travelers' Mutual Accident Association, held last Saturday, Jas. N. Bradford was appointed a director, to take the place of Geo. F. Owen, who became a director ex-officio when he was elected Secretary of the organization. The election of Mr. Bradford is looked upon as a tribute to the active interest he has always manifested in the welfare of the association.

At the annual meeting of the Michigan Commercial Travelers' Association, held at Detroit last Thursday, Secretary Morris reported a decrease in the membership from 565 to 550, but an increase in the cash balance from \$11,365.17 to \$19,706.35. S. H. Hart was elected President of the organization, which is a guarantee that the work will be pushed with much vigor during the coming year. Maj. R. W. Jacklin was endorsed for Adjutant-General, and a resolution was adopted pledging the members to work for the enactment of a law permitting the railroads to issue interchangeable mileage books.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

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

FREE CHECK ROOM

Wellington

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

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout. Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts. GEO. H. SCHINDHETT, Prop.

Cutler House in New Hands.

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

Commercial House

Iron Mountain, Mich.

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

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

THE WIERENGO

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

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

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, F. B. Spencer.

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. SCHROEDER, 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—No quotable change in any description, excepting oxalic, the combined manufacturers abroad having lowered the contract prices for deliveries next year, and hence the spot market is correspondingly lower. The advance in carbolic is well maintained.

Balsams—Copaiba, market strong and prices tending upward, in consequence of good consuming demand and light stocks. Tolu, no change in values but there is an unsettled feeling. Fir is quiet but may be called fairly steady.

Beans—Market very firm as to all varieties of vanilla and holders are not anxious sellers.

Cocaine—Quiet.

Cod Liver Oil—Since the reduction mentioned last week, the consuming demand has improved somewhat, owing, in part, to the colder weather.

Cream Tartar—There is a firmer tone to the market, due to the advance in argols across the water.

Essential Oils—Dead as to the general market, but an improvement in demand is confidently expected with the ushering in of 1897. Bay has declined. Cajeput has advanced.

Gums—Camphor, fair seasonable demand, at the reduced values alluded to in last week's issue. American refiners are utterly at a loss to explain the position of crude in London, and are in a Micawber mood. Asafoetida, tendency of the market is upward.

Juniper Berries—Steady.

Leaves—No special changes to note in prices. All that can be said is that short buchu and senna are about the most active of anything in this department, but even these show little more animation than a last year's bird's-nest.

Opium—Rather dull.

Quinine—Steady.

Roots—The recent advances in acornite, doggrass, culvers and German dandelion are being sustained.

Seeds—Holders of foenugreek have put up values, on account of the limited supply. Coriander is in reasonably good request and firm.

Sponges—The undertone of the market is firm, due to similar conditions at the various sources of supply.

Sugar of Milk—Powdered is still exceedingly scarce and the leading brand is firmly held.

Who May Be Classed as Successful Merchants?

Written for the TRADESMAN.

It is easier to follow the career of an unsuccessful dealer, and detect the mistakes that have culminated in failure, than to explain why his neighbor who started with him in the race under similar conditions remains solvent; just as onlookers at chess can see the errors of

the game more clearly than the strategic moves that lead to final triumph.

In determining who are the successful ones and how they became such it is important to consider the meaning of the term success. For want of fixed definitions men are apt to differ widely in conclusions.

If success in any enterprise involving the element of chance means the acquisition of immense wealth during a lifetime and the handling of it down to posterity unimpaired, the names of very few mercantile men could be fairly enrolled. But if we measure the results of a life spent in trade by those achieved in other useful occupations, the number of successful ones is many times multiplied. Most men, upon starting in life, are content with moderate expectations. A home and family, with means to maintain them in comfort, and a reasonable accumulation for old age are all that the average man usually hopes for.

Admitting the truth of these statements, we shall find among country dealers the successful ones largely in evidence. They may not all be gifted with shrewd business faculty, so necessary in the conduct of large commercial ventures. Their ambitions are usually scaled to moderate dimensions, according to each individual temperament. You will see many of this class marked high on the commercial record. Their credit is good, because seldom used and never abused. Their stocks are bought with judgment gained by experience and knowledge of what is needed by customers, with the most of whom they are personally acquainted. If trade is dull, they possess their souls in patience, having no bank indebtedness to force special sales at sacrifice of fair profit. When times improve, they have the wherewithal to meet increased demand. And they intelligently watch the changing conditions of trade and adopt every new method that can be used to advantage.

Always believing in and practicing the theory so tersely expressed by Micawber, that an excess of outgo beyond income means misery, and that an excess of income over outgo means happiness, they seldom find, in summing up each year's business, a balance on the wrong side of the ledger. Panics that seriously affect wholesale houses and upset the plans of larger retail concerns in the great centers of trade spend their force before reaching them, or touch them with the least financial jar.

Upon the stability and integrity of this class a large share of general commercial prosperity depends. Their conservatism, wisely adjusted to the varying conditions of supply and demand, helps many large producers and distributors to make fair margins of profit. Each town has several of such dealers, who have made a success in trade by applying the rules that should guide the managers of larger enterprises. In short, whether recognized as such or not, they have a right to be classed in the list of successful merchants, because they use capital wisely, maintain a high standard of commercial honor and work heartily for the best interests of the locality wherein their lot may be cast. Their sons, being well trained to habits of industry and frugality, often gain positions of honor and profit in larger fields of mercantile competition.

Thus, in summing up the answer to the first question, it appears that the successful merchant is the one who enters on his work intelligently and conducts his business by safe, economic methods, with profit to himself and all concerned, whether his capital be great or small. And the best sphere for his growth and development is away from the large city where, free from its waste and worry, he can have better opportunities to hold every advance that may be gained.

PETER C. MEEK.

The Drug Clerk.

From the Pharmaceutical Era.

Some of the metropolitan papers have recently been giving a little editorial attention to the drug clerk. On the whole, there is little to object to in their utterances upon this subject. They find the drug clerk a hard-worked and poorly-paid individual, and they are to be supported in their urging that some measure be instituted whereby the hours of labor in the drug store may be lessened in number, and the clerk receive remuneration more justly commensurate with the value of his services and the responsibility of his office.

It is gratifying that these papers seem at last to have had their eyes opened, for they now state emphatically that the drug store is no longer the certain road to wealth that it was when paragraphs bunched the druggist with the plumber and the iceman as a practitioner of extortion. The newspapers can do a good work if they will educate the public a little, to the effect that druggists are not extortionists; in fact, their business affords merely a bare living, and that the profits from the prescription branch, where special knowledge and skill are attained only through great expenditure of time, labor and money, are much lower in proportion than the professional remuneration of lawyers and doctors, with which, however, it should stand upon the plane of equality.

But while correcting this error to some extent, these papers are apt to fall into another in the other direction. For instance, one states that, with the lessening of the profits of the calling, there has come a distinct deterioration in the character of the assistants hired to put up prescriptions, and that "Benjamin Harrison's theory that a cheap coat makes a cheap man may not be wholly tenable, but a cheap drug clerk is apt to have a hand in preparing a shroud." Such a statement as this is one of opinion only, and there are no facts to back it up. On the contrary, the drug clerks of to-day are better educated and better

qualified than ever before. Our colleges of pharmacy are raising their standards, giving better instruction, turning out better and more competent men.

To be sure, the drug trade has fallen upon evil days, but let us hope that some of the serious evils of which it complains may be ultimately, if not quickly, removed, and among these be included the very serious ones of poor pay and long hours of service for the drug clerk.

CINSENC ROOT

Highest price paid by

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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.

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| Regalia Conchas, | 4 1/2 inch, | \$58.00 M. |
| Rothschilds, | 4 1/2 inch, | 65.00 M. |
| Napoleons, | 5 1/2 inch, | 70.00 M. |

All packed 50 in a box.
We invite trial orders.

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200 TO 206 RANDOLPH ST.,
CHICAGO.

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,

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Order from Wholesale Druggists.
If they cannot supply you write to me direct.



THE JIM HAMMELL

HAMMELL'S LITTLE DRUMMER AND
HAMMELL'S CAPITAL CIGARS

are made of the best imported stock.



Every Housekeeper

wants her walls to look bright and pretty. She knows that GypSine will produce this effect, and will have it. And the dealer who has it in stock is the one who is going to supply her, and make a good thing for himself.

Write for prices, testimonials and color card.

Diamond Wall Finish Co.,

Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Fennugreek Seed.

Declined—Oil Bay.

| Acidum | | Conium Mac. | | Scilla Co. | |
|--------------------------|-----------|------------------------|-----------|--------------------------|-----------|
| Aceticum. | 80 10 | Copaiba. | 15 25 | Tolutan. | 50 |
| Benzoinum, German. | 75 10 | Cubeba. | 15 25 | Prunus virg. | 50 |
| Boric. | 10 | Exechthitos. | 1 20 | Tinctures | |
| Carbolicum. | 27 39 | Erigeron. | 1 20 | Aconitum Napellis R. | 60 |
| Citricum. | 44 46 | Gaultheria. | 1 20 | Aconitum Napellis F. | 50 |
| Hydrochlor. | 30 5 | Geranium, ounce. | 1 50 | Aloes. | 50 |
| Nitrochlor. | 80 10 | Gossypii, Sem. gal. | 50 60 | Aloes and Myrrh. | 50 |
| Oxalicum. | 10 12 | Hedeoma. | 1 0 10 | Arnica. | 50 |
| Phosphoricum, dil. | 10 15 | Juniper. | 1 50 | Assafetida. | 50 |
| Salicylicum. | 45 50 | Lavendula. | 30 2 00 | Azoreum Belladonna. | 50 |
| Sulphuricum. | 13 15 | Limonis. | 1 30 | Aurant. Cortex. | 50 |
| Tannicum. | 1 40 1 60 | Mentha Piper. | 1 6 2 20 | Benzoin. | 50 |
| Tartaricum. | 34 36 | Mentha Verid. | 2 6 2 20 | Benzoin Co. | 50 |
| Ammonia | | Morhuue, gal. | 1 90 2 00 | Barosma. | 50 |
| Aqua, 16 deg. | 40 6 | Myrcia. | 4 00 4 50 | Cantharides. | 50 |
| Aqua, 20 deg. | 60 8 | Olive. | 75 30 | Capsicum. | 50 |
| Carbonas. | 12 14 | Picis Liquida. | 10 12 | Cardamon. | 50 |
| Chloridum. | 12 14 | Picis Liquida, gal. | 10 12 | Cardamon Co. | 50 |
| Aniline | | Ricina. | 90 1 04 | Castor. | 1 00 |
| Black. | 2 00 2 25 | Rosmarini. | 10 12 | Catechu. | 50 |
| Brown. | 80 1 00 | Rose, ounce. | 6 50 8 50 | Cinchona. | 50 |
| Red. | 45 50 | Succini. | 40 45 | Cinchona Co. | 50 |
| Yellow. | 2 50 3 00 | Sabina. | 90 1 00 | Columba. | 50 |
| Bacca. | | Santal. | 2 50 7 00 | Cubeba. | 50 |
| Cubese. | 13 15 | Sassafras. | 50 65 | Cassia Acutifol. | 50 |
| Juniperus. | 60 8 | Sinapis, ess., ounce. | 1 40 1 50 | Cassia Acutifol Co. | 50 |
| Xanthoxylin. | 25 30 | Tigli. | 40 50 | Digitalis. | 50 |
| Balsamum | | Thyme, opt. | 1 60 | Ergot. | 50 |
| Copaiba. | 60 65 | Theobromas. | 15 20 | Ferri Chloridum. | 35 |
| Peru. | 2 60 | Potassium | | Gentian. | 50 |
| Terabin, Canada. | 40 45 | Bi-Barb. | 15 18 | Gentian Co. | 60 |
| Tolutan. | 65 75 | Bichromate. | 15 18 | Guaiaca. | 50 |
| Cortex | | Bromide. | 45 51 | Guaiaca amon. | 50 |
| Abies, Canadian. | 18 | Carb. | 15 15 | Hyoscyamus. | 50 |
| Cassia. | 12 | Chlorate, po. 17@19c | 15 18 | Iodine. | 75 |
| Cinchona Flava. | 18 | Cyanide. | 50 55 | Iodine, colorless. | 75 |
| Enonymus atropurp. | 30 | Iodide. | 2 90 3 00 | Kino. | 50 |
| Myrica Cerifera, po. | 20 | Potassa, Bitart, pure | 27 30 | Lobelia. | 50 |
| Prunus Virgin. | 12 | Potassa, Bitart, com | 15 15 | Myrrh. | 50 |
| Quillaja, gr'd. | 12 | Potass Nitras, opt. | 8 10 | Nux Vomica. | 50 |
| Sassafras. | 12 | Potass Nitras. | 7 9 | Opil. | 50 |
| Ulmus. | 15 | Prussiate. | 25 28 | Opil, camphorated. | 50 |
| Extractum | | Sulphate po. | 15 18 | Opil, deodorized. | 1 50 |
| Glycerhiza Glabra. | 24 25 | Radix | | Rhatany. | 50 |
| Glycerhiza, po. | 28 30 | Aconitum. | 20 25 | Rhei. | 50 |
| Hæmatox, 15 lb box. | 11 12 | Althæ. | 22 25 | Sanguinaria. | 50 |
| Hæmatox, 18 | 13 14 | Anchusa. | 12 15 | Serpentaria. | 50 |
| Hæmatox, 1/4s. | 14 15 | Arum po. | 25 25 | Stromonium. | 60 |
| Hæmatox, 1/4s. | 16 17 | Calamus. | 20 24 | Tolutan. | 60 |
| Ferru | | Gentiana. | 12 15 | Veratrum Veride. | 50 |
| Carbonate Precip. | 15 | Glycerhiza, pv. 15 | 16 18 | Zingiber. | 30 |
| Citrate and Quinla. | 2 25 | Glycerhiza, pv. 15 | 16 18 | Miscellaneous | |
| Citrate Soluble. | 50 | Hydrastis Canad. | 40 45 | Æther, Spts. Nit. 3 F. | 30 35 |
| Ferrocyanidum Sol. | 80 | Hydrastis Can. | 40 45 | Æther, Spts. Nit. 4 F. | 30 35 |
| Solut. Chlorid. | 15 | Hellebore, Alba, po. | 15 20 | Alumen, gro'd. | 24 30 |
| Sulphate, com'l. | 12 | Inula, po. | 15 20 | Alumen, po. | 4 4 |
| Sulphate, com'l, by | 35 | Ipecac, po. | 1 65 1 75 | Annatto. | 40 50 |
| Sulphate, pure | 7 | Iris plox. | 35 40 | Antimoni, po. | 40 50 |
| Flora | | Jalapa, pr. | 40 45 | Antimoni et PotassT | 55 60 |
| Arnica. | 12 14 | Maranta, 1/4s. | 35 40 | Antipyrin. | 1 40 |
| Anthem. | 18 25 | Podophyllum, po. | 22 25 | Antifebrin. | 15 |
| Matricaria. | 25 30 | Rhei, cut. | 75 100 | Argent Nitras, oz. | 55 |
| Folia | | Rhei, pv. | 75 100 | Arsenicum. | 10 12 |
| Barosma. | 15 20 | Spigella. | 35 38 | Balm Gilead Bud. | 38 40 |
| Cassia Acutifol, Tin- | 18 25 | Sanguinaria, po. 25 | 30 35 | Bismuth S. N. | 1 00 1 10 |
| nevelly. | 25 30 | Serpentaria. | 30 35 | Calcium Chlor., Is. | 10 12 |
| Cassia Acutifol, Alx. | 18 25 | Senega. | 40 45 | Calcium Chlor., 1/4s. | 10 12 |
| Salvia officinalis, 1/4s | 25 30 | Similax, officinalis H | 40 45 | Calcium Chlor., 1/4s. | 10 12 |
| and 1/4s. | 12 20 | Smilax, M. | 10 12 | Cantharides, Rus, po | 50 55 |
| Ura Ursi. | 8 10 | Scilla. | 10 12 | Capsici Fructus, af. | 18 18 |
| Gummi | | Symplocarpus, Foeti- | 10 12 | Capsici Fructus, po. | 15 15 |
| Acacia, 1st picked. | 45 | duis, po. | 10 12 | Capsici Fructus B, po | 15 15 |
| Acacia, 2d picked. | 45 | Valeriana, Eng. po. 30 | 15 20 | Caryophyllus, po. 15 | 10 12 |
| Acacia, 3d picked. | 45 | Valeriana, German. | 15 20 | Carmine, No. 40. | 3 75 |
| Acacia, sifted sorts. | 45 | Zingiber a. | 15 20 | Cera Alba, S. & F. | 50 55 |
| Acacia, po. | 60 80 | Zingiber j. | 25 27 | Cera Flava. | 40 42 |
| Aloe, Barb. po. 20@28 | 14 18 | Semen | | Coccus. | 40 42 |
| Aloe, Cape po. 15 | 12 | Anisum. | 12 12 | Cassia Fructus. | 40 42 |
| Aloe, Socotri. po. 40 | 30 | Apium (graveleons) | 13 15 | Centraria. | 10 10 |
| Ammoniac. | 55 60 | Bird. | 10 10 | Cetaceum. | 45 45 |
| Assafetida. | 22 25 | Carul. | 10 10 | Chloroform. | 60 63 |
| Benzoinum. | 50 55 | Cardamon. | 1 25 1 75 | Chloroform, squibbs | 1 35 |
| Catechu, Is. | 13 | Cardandrum. | 8 10 | Chloral Hyd Crst. | 1 15 1 30 |
| Catechu, 1/4s. | 10 | Cannabis Sativa. | 3 4 4 | Chondrus. | 20 25 |
| Catechu, 1/4s. | 10 | Cydonium. | 75 1 00 | Cinchonidine, P. & W | 20 25 |
| Camphora. | 50 55 | Chenopodium. | 10 12 | Cinchonidine, Germ | 15 22 |
| Euphorbium. | 35 | Dipterix Odorate. | 2 90 3 00 | Cocaine. | 4 65 4 25 |
| Galbanum. | 1 00 | Foeniculum. | 10 10 | Corks, list, dis. pr. et | 65 |
| Gamboge po. | 65 70 | Fennugreek, po. | 7 9 | Creosotum. | 2 2 |
| Guaiacum. | 35 | Lini. | 2 4 4 | Creta. | 11 11 |
| Kino. | 4 00 | Lini, gr'd. | 2 4 4 | Creta, prep. | 5 5 |
| Mastic. | 60 | Lobelia. | 3 4 4 | Creta, precip. | 10 11 |
| Myrrh. | 40 | Phalaris Canarian. | 3 4 4 | Creta, Rubra. | 5 5 |
| Opil. | 3 30 3 50 | Rapa. | 4 4 | Crocus. | 50 55 |
| Shellac. | 40 45 | Sinapis Albu. | 7 8 | Cudbear. | 24 24 |
| Shellac, bleached. | 40 45 | Sinapis Nigra. | 11 12 | Eupri Sulph. | 50 60 |
| Tragacanth. | 50 50 | Spiritus | | Etherine. | 10 12 |
| Herba | | Frumentum, W. D. Co. | 2 00 2 50 | Ether Sulph. | 75 90 |
| Absinthium, oz. pkg | 25 | Frumentum, D. F. R. | 2 00 2 25 | Emery, all numbers | 8 8 |
| Eupatorium, oz. pkg | 20 | Frumentum. | 1 25 1 50 | Emery, po. | 6 6 |
| Lobelia, oz. pkg | 25 | Juniperis Co. O. T. | 1 65 2 00 | Ergota. | 30 35 |
| Majorum, oz. pkg | 25 | Juniperis Co. | 1 75 3 50 | Flake White. | 12 15 |
| Mentha Pip. oz. pkg | 25 | Saacharum N. E. | 1 90 2 10 | Galla. | 23 23 |
| Mentha Vir. oz. pkg | 25 | Spt. Vini Galli. | 1 75 6 50 | Gambier. | 8 9 |
| Rue. | 39 | Vini Oporto. | 1 25 2 00 | Gelatn, Cooper. | 60 60 |
| Tanacetum Voz. pkg | 22 | Vini Alba. | 1 25 2 00 | Gelatn, French. | 35 60 |
| Thymus, V. oz. pkg | 25 | Sponges | | Glassware, flint, box | 60 10 10 |
| Lagnesia. | | Florida sheeps' wool | 2 50 2 75 | Less than box | 60 |
| Calcined, Pat. | 55 60 | Nassau sheeps' wool | 2 50 2 75 | Glue, brown. | 9 12 |
| Carbonate, Pat. | 20 22 | Velvet extra sheeps' | 2 00 | Glue, white. | 13 25 |
| Carbonate, K. & M. | 20 25 | wool, carriage. | 1 10 | Glycerina. | 19 26 |
| Carbonate, Jennings | 35 36 | Extra yellow sheeps' | 1 10 | Grana Paradisi. | 15 15 |
| Oleum | | wool, carriage. | 1 10 | Humulus. | 25 55 |
| Absinthium. | 3 25 3 50 | Grass sheeps' wool. | 1 10 | Hydraag Chlor Mite | 50 55 |
| Amygdale, Dulc. | 30 50 | Hard, for slate use. | 1 10 | Hydraag Chlor Cor. | 65 65 |
| Amygdale, Amare. | 8 00 8 25 | Yellow Reef, for | 1 40 | Hydraag Ox Rub'm. | 85 85 |
| Anisi. | 2 20 2 30 | slate use. | 1 40 | Hydraag Ammoniat | 45 55 |
| Aurantii Cortex. | 2 20 2 30 | Syrups | | Hydraag Unguentum | 45 55 |
| Bergamli. | 2 20 2 30 | Acacia. | 50 50 | Hydrargyrum. | 60 60 |
| Caliputi. | 70 75 | Aurantii Cortes. | 50 50 | Ichthyobolla, Am. | 1 25 1 50 |
| Caryophylli. | 53 58 | Zingiber. | 50 50 | Indigo. | 75 1 00 |
| Cedar. | 35 65 | Ipecac. | 50 50 | Iodine, Resubi. | 3 80 3 90 |
| Chenopadi. | 2 50 | Ferri Iod. | 50 50 | Iodoform. | 4 70 |
| Cinnamonli. | 2 25 2 50 | Rhei Arom. | 50 50 | Lupulin. | 2 25 |
| Citronella. | 40 45 | Smilax Officinalis. | 50 60 | Lycopodium. | 50 55 |
| | | Senega. | 50 60 | Macleis. | 65 75 |
| | | Scilla. | 50 50 | Liquor Arsen et Hy- | 27 27 |
| | | | | drag Iod. | 10 12 |
| | | | | Liquor Potassa Arsnit | 2 3 |
| | | | | Magnesia, Sulph, bbl | 14 14 |
| | | | | Mannia, S. F. | 50 50 |
| | | | | Menthol. | 3 50 |

| Morphia, S. P. & W. | 1 75 2 00 | Sinapis. | 18 | Linseed, pure raw. | 32 35 |
|---------------------------|-----------|----------------------------|------------|------------------------|-------------|
| Morphia, S. N. Y. Q. & | 1 65 1 90 | Sinapis, opt. | 30 | Linseed, boiled. | 34 37 |
| C. Co. | 1 65 1 90 | Snuff, Macaboy, De | 34 | Neatsfoot, winter str | 65 70 |
| Moschus Canton. | 40 | Voos. | 34 | Spirits Turpentine. | 33 38 |
| Myristica, No. 1. | 65 80 | Snuff, Scotch, De Vo's | 34 | | |
| Nux Vomica. | 10 20 | Soda Boras. | 6 8 | Paints | |
| Os Sepia. | 15 18 | Soda Boras, po. | 6 8 | BBL. | LB. |
| Pepsin Saac, H. & P. | 1 00 | Soda et Potass Tart. | 20 28 | Red Venetian. | 13 2 28 |
| Picis Liq. N. N. 1/2 gal. | 2 00 | Soda, Carb. | 1 1/2 2 | Ochre, yellow Mars. | 13 2 24 |
| Picis Liq. N. N. 1/4 gal. | 1 00 | Soda, Bi-Carb. | 30 5 | Ochre, yellow Ber. | 13 2 24 |
| Pil Hydrarg. | 80 | Soda, Sulphas. | 3 1/2 4 | Putty, commercial. | 2 1/2 2 1/2 |
| Piper Nigra. | 30 35 | Spts. Colouge. | 2 2 | Putty, strictly pure. | 2 1/2 2 1/2 |
| Piper Alba. | 30 35 | Spts. Ether Co. | 50 55 | Vermilion, Prime | 13 15 |
| Plix Burgun. | 7 | Spts. Myrcia Dom. | 9 00 | American. | 13 15 |
| Plumbi Acet. | 10 12 | Spts. Vini Rect. bbl. | 2 39 | Vermilion, English. | 70 75 |
| Pulvis Ipecac et Opil. | 10 12 | Spts. Vini Rect. 1/2 bbl. | 2 44 | Green, Paris. | 15 24 |
| Pyrethrum, boxes II. | 60 | Spts. Vini Rect. 10 gal | 2 47 | Green, Peninsular. | 13 16 |
| P. & D. Co., doz. | 1 25 | Spts. Vini Rect. 5 gal | 2 49 | Lead, Red. | 54 54 |
| Pyrethrum, pv. | 30 35 | Less 50 gal. cash 10 days. | | Lead, white. | 54 54 |
| Quassia. | 80 10 | Strychnia, Crystal. | 1 40 1 45 | Whiting, white Span | 70 70 |
| Quinia, S. P. & W. | 27 32 | Sulphur, sub. | 2 1/2 3 | Whiting, gliders. | 90 90 |
| Quinia, S. German. | 23 28 | Sulphur, Roll. | 30 2 1/2 | White, Paris Amer. | 1 00 |
| Quinia, N. Y. | 25 30 | Tamarinds. | 80 10 | Whiting, Paris Eng. | 1 40 |
| Rubia Tincturum. | 12 14 | Terebenth Venice. | 28 30 | Universal Prepared. | 1 00 1 15 |
| Saccharum Lactis pv | 24 26 | Theobromae. | 42 45 | | |
| Salacin. | 3 00 3 10 | Vanilla. | 9 00 16 00 | Varnishes | |
| Sanguis Draconis. | 40 50 | Zinci Sulph. | 7 8 | No. 1 Turp Coach. | 1 10 1 20 |
| Sapo, W. | 12 14 | | | Extra Turp. | 1 60 1 70 |
| Sapo, G. | 10 15 | | | Coach Body. | 2 75 3 00 |
| Siedltz Mixture. | 20 22 | | | No. 1 Turp Furn. | 1 00 1 10 |
| | | | | Extra Turk Damar. | 1 55 1 60 |
| | | | | Jap. Dryer, No. 1 Turp | 70 75 |

Odds and Ends

Drug Fixtures

of Second-hand

in good condition

Two Sets Drug Drawers

With Pulls and Labels

Six Show Cases

Three feet to six feet

Scales, Wall Paper Trimmer,
Sponge Baskets, Shelf Bot-
tles, etc., etc.

For sale cheap.

Hazeltine & Perkins

Drug Co.,

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, doz. gross 6 00 Castor Oil, doz. gross 7 00 Diamond, doz. gross 5 50 Frazer's, doz. gross 9 00 IXL Golden, tin boxes 75 90 Mica, doz. gross 8 00 Paragon, doz. gross 55 6 00 BAKING POWDER. Absolute. 1 lb cans doz. 45 1 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1 lb cans doz. 45 1 lb cans doz. 75 1 lb cans doz. 1 00 El Purity. 1 lb cans per doz. 75 1 lb cans per doz. 1 20 1 lb cans per doz. 2 00  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, doz. 70 English, doz. 80 BLUING.  1 doz. Counter Boxes. 40 12 doz. Cases, per gro. 4 50 BROOMS. No. 1 Carpet. 1 90 No. 2 Carpet. 1 75 No. 3 Carpet. 1 50 No. 4 Carpet. 1 15 Parlor Gem. 2 00 Common Whisk. 70 Fancy Whisk. 80 Warehouse. 2 25 CANDLES. Hotel 40 lb boxes. 94 Star 40 lb boxes. 84 Paraffine. 84 CANNED GOODS. Plantowoc 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. 104 Amboy. 94 Carson City. 10 Gold Medal. 10 Ideal. 104 Jersey. 104 Lenawee. 94 Oakland County. 10 Riverside. 104 Sparta. 10 Springdale. 104 Brick. 9 Edam. 75 Leiden. 15 Limburger. 15 Pineapple. 60 Sap Sago. 20 Chicory. Bulk. 5 Red. 5 CHOCOLATE. Walter Baker & Co.'s. German Sweet. 22 Premium. 31 Breakfast Cocoa. 42 CLOTHES LINES. Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 96 | CLOTHES PINS. 5 gross boxes 45 COCOA SHELLS. 20 lb bags. 2 1/4 Less quantity. 3 Pound packages. 4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes. 37 COFFEE. Green. Rio. Fair. 17 Good. 18 Prime. 19 Golden. 20 Peaberry. 22 Santos. Fair. 19 Good. 20 Prime. 22 Peaberry. 23 Mexican and 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. Clark Grocery Co.'s Brands Fifth Avenue. 30 Jewell's Maracaibo. 30 Well's Mocha and Java. 26 Well's Perfection Java. 26 Saneabo. 23 1/2 Valley City Maracaibo. 20 1/2 Ideal Blend. 17 Leader Blend. 16 Worden Grocer Co.'s Brands Quaker Mandehling Java. 31 Quaker Mocha and Java. 29 Toko Mocha and Java. 24 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 McLaughlin's XXXX. 16 50 Extract. Valley City 1/4 gross. 75 Felix 1/4 gross. 15 Hummel's foil 1/4 gross. 85 Hummel's tin 1/4 gross. 43 Kneipp Malt Coffee. 1 lb. packages. 50 lb. cases 9 1 lb. packages. 100 lb. cases 9 CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gall Borden Eagle. 7 40 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Dime. 3 35  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. @ 3/4 Evaporated 50 lb boxes. @ 4 California Fruits. Apricots. 10 1/2 @ Blackberries. 6 @ Nectarines. 6 @ Peaches. 7 1/2 @ 9 Pears. @ Pitted Cherries. @ Prunelles. @ Raspberries. @ California Prunes. 100-120 25 lb boxes. @ 90-100 25 lb boxes. @ 5 1/4 80-90 25 lb boxes. @ 5 1/2 70-80 25 lb boxes. @ 6 1/4 60-70 25 lb boxes. @ 6 3/4 50-60 25 lb boxes. @ 7 1/4 40-50 25 lb boxes. @ 7 3/4 30-40 25 lb boxes. @ 1/4 cent less in bags Raisins. London Layers 3 Crown. 1 60 London Layers 5 Crown. 2 50 Delicias. 3 50 Loose Muscatels 3 Crown. 5 1/4 Loose Muscatels 4 Crown. 6 1/4 FOREIGN. Currants. Patras bbls. @ 4 1/4 Vostizzas 50 lb cases. @ 4 1/4 Cleaned, bulk. @ 6 1/4 Cleaned, packages. @ 6 3/4 Peel. Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 25 lb boxes. @ 7 1/4 Sultana 1 Crown. @ 8 1/2 Sultana 2 Crown. @ 9 Sultana 3 Crown. @ 9 1/4 Sultana 4 Crown. @ 9 3/4 Sultana 5 Crown. @ 10 1/4 | FARINACEOUS GOODS. Farina. Bulk. 3 Grits. Walsh-DeRoo Co.'s. 2 25 Hominy. Barrels. 3 25 Flake, 50 lb. drums. 1 50 Lima Beans. Dried. 3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Common. 1 1/4 Chester. 2 Empire. 2 1/4 Peas. Green, bu. 90 Split, per lb. 2 1/4 Rolled Oats. Rolled Avena, bbl. 4 50 Monarch, bbl. 4 00 Monarch, 1/2 bbl. 2 25 Private brands, bbl. 3 75 Private brands, 1/2 bbl. 2 13 Quaker, cases. 3 20 Sago. German. 4 East India. 3 1/4 Wheat. Cracked, bulk. 3 24 2 lb packages. 2 40 Fish. Cod. Georges cured. @ 4 Georges genuine. @ 4 1/4 Georges selected. @ 5 Strips or bricks. 5 @ 8 Halibut. Chunks. 10 Strips. 9 Herring. Holland white hoops keg 60 Holland white hoops bbl. 8 00 Norwegian. 14 Round 100 lbs. 2 50 Round 40 lbs. 1 30 Sealed. 14 Flackerel. No. 1 100 lbs. 11 50 No. 1 40 lbs. 4 90 No. 1 10 lbs. 1 30 No. 2 100 lbs. 8 90 No. 2 40 lbs. 3 50 No. 2 10 lbs. 95 Family 90 lbs. 30 Family 10 lbs. 53 Sardines. Russian kegs. 55 Stockfish. No. 1, 100 lb. bales. 10 1/4 No. 2, 100 lb. bales. 8 1/4 Trout. No. 1 100 lbs. 4 75 No. 1 40 lbs. 2 20 No. 1 10 lbs. 63 No. 1 8 lbs. 53 Whitefish. No. 1 No. 2 Fam 100 lbs. 6 50 5 75 2 00 40 lbs. 2 90 2 61 1 10 10 lbs. 80 73 35 8 lbs. 67 61 31 | Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. 75 4 oz. 1 50 Regular Vanilla. 2 oz. 1 20 4 oz. 2 40 XX Grade Lemon. 2 oz. 1 50 4 oz. 3 00 XX Grade Vanilla. 2 oz. 1 75 4 oz. 3 50 GUNPOWDER. Rifle—Dupont's. Kegs. 4 00 Half Kegs. 2 25 Quarter Kegs. 1 25 1 lb cans. 30 1/2 lb cans. 18 Choke Bore—Dupont's. Kegs. 4 00 Half Kegs. 2 25 Quarter Kegs. 1 25 1 lb cans. 34 Eagle Duck—Dupont's. Kegs. 8 00 Half Kegs. 4 25 Quarter Kegs. 2 25 1 lb cans. 45 HERBS. Sage. 15 Hops. 15 INDIGO. Madras, 5 lb boxes. 55 S. F., 2 3 and 5 lb boxes. 50 JELLY. 15 lb pails. 30 17 lb pails. 40 30 lb pails. 60 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure. 30 Calabria. 25 Sicily. 14 Root. 10 MINCE MEAT. Ideal, 3 doz. in case. 2 25  Mince meat, 3 doz in case. 2 75 Pie Prep. 3 doz in case. 2 75 FLAVORING EXTRACTS. Jennings. D. C. Vanilla. 2 00 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8. 4 00 No. 10. 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon. 2 00 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8. 2 40 No. 10. 4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50 | New Orleans. Fair. 18 Good. 22 Extra good. 24 Choice. 27 Fancy. 30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count. 3 50 Half bbls, 600 count. 2 25 Small. Barrels, 2,400 count. 4 50 Half bbls, 1,200 count. 2 75 PIPES. Clay, No. 216. 1 70 Clay, T. D. full count. 65 Cob. No. 3. 1 POTASH. 48 cans in case. Babbitt's. 4 00 Penna Salt Co.'s. 3 00 RICE. Domestic. Carolina head. 6 1/4 Carolina No. 1. 5 Carolina No. 2. 4 1/4 Broken. 3 Imported. Japan, No. 1. 5 1/2 Japan, No. 2. 5 Java, No. 1. 4 1/4 Table. 5 1/2 SALERATUS. Packed 60 lbs. in box. Church's. 3 30 Deland's. 3 15 Dwight's. 3 30 Taylor's. 3 00 SAL SODA. Granulated, bbls. 1 10 Granulated, 100 lb cases. 1 50 Lump, bbls. 1 Lump, 145 lb kegs. 1 10 SEEDS. Anise. 13 Canary, Smyrna. 4 Caraway. 10 Cardamon, Malabar. 30 Hemp, Russian. 4 Mixed Bird. 4 1/4 Mustard, white. 6 1/4 Poppy. 8 Rape. 5 Cattle Bone. 20 SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Ranpee, in jars. 43 SYRUPS. Corn. Barrels. 13 Half bbls. 15 Pure Cane. Fair. 16 Good. 20 Choice. 25 SPICES. Whole Sifted. Allspice. 9 Cassia, China in mals. 10 Cassia, Batavia in bund. 20 Cassia, Saigon in rolls. 32 Cloves, Amboyana. 15 Cloves, Zanzibar. 9 Mace, Batavia. 60 Nutmegs, fancy. 60 Nutmegs, No. 1. 50 Nutmegs, No. 2. 45 Pepper, Singapore, black. 9 Pepper, Singapore, white. 12 Pepper, shot. 10 Pure Ground in Bulk. Allspice. 12 Cassia, Batavia. 22 Cassia, Saigon. 35 Cloves, Amboyana. 20 Cloves, Zanzibar. 15 Ginger, African. 15 Ginger, Cochila. 20 Ginger, Jamaica. 22 Mace, Batavia. 70 Mustard, Eng. and Trieste. 20 Mustard, Trieste. 25 Nutmegs. 40 1/2 Pepper, Sing., black. 10 1/4 Pepper, Sing., white. 15 1/2 Pepper, Cayenne. 17 1/2 Sage. 18 SODA. Boxes. 5 1/4 Kegs, English. 4 1/4 |
|--|--|---|--|--|---|

SALT.

| Diamond Crystal. | |
|-----------------------------|------|
| Cases, 24 3-lb boxes..... | 1 60 |
| Barrels, 1-0 3 lb bags..... | 2 75 |
| Barrels, 40 7 lb bags..... | 2 50 |
| Butter, 50 lb bags..... | 65 |
| Butter, 20 14 lb bags..... | 3 00 |
| Butter, 280 lb bbls..... | 2 50 |

Common Grades.

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

Worcester.

| | |
|--------------------------|------|
| 50 4 lb. cartons..... | 3 25 |
| 115 2 1/2 lb. sacks..... | 4 00 |
| 60 5 lb. sacks..... | 3 75 |
| 22 14 lb. sacks..... | 3 50 |
| 30 10 lb. sacks..... | 3 50 |
| 56 lb. linen sacks..... | 32 |
| 56 lb. linen sacks..... | 90 |
| Bulk in barrels..... | 2 50 |

Warsaw.

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

Ashten.

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

Higgins.

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

Solar Rock.

| | |
|------------------|----|
| 56-lb sacks..... | 21 |
|------------------|----|

Common Fine.

| | |
|---------------|----|
| Saginaw..... | 60 |
| Manistee..... | 60 |

STARCH.

| Kingsford's Corn. | |
|--------------------------------|-------|
| 40 1-lb packages..... | 6 |
| 20 1 lb packages..... | 6 1/4 |
| Kingsford's Silver Gloss. | |
| 40 1-lb packages..... | 6 1/2 |
| 6-lb boxes..... | 7 |
| Diamond. | |
| 64 10c packages..... | 5 00 |
| 128 5c packages..... | 5 00 |
| 32 10c and 64 5c packages..... | 5 00 |
| Common Corn. | |
| 20-lb boxes..... | 5 |
| 40-lb boxes..... | 4 1/2 |
| Common Gloss. | |
| 1-lb packages..... | 4 1/2 |
| 3-lb packages..... | 4 1/2 |
| 6-lb packages..... | 5 1/2 |
| 10 and 50 lb boxes..... | 2 1/2 |
| Barrels..... | 2 1/2 |

Kingsford's Corn.

| | |
|-----------------------|-------|
| 40 1-lb packages..... | 6 |
| 20 1 lb packages..... | 6 1/4 |

Kingsford's Silver Gloss.

| | |
|-----------------------|-------|
| 40 1-lb packages..... | 6 1/2 |
| 6-lb boxes..... | 7 |

Diamond.

| | |
|--------------------------------|------|
| 64 10c packages..... | 5 00 |
| 128 5c packages..... | 5 00 |
| 32 10c and 64 5c packages..... | 5 00 |

Common Corn.

| | |
|------------------|-------|
| 20-lb boxes..... | 5 |
| 40-lb boxes..... | 4 1/2 |

Common Gloss.

| | |
|-------------------------|-------|
| 1-lb packages..... | 4 1/2 |
| 3-lb packages..... | 4 1/2 |
| 6-lb packages..... | 5 1/2 |
| 10 and 50 lb boxes..... | 2 1/2 |
| Barrels..... | 2 1/2 |

SOAP.

| Laundry. | |
|------------------------------|------|
| Armour's Family..... | 2 70 |
| Armour's Laundry..... | 2 70 |
| Armour's Comfort..... | 2 80 |
| Armour's White, 100s..... | 6 25 |
| Armour's White, 50s..... | 3 25 |
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's Family.

| | |
|------------------------------|------|
| Armour's Family..... | 2 70 |
| Armour's Laundry..... | 2 70 |
| Armour's Comfort..... | 2 80 |
| Armour's White, 100s..... | 6 25 |
| Armour's White, 50s..... | 3 25 |
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's Laundry.

| | |
|------------------------------|------|
| Armour's Laundry..... | 2 70 |
| Armour's Comfort..... | 2 80 |
| Armour's White, 100s..... | 6 25 |
| Armour's White, 50s..... | 3 25 |
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's Comfort.

| | |
|------------------------------|------|
| Armour's Comfort..... | 2 80 |
| Armour's White, 100s..... | 6 25 |
| Armour's White, 50s..... | 3 25 |
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's White, 100s.

| | |
|------------------------------|------|
| Armour's White, 100s..... | 6 25 |
| Armour's White, 50s..... | 3 25 |
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's White, 50s.

| | |
|------------------------------|------|
| Armour's White, 50s..... | 3 25 |
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's Woodchuck.

| | |
|------------------------------|------|
| Armour's Woodchuck..... | 2 55 |
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's Kite and Brown.

| | |
|------------------------------|------|
| Armour's Kite and Brown..... | 2 40 |
| Armour's Mottled German..... | 2 40 |

Armour's Mottled German.

| | |
|------------------------------|------|
| Armour's Mottled German..... | 2 40 |
|------------------------------|------|

Henry Passolt's Brand.

| | |
|----------------------------|------|
| Henry Passolt's Brand..... | 2 70 |
|----------------------------|------|

Single box.

| | |
|-----------------------------|------|
| Single box..... | 2 85 |
| 5 box lots, delivered..... | 2 80 |
| 10 box lots, delivered..... | 2 75 |
| 25 box lots, delivered..... | 2 65 |

Thompson & Chute's Brand.

| | |
|-------------------------------|------|
| Thompson & Chute's Brand..... | 2 85 |
| 5 box lots, delivered..... | 2 80 |
| 10 box lots, delivered..... | 2 75 |
| 25 box lots, delivered..... | 2 65 |

Single box.

| | |
|-----------------------------|------|
| Single box..... | 2 85 |
| 5 box lots, delivered..... | 2 80 |
| 10 box lots, delivered..... | 2 75 |
| 25 box lots, delivered..... | 2 65 |

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| 10 box lots, delivered..... | 2 75 |
| 25 box lots, delivered..... | 2 65 |

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| 10 box lots, delivered..... | 2 75 |
| 25 box lots, delivered..... | 2 65 |

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| 25 box lots, delivered..... | 2 65 |

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| 10 box lots, delivered..... | 2 75 |
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| | |
|-----------------------------|------|
| Single box..... | 2 85 |
| 5 box lots, delivered..... | 2 80 |
| 10 box lots, delivered..... | 2 75 |
| 25 box lots, delivered..... | 2 65 |

Scouring.

| | |
|------------------------------|------|
| Sapolio, kitchen, 3 doz..... | 2 40 |
| Sapolio, hand, 3 doz..... | 2 40 |

SUGAR.

| | |
|--|--|
| Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel. | |
|--|--|

CUT LOAF.

| | |
|--------------------------------|------|
| Cut Loaf..... | 5 00 |
| Domino..... | 4 87 |
| Cubes..... | 4 82 |
| Powdered..... | 4 82 |
| XXXX Powdered..... | 4 75 |
| Mould A..... | 4 62 |
| Granulated in bbls..... | 4 37 |
| Granulated in bags..... | 4 37 |
| Fine Granulated..... | 4 37 |
| Extra Fine Granulated..... | 4 50 |
| Diamond Coarse Granulated..... | 4 50 |
| Diamond Confec. A..... | 4 37 |
| Confec. Standard A..... | 4 00 |
| No. 1..... | 4 00 |
| No. 2..... | 4 00 |
| No. 3..... | 4 00 |
| No. 4..... | 3 94 |
| No. 5..... | 3 87 |
| No. 6..... | 3 81 |
| No. 7..... | 3 75 |
| No. 8..... | 3 69 |
| No. 9..... | 3 62 |
| No. 10..... | 3 56 |
| No. 11..... | 3 50 |
| No. 12..... | 3 44 |
| No. 13..... | 3 37 |
| No. 14..... | 3 31 |
| No. 15..... | 3 25 |

TABLE SAUCES.

| | |
|----------------------------|------|
| Lea & Perrin's, large..... | 4 75 |
| Lea & Perrin's, small..... | 3 75 |
| Halford, large..... | 2 75 |
| Halford small..... | 2 25 |
| Salad Dressing, large..... | 4 55 |
| Salad Dressing, small..... | 2 65 |

TOBACCOS.

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

S. C. W.

| | |
|--------------|-------|
| S. C. W..... | 35 00 |
|--------------|-------|

H. & P. Drug Co.'s brand.

| | |
|-------------------------------|-------|
| H. & P. Drug Co.'s brand..... | 35 00 |
|-------------------------------|-------|

Clark Grocery Co.'s brand.

| | |
|--------------------------------|-------|
| Clark Grocery Co.'s brand..... | 35 00 |
|--------------------------------|-------|

New Brick.

| | |
|----------------|-------|
| New Brick..... | 35 00 |
|----------------|-------|

Leroux Cider.

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

WICKING.

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

Fish and Oysters

| Fresh Fish. | |
|-------------------------|--------|
| Whitefish..... | 9 |
| Trout..... | 8 |
| Black Bass..... | 10 |
| Halibut..... | 15 |
| Ciscoes or Herring..... | 4 |
| Bluefish..... | 11 |
| Live Lobster..... | 18 |
| Boiled Lobster..... | 20 |
| Cod..... | 20 |
| Haddock..... | 8 |
| No. 1 Pickerel..... | 8 |
| Pike..... | 6 |
| Smoked White..... | 8 |
| Red Snapper..... | 13 |
| Col River Salmon..... | 12 1/2 |
| Mackerel..... | 20 |

Oysters in Cans.

| | |
|-------------------------|----|
| F. H. Counts..... | 35 |
| F. J. D. Selects..... | 27 |
| Selects..... | 22 |
| F. J. D. Standards..... | 21 |
| Standards..... | 18 |
| Anchor..... | 16 |
| Favorite..... | 14 |

Oysters in Bulk.

| | |
|--------------------------|------|
| Counts..... | 1 75 |
| Extra Selects..... | 1 60 |
| Selects..... | 1 40 |
| Mediums..... | 1 10 |
| Baltimore Standards..... | 95 |
| Clams..... | 1 25 |

Shell Goods.

| | |
|-----------------------|-----------|
| Oysters, per 100..... | 1 25@1 50 |
| Clams, per 100..... | 90@1 00 |

Allerton & Hagstrom quote

| | |
|------------------|--|
| a. full w.s..... | |
|------------------|--|

Bulk Per gal.

| | |
|-------------------------|------|
| "P. & B." Standard..... | 1 10 |
| Standard..... | 1 00 |
| Plain Select..... | 1 40 |
| Extra Select..... | 1 60 |
| N. Y. Counts..... | 1 75 |
| Clams..... | 1 25 |

In Cans.

| | |
|----------------------------|----|
| Favorites..... | 14 |
| Plain Standard..... | 16 |
| B. W. P. Standard..... | 18 |
| P. & B. Standard Best..... | 20 |
| Plain Select..... | 22 |
| Extra Select..... | 24 |
| N. Y. Counts..... | 30 |
| Clams..... | 35 |

Shell Goods.

| | |
|------------------------------|---------|
| Large Rockaway, per 100..... | 1 25 |
| Medium Rockaway per 1 0..... | 1 00 |
| Blue Point, per 100..... | 1 00 |
| Clams, Little Neck..... | 90@1 00 |

Candies.

Stick Candy.

| | |
|---------------------|---------------|
| Standard..... | 5 1/2 @ 7 |
| Standard H. H..... | 5 1/2 @ 7 |
| Standard Twist..... | 6 @ 7 |
| Cut Loaf..... | 7 1/2 @ 8 1/2 |

Extra H. H.

| | |
|-------------------|---------|
| Extra H. H..... | @ 8 1/2 |
| Boston Cream..... | @ 8 1/2 |

Mixed Candv.

| | |
|-------------------|---------|
| Competition..... | @ 6 |
| Standard..... | @ 6 1/2 |
| Leader..... | @ 7 |
| Conserve..... | @ 7 1/2 |
| Royal..... | @ 7 1/2 |
| Ribbon..... | @ 8 |
| Broken..... | @ 8 |
| Cut Loaf..... | @ 8 |
| English Rock..... | @ 8 1/2 |
| French Cream..... | @ 9 |
| Dandy Pan..... | @ 10 |
| Valley Cream..... | @ 13 |

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

| | |
|---------------------|------|
| Royal | @ 7½ |
| Ribbon | @ |

Hardware

The Hardware Market.

General trade during the holiday season is always quiet, especially between the two holidays. The majority of merchants at the present time are busy with their inventory, and as this is the case with almost all branches of trade, there are but few people looking around to see where they can buy goods. This condition has its effect upon the retailer and follows on into the jobber, as well as the manufacturer. The indication to place orders for advance shipments is not as marked as the jobber might wish, as in many cases it is hard to convince the retail buyer that there is a chance of an advance. We believe, however, that goods in many lines are as low as they will be, and the dealer who is in shape to anticipate his wants and not deprive himself of securing the cash discount will not make a mistake in anticipating his wants in a moderate way.

Wire Nails—During the past week the volume of business in nails has been quite moderate, as the trade are limiting their purchases to early requirements. As is usually the case in winter, the demand for nails decreases, and dealers, being aware of this fact, are supplying their trade from their stock on hand and only replenishing it when absolutely necessary. There is but little change to note in price on wire nails and there does not seem to be any indication of their being higher for the present. The low price on the raw material and the open market now prevailing will prevent an advance as long as this condition exists.

Barbed Wire—There is no change to note in this commodity and, while some orders are being taken for future shipments, such orders are not coming in with as much freedom as formerly. There is no change to note in price, although the general tone of the market is weaker.

Rope—The demand for rope is light and the prices remain stationary. We quote sisal rope at 6c per pound and manilla at 8@9c.

Window Glass—There has been a general resumption of the window glass factories. It is estimated that by the first of the year about 1,400 pots will be in operation. It is reported that no advance in prices will be made by manufacturers before the middle of January, beyond which time no glass will be sold by members of the Manufacturers' Association. The prices with the jobbers in this locality are from 70 and 5 to 70 and 10 per cent., according to the quantity wanted.

Skates—Owing to the cold weather which has prevailed largely in Michigan, the demand for skates has been unprecedented. Stocks in jobbers' hands have been broken and it has been difficult in many cases to get prompt shipments from factory. Notwithstanding this shortage, there has been no change in prices, jobbers and manufacturers continuing the low prices which have been prevailing up to the present time.

The Workmen Live in Their Work.

The poets have always compared the movement of time to the flowing of a stream, a rivulet or a river—something forever passing away, yet never exhausted. When one questions closely the aptness of the simile it is clear that time is taken as synonymous with human life, the course of history, but not

as co-terminous with the biography of any individual being in this world. The individual life is symbolized in poetry by the successive seasons of the changing year—the springtime's hope and promise, the summer's complete expression of vital energy, the autumn's golden harvests, and the winter's summons to fireside communings. Your life and your neighbor's life are but as flowers that bloom in their season; the life of your family began in pre-historic ages and will be indefinitely continued.

The community and the corporations which are its creatures are types of this permanence in evanescence. Towns, cities, metropolitan masses of houses and multitudes of working and idle people spring up, grow and dwindle. They have their day, so to speak; but it is a long day, and in the perspective of the individual human life it is seemingly illimitable. There are dead and buried cities whose streets rang in unrecorded centuries to the roar of commerce and the tumult of civic strife; but their greatness was the product of the hunger, the unrest and the aspiration of united generations, and the end of their far-reaching power must have appeared inconceivably remote to any single observer of their growth. Time flowed through their streets, bearing away one man's fortune, while it added to another's wealth, sweeping by with the debris of the past while it left still, apparently secure, the foundations of a constantly rising civilization. Nothing that Macaulay wrote has so caught the fancy of his wide world of readers as his picture of the future New Zealander, seated on a crumbling arch of London Bridge and musing over the silent ruins of that city of cities on the Thames. But men no longer believe in the possibility of another dismantled and abandoned Baalbec or Thebes. Modern conquerors are too wise to pillage and raze a great metropolis to the ground. The opulent cities of the present age reach after trade and control the routes of commerce. They are no longer left stranded by the discovery of new lands and the diversion of enterprise. As the intellect of man enables him to adapt himself to every climate, and to recover and increase the fertility of his outworn fields, the commanding commercial genius of a New York or a London traverses all the highways of the seas and makes itself at home in every mart. These mighty emporiums copy each other's improvements, appropriate each other's inventions, and printing forbids that they should ever lose any useful art.

In old and quiet country villages the changing lapse of time is less evident.

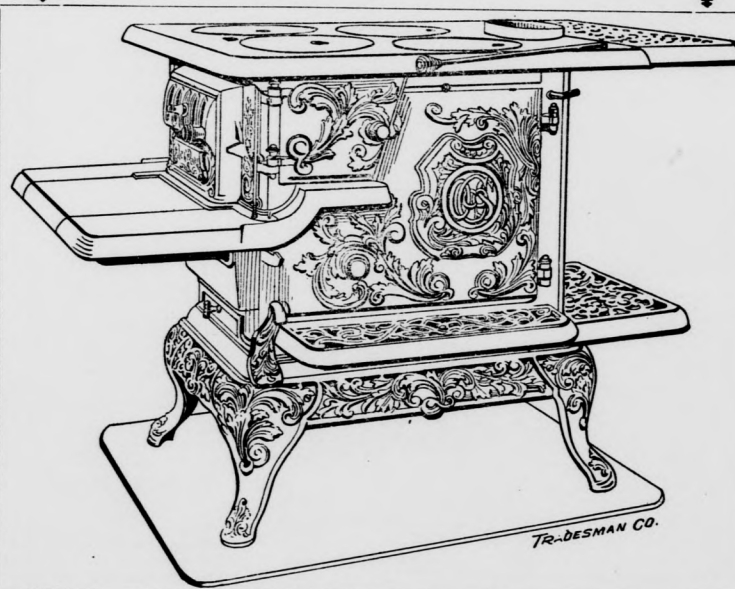
Those apart from the crowded routes of trade and traffic are dependent upon local neighborhood patronage. They grow or they dwindle slowly; but in them also the generations succeed each other, and in the graveyard

The rude forefathers of the hamlet sleep.

The old church, the old school-house, and other venerable buildings of brick or stone strike the common mind, enter into the common consciousness, as enduring features of the landscape. One does not think of them as subject to decay, and hardly even as the fabrications of human hands. But the town has, nevertheless, its man-made history, and its preachers, its teachers and other leaders have given it an atmosphere which enters into all its life. Every community, whether great or small, the village as well as the metropolis, wears some individual expression which vivid intellects and strong wills have impressed upon it. It is true only in a sense unintended by the poet that the individual withers while the world is more and more. "The workmen die, the work goes on," is, indeed, a true saying; but it is true only in a limited sense. The workmen live in their work, and time cannot carry off with its wrecks the influence of true words and noble deeds.

FRANK STOWELL.

A special line of medium price Cook Stoves



Write for prices.

Foster, Stevens & Co.
Grand Rapids.

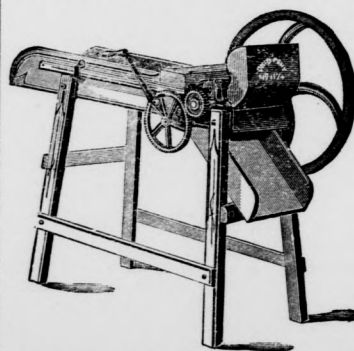
A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

Fig. 783. No. 11½.

Made by **SILVER MAN'FG 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.

Tribute to the Traveler.*

He travels and expatiates: as the bee
From flower to flower, so he from land to land:
The manners, customs, policies of all
Pay contribution to the store he gleans.

The sentiment seems appropriate and applicable to the commercial traveler, but it is one thing to "expatiate" to a poor defenseless merchant when you have him in a corner, and another before a large audience which has you at its mercy.

My friend Stowe publishes a "yaller-covered" paper up in Grand Rapids, called the Michigan Tradesman. In his "Gripsack Brigade" column a short time ago he took occasion to say that a serious mistake had been made in the preparation of this program, and that "there is only one subject on which Mr. Blake is thoroughly posted, and that is a topic on which he is admirably fitted to talk, both by association and experience—the simple topic of girls."

Now, the topic is all right enough. It is a beautiful one, yet who but Stowe, of the Tradesman, would dare call "girls" a "simple" topic? I will not expatiate on that subject, as I know I could not do it justice, but I would like to inform my editorial friend that girls are not only not simple, but he will find—when he attains to my "experience"—that they are both compound and complex. The trouble is that Brother Stowe is envious because I have four nice girls and he has only one—boy. The boy isn't to blame, however, and if he grows up a good boy, I may let him have one of my girls later on—that is, if he promises never to become an editor or, hardly ever, a commercial traveler. That reminds me that "The Traveler" is the topic assigned me and, as it apparently is not confined solely to the commercial traveler, I might mention that "there are others." No doubt the most welcome of all is the traveling paymaster. He is beloved—not alone for his charming personality, but especially for his intrinsic value. The missionary who travels to the antipodes to convert the heathen is also beloved, but in his case not at all for his intrinsic value, but for his well fed personality. Then there is the traveling correspondent, who throws his search light into all the dark places of the world. He knows no fear; crime flees before him; he is the beacon light of knowledge and "the manners, customs, policies of all pay contribution to the store he gleans."

The world is better for such travelers as Christopher Columbus, Sir John Franklin, John C. Fremont, Doctor Livingstone, Paul Du Chaillu; and there are women travelers of whom we speak in veneration, such as Clara Barton, who has but recently borne the glorious badge of the Red Cross into the blood-drenched homes of wounded and tortured Armenia and applied her balm of Gilead to suffering humanity there. Travelers, as a rule, are good Samaritans. Their contact with the world makes them broad gauged and sympathetic. I might refer in detail to the different kinds of travelers who appear to my mind, and recite their peculiarities, but as it is a subject of much magnitude—and I am gratefully cognizant of the fact that my time is limited—I will confine my remarks more closely to the brand known as "commercial travelers," and I might say, by way of preamble, that the relations between the firm and its traveling representative should be of such a cordial nature as to attain the best results for the benefit of both.

Dean Hodges, of Cambridge, says that no man has a greater provocation to distrust the Christianity of the business world than the commercial traveler. His reputation for honorable dealing is his best capital, yet sometimes he puts aside his scruples—thinks, perhaps, that he has a foolish and misleading conscience—and is tempted to prevaricate. Of course, this is the exception rather than the rule, for with fourteen years' experience on the road in telling the truth—and otherwise—I can safely say that "Honesty is the best policy," and I have often observed that the average

knight of the grip (present company excepted, of course) has acquired a habit of telling the exact truth that amounts almost to a disease.

I have found that the traveling man is looked upon generally as a sort of privileged character. The clerks in the retail stores are inclined to envy him. They observe that he dresses well, stops at the best hotels (when there are any best), rides on the cars and, apparently, has nothing to do but pull out his order book, copy off the fat list of wants reserved especially for him, treat the proprietor, the clerks and himself to good cigars, tell a good story and say goodbye for thirty days. They think the course of his life is smooth and easy—a sort of ball-bearing, pneumatic-tire life, as it were—and their ambition is to obtain a position on the road where they, too, may find life one continual round of pleasure.

"I've noticed—more'n likely so have you—that things don't happen as you want 'em to."

They have not read between the lines and discovered that only the few succeed; that the life they have to lead takes them away from their homes for days and nights, away from their families and away from their best girls; that even the best hotels are, in some places, hovels; that their beds are not always beds of down, and that, more often than otherwise, their four-course dinners consist of ram, lamb, sheep and mutton. They do not see (in their dreams) the long, cold, wet and muddy drives through swamps or woods ten miles to an interior store, only to find the buyer has gone fishing and "didn't leave word about an order." Perhaps you pass the day without an order, and, therefore, the night without sleep in a cold, nervous sweat. Business has been bad for some time and you are dreading the receipt of a letter from the house, even though you are short of cash. At last, however, it arrives and it tells you to brace up and not get the blues. Your employer is a sort of mind reader, had read your discouragement between the lines of your last communication to the house and, being a fair man, is inclined to do all he can to aid you. You find enclosed a draft for another month's expenses, and then you don't feel so much like committing suicide. The sun shines again and "all the clouds about our house are in the dark bosom of the ocean buried." The traveling man's life is full of ups and downs, but there are many sunny spots or it would be unbearable.

I might expatiate on his many virtues, but the innate modesty of our clan forbids me. As to his shortcomings—"Sufficient unto the day is the evil thereof."

I have not said a word about that invasion of our ranks by the lady traveler, but I assure you we are willing to embrace her also. I have met none but who are an honor to the profession and should be welcomed to it, for the influence of a good woman sheds luster and dignity and gentleness wherever she goes.

There was a time when the commercial traveler occupied but a small space on this firmament of ours; when his reputation was not very savory; when he thought it necessary to indulge in the use of intoxicating liquors with his customer in order to get him mellowed up to the buying point, and when to be known as a commercial traveler (or drummer) was synonymous with losing caste in society. But time changes all things and from the days when "Sam Slick, the Yankee clock peddler," traveled through New England and Nova Scotia, sold his wares and, as Judge Haliburton tells me, moulded public opinion, he has gone forth to battle and to conquer. Under the influence of his genial spirit the cares and perplexities of the business world surrender. He is to-day a man of ideas; thoroughly up-to-date; a disseminator of knowledge; faithful to his employers and their interests, yet a staunch friend to his customers; his heart full of charity for the afflicted, and a patriotic defender of his country.

For he who's doomed o'er waves to roam,
Or wander on a foreign strand,
Will sigh when'er he thinks of home,
And better love his native land.

Hardware Price Current.

AUGURS AND BITS

| | |
|--------------------------|-------|
| Snell's..... | 70 |
| Jennings, genuine..... | 25&10 |
| Jennings, imitation..... | 60&10 |

AXES

| | |
|------------------------------------|-------|
| First Quality, S. B. Bronze..... | 5 00 |
| First Quality, D. B. Bronze..... | 9 50 |
| First Quality, S. B. S. Steel..... | 5 50 |
| First Quality, D. B. Steel..... | 10 50 |

BARROWS

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

BOLTS

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

BUCKETS

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

BUTTS, CAST

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

BLOCKS

| | |
|----------------------|----|
| Ordinary Tackle..... | 70 |
|----------------------|----|

CROW BARS

| | |
|-----------------|----------|
| Cast Steel..... | per lb 4 |
|-----------------|----------|

CAPS

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

CARTRIDGES

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

CHISELS

| | |
|---------------------|----|
| Socket Firmer..... | 80 |
| Socket Framing..... | 80 |
| Socket Corner..... | 80 |
| Socket Slicks..... | 80 |

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

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

GAUGES

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

KNOBS—New List

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

MATTOCKS

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

MILLS

| | |
|---|----|
| Coffee, Parkers Co.'s..... | 40 |
| Coffee, P. S. & W. Mfg. Co.'s Malleables..... | 40 |
| Coffee, Laners, 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..... | 05 |
| 8 advance..... | 10 |
| 6 advance..... | 20 |
| 4 advance..... | 30 |
| 3 advance..... | 45 |
| 2 advance..... | 70 |
| Fine 3 advance..... | 50 |
| Casing 10 advance..... | 15 |
| Casing 8 advance..... | 25 |
| Casing 6 advance..... | 35 |
| Finish 10 advance..... | 55 |
| Finish 8 advance..... | 35 |
| Finish 6 advance..... | 45 |
| Barrel 7/8 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 |
| 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..... | |
| Mitre..... | |

SHEET IRON

| | |
|--|-------------------|
| Nos. 10 to 14..... | com. smooth. com. |
| Nos. 15 to 17..... | \$3 30 \$2 40 |
| Nos. 18 to 21..... | 3 30 2 40 |
| Nos. 22 to 24..... | 3 55 2 70 |
| Nos. 25 to 26..... | 3 70 2 80 |
| No. 27..... | 3 80 2 90 |
| All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra. | |

SAND PAPER

| | |
|-------------------------|-----|
| List acct. 19, '86..... | dis |
|-------------------------|-----|

SASH WEIGHTS

| | |
|-----------------|---------------|
| Solid Eyes..... | per ton 20 00 |
|-----------------|---------------|

TRAPS

| | |
|--|--------------|
| Steel, Game..... | 60&10 |
| Oneida Community, Newhouse's..... | 50 |
| Oneida Community, Hawley & Norton's 70&10&10 | |
| Mouse, choker..... | 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, nickelled..... | 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 |
| Castors, Bed and Plate..... | 50&10&10 |
| Dampers, American..... | 50 |

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER SIZE TIN PLATE

| | |
|---|---|
| 14x56 IX, for No. 8 Boilers, 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.

*Response by W. F. Blake at annual banquet Michigan Knights of the Grip.

Looking Forward in the Grocery Business.

Stroller in Grocery World.

There's a retail grocer up in Bucks County who has some pretty startling ideas—ideas that are against his own interests in a good many ways. I was in his store one day last week, and he unloaded several of these ideas on me. I'm not going to tell this grocer's name, or even where his store is, for every reader of the Grocery World would want to throw him off the earth. I expect if I were to tell who this grocer is, the trains up that way for several days after the paper appeared would be crowded with retail grocers with knives in their boots.

The talk came about in this way: I was standing at the door of this grocer's store looking up the street, when a peddler came driving along. He had teas and coffees.

"There goes a fellow I don't suppose you have much use for," I observed, as the peddler passed.

"Oh, I don't know," said the grocer, rather indifferently.

I looked around at him in considerable surprise. Indifference toward the peddler was so different from what I had been accustomed to.

"It's what we're all coming to," he said.

"What do you mean?"

"Well, I'll tell you. I'm a pretty young man, and I've studied the subject a little, and I believe that inside of fifty years there won't be any jobbers or retailers either. That is, I mean retailers like myself."

I always did get rattled in the presence of lunatics, so I moved a step nearer the door.

"That's what we're coming to," repeated the grocer, with great earnestness, "and if you live fifty years longer you'll see it. Why, the jobbers are on their last legs now," he said, vehemently. "I'll bet a consumer can go into any wholesale grocery store in Philadelphia and buy goods. He'll have to buy a good-sized quantity, but he'll get the goods all the same. You mark my words, the jobbers are doing this because they see the signs of the times."

"My dear man," I said, mildly, "you're away off. The wholesale grocer that sells the consumer in Philadelphia is the very rare exception, and not the rule at all. I've seen consumers who wanted to buy big stocks of goods turned down time after time, and I know what I'm talking about."

"Well, it's all right," he said, no-wise disconcerted. "You wait. You see if the jobber ain't out of existence in fifty years. Why, all these manufacturers are beginning to sell the retailers straight. They have no use for the jobber, because they can save his profit by selling us direct. What can the jobber do? Nothing!"

"But you said that there wouldn't be any retailers in fifty years, either."

"Well, I mean that, too," he persisted. "I believe that the time is coming when the manufacturers will deal direct with the consumer by having, say, their own wagons in every town. What will the retailers be able to do then? I could take a grocery wagon and go on the streets to-day, and I'd save 75 per cent. of my store expenses. Look at Armour! Don't he have his retail places all over the country? Even if there are regular retail stores, in fifty years they'll be run by the manufacturers jointly; you see if they're not."

"Phew!" I said; "if I were a retail grocer and felt like that, I believe I'd leave the business and get into something else."

"Why would you?" he asked. "Fifty years is a good while. I don't expect to be alive when that time rolls around. And then I may be wrong," he said, modestly.

"That's so," I said, hopefully.

"I've looked pretty closely into the signs of the times," he continued, "and if they mean anything, they mean that the middleman is not in it! And by middleman I mean every man who comes between the fountain head—the manufacturer—and the consumer."

They'll deal directly with each other in fifty years or I'm a liar!"

I looked at the man a minute in silence.

"How long have you had this?" I asked.

"Had what?"

"This delirium?"

He laughed.

"That's all right," he said, "you wait. You just wait fifty years."

"My dear man," I said, "do you know of a manufacturer on this earth who is equal to the task, not only of attending to the many details of manufacture, but also of superintending the actual selling of his goods all over the country? Why, it would be an utter impossibility. No man or set of men could do it."

"Well," began the grocer.

"Now, hold on," I interjected, "I let you sing your little song; you let me sing mine."

"There will always be middlemen," I went on, "for the reason that the one man—the manufacturer—will never be able to do the work himself. There will always be retailers, too, because the jobber will never be able to do the work of selling the consumer as well as the retailer. Both the jobber and the retailer are part of the great scheme of distribution, and you can't dispense with either."

"All right," said the grocer. "You just wait fifty years."

"Well," I said, "I'm perfectly willing to do that."

I have forty-nine years, eleven months and twenty-one days more to wait.

Difference Between Cheese and Grindstone.

Velzey, Dec. 26—I was pleased to see the article on Mr. Truckee in your last week's issue, but Mr. Raider has omitted one amusing incident in Mr. Truckee's book-keeping. At one time he sold a man one grindstone and one cheese. Afterward, on sending the bill for collection, he sent it for two cheese. Of course, the bill was disputed. On looking over his books he saw his mistake and apologized by saying that he forgot to put the hole in the grindstone.

W. J. BARNUM.

Among the resolutions passed by the American Federation of Labor at its recent session at Cincinnati is one demanding that all railway cars not carrying the mails shall be forbidden to display signs indicating that they do so. That is to say, such cars must advertise whether they are under the protection of the Federal laws for the safety of the mail service, or simply those governing the relations of common property. If the resolution means anything, it means that such property must advertise the extent to which it is liable to the depredations of the riotous mobs of organized labor in times of disturbance. The right way would be to extend the stricter provisions for the protection of all common carriers and manufacturing enterprises as well.

Men and women have each their sphere in society. Woman may be fitted to fill man's place, but man cannot fill woman's. So if woman enters man's sphere there must remain in society a place unfilled, a work undone.

Don't get ashamed of your station in life! Don't get ashamed of your business! Don't get beyond your generation! Don't get too big for your clothes! Don't get too proud for your purse!

Baltimore proposes to copy the ancient Greeks and have a stadium, the greatest thing in the way of a carnival of sports ever held in America. It has been suggested that the carnival be held in 1898.

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.

The Produce Market.

Apples—Local dealers hold choice fruit at \$1@1.25 per bbl.

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

Butter—Receipts continue to increase, in consequence of which the market has eased off considerably. Fancy dairy still brings 12c, but factory creamery has declined to 21c.

Cabbage—40@50c per doz., according to size and quality.

Celery—15c per bunch.

Cheese—The market has ruled very quiet during the week. Buyers are not apt to take in much cheese at this season under any circumstances.

Cider—\$4 per bbl., including bbl.

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

Eggs—On account of liberal receipts due to the prevalence of warmer weather—strictly fresh stock has declined to 18c, despite which, an alleged egg dealer has been sending out letters to the trade offering to secure 20c. The Tradesman has frequently cautioned its readers to beware of any house which offers to pay above the market for any staple article, as such methods almost invariably stamp the dealer as fraudulent. Storage eggs are very quiet, and although the supply is quite small, there is sufficient stock available for the demand, and prices of this grade of eggs have not changed during the week, being still held at 16c, with pickled stock at 15c.

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

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

Nuts—Ohio hickory, \$1.50 per bu.

Onions—Spanish are in fair demand, commanding \$1.25 per bu. crate. Home grown continue to advance, local dealers having been offered 50@60c for carlot shipments during the past week. In a small way sales are made on the basis of 65c. These prices are for choice stock of good size. Inferior stock is sold as low as 35@40c.

Potatoes—The market is still very flat, with no present prospect of an improvement until the seeding season opens up in the South. This begins the latter part of January, at which time the Tradesman confidently expects to see a marked improvement in values and a corresponding improvement in the demand.

Squash—Hubbard is stronger, bringing \$1.25 per 100 lbs.

Sweet Potatoes—Genuine kiln-dried Jerseys are in good demand at \$2.50 per bbl.

WANTS COLUMN.

BUSINESS CHANCES.

FOR RENT—STORE ROOMS!! I AM BUILDING a brick block of four store rooms on the best corner in Carson City, Mich.; south front; two rooms are leased to merchants here; will be ready for occupancy January 15, 1897; rooms are 21x13x90 feet, with cement basement, sewer, water, toilet rooms, electric lights, furnaces, 14-foot wide stone pavement, entire plate glass fronts with deep side lights, recess entrance, and fancy tiling; elegant new counters and shelving; rent only \$25 per month; population, 2,000; one bank; another is needed and citizens will subscribe; shoe store also wanted. Carson City, located on the Grand Trunk Railroad, is a splendid town and surrounded by a superb farming community. Address John A. Gardner, Carson City, Montclair Co., Mich. 171

FOR SALE—GOOD SET OF FIXTURES FOR grocery store, including \$18 Enterprise coffee mill, show cases, Howe and Fairbank scales, lamps, oil tank, candy trays, cracker case, cheese safe, etc., etc. All modern and in good shape. Will be sold cheap for cash or bankable paper. Address No. 108, care Michigan Tradesman 168

WANTED—TO BUY A GOOD WATER power flouring mill. No steam need apply. Also a good drug stock from \$3,000 to \$5,000. N. H. Winans, Tower Block, Grand Rapids. 166

TO EXCHANGE—FOUR VILLAGE LOTS IN good town near Grand Rapids for furniture stock. Will pay cash for the difference, if necessary. Address G, care Michigan Tradesman. 170

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

WILL PAY CASH FOR CLEAN STOCK GROCERIES. State in first letter price, sales and rent. W. J. Henwood, Niles, Mich. 169

FOR SALE—A GOOD DRUG AND NOTION store in Elkhart county, Indiana. No pharmacy law. T. P. Stiles, Millersburg, Ind. 161

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 22, Lowell, Mich. 158

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

DRUG STOCK FOR SALE—THE BEST LOCATED suburban store in Kalamazoo, Michigan. Stock is clean; rent low. Address Haveline & Perkins Drug Co., Grand Rapids, Mich. 184

FOR SALE AT A BARGAIN THE WATSON'S drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 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—POSITION AS STENOGRAPHER and book-keeper by young man who has had several months' experience in mercantile lines. Salary not material at first, advertiser being actuated by desire to secure an opportunity to identify himself with an establishment in which there is a chance to advance. Address No. 167, care Michigan Tradesman. 167

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 SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market Street, Detroit. 951

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price Vindex, care Michigan Tradesman 586

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In a hard or soft wood manufacturing business with some one having experience and capable of assuming management in every detail of plant now in operation, within 100 miles of Buffalo. Two lines of railroad, splendid shipping facilities, easily accessible to forest lands of Pennsylvania. Private R. R. switches, electric light plant and perfect equipment. Original cost nearly \$300,000. Fifth largest in the United States. To some person who will organize a company for manufacturing wood mantels, desks, bank and office furniture, etc., an exceptional opportunity. See letter on file with Grand Rapids Furniture Manufacturers' Association. For further particulars address

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640 Ellicott Square, Buffalo, N. Y.



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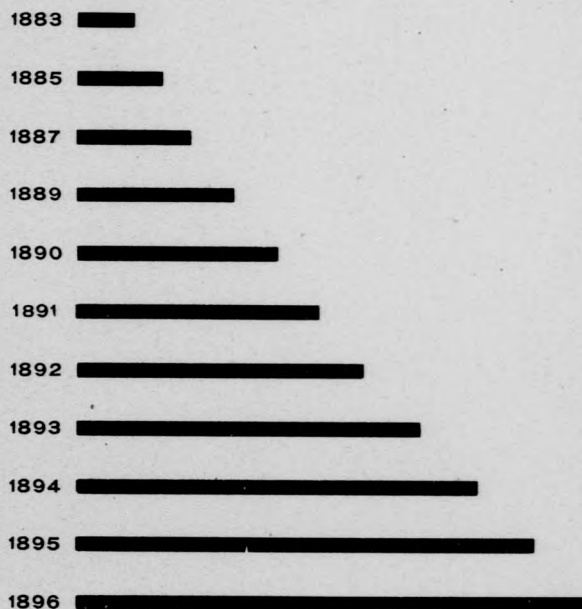
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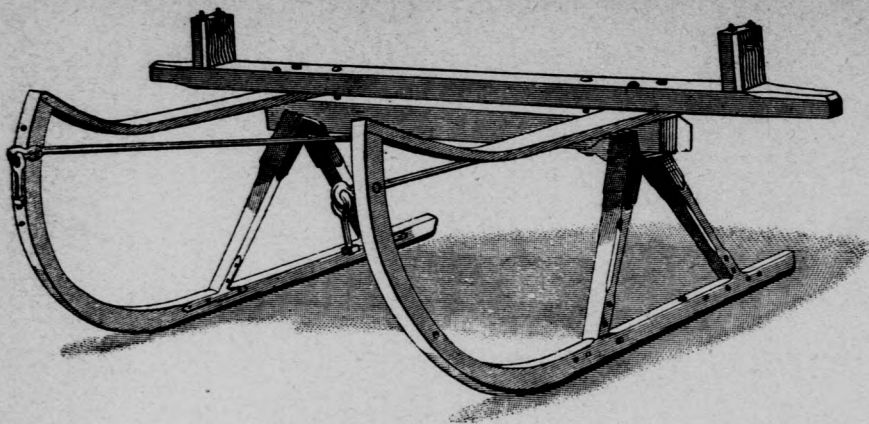


SUMMARIZED HISTORY:

| | | | | |
|------|---|---|---|--|
| 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 |

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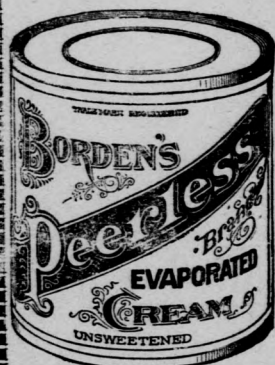
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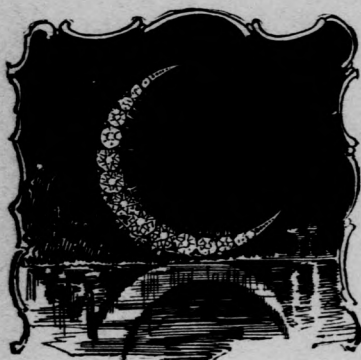
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