

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 13, 1897.

Number 695

NACRETOIN CAKE FROSTING

A new Cake Frosting, ready for immediate use, always reliable and absolutely pure. Put up in 12 oz. glass jars, in beaten and unbeaten form; in Chocolate, Lemon, Vanilla and Rose Flavors. \$2.40 per dozen, in cases of 2 dozen, assorted.

WE
PAY
FREIGHT.

TORGESON, HAWKINS, TORGESON CO.,
KALAMAZOO, MICH.

HANSELMAN CANDY CO., OF KALAMAZOO

About February 1 **WILL MOVE** to their New Building on East Main Street to accommodate their **GROWING BUSINESS**. This building is 66 x 165 feet, 3 stories high and has side track from the L. S. & M. S. Ry. Full equipment of the **MOST MODERN MACHINERY** is being placed in the new building.

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.

I Will Invest \$100,000

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 per-on 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

BLINN YATES, Agent,

640 Ellicott Square, Buffalo, N. Y.



ANY KIND QUANTITY PRICE
LIME OR CEMENT.

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

DETROIT BRUSH WORKS L. CRABB & SON, Proprietors



30 and 32 Ash Street, Detroit, Mich.

USE ATLAS SOAP

Is what you should advise your customers. People who have used it say it is the BEST.

FOR 1897

Our celebrated

Thin Butter Crackers

will be trade winners for the merchants who know them.

Christenson Baking Co.,
Grand Rapids.

We solicit correspondence in

... MIXED CARS ...

FLOUR, FEED and MILL STUFFS

GUARD, FAIRFIELD & CO., Allegan, Mich.

RUBEROID READY ROOFING...

All Ready to Lay. Needs
NO COATING OR PAINTING

Is Odorless, absolutely Water Proof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will OUTLAST tin or iron and is very much cheaper.

Try Our Pure Asphalt Paint

For coating tin, iron or ready roofs.
Write for Prices.

H. M. REYNOLDS & SON

Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of Third St.

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2.00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 Invoices.....	\$2.00
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TRADESMAN COMPANY
GRAND RAPIDS.

THE FAMOUS
S.C.W.

5 CENT CIGAR.
Sold by all jobbers. Manufactured by
G. J. JOHNSON CIGAR CO., Grand Rapids.
ENTIRE BUILDING, 15 CANAL STREET.

Silver Leaf Flour

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

J. A. MURPHY, General Manager.

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.

CHARLES MANZELMANN

MANUFACTURER OF

BROOMS AND WHISKS
DETROIT, MICH.

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.

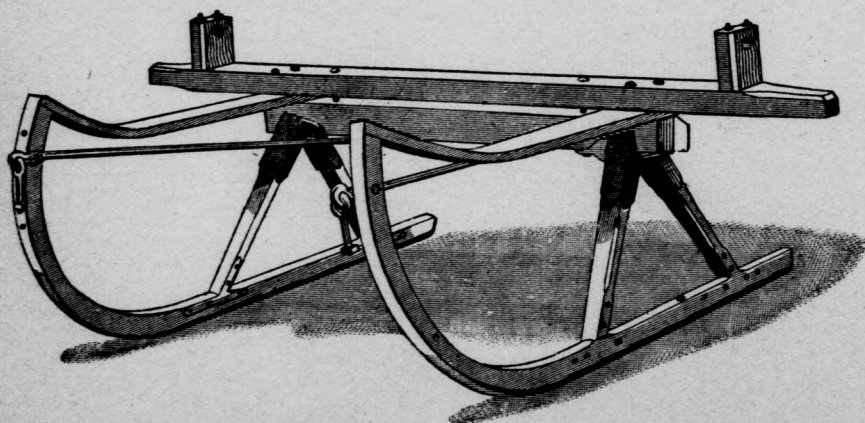
Nos. 122 and 124 Louis St.,

Grand Rapids.

Four Kinds of Goupon Books

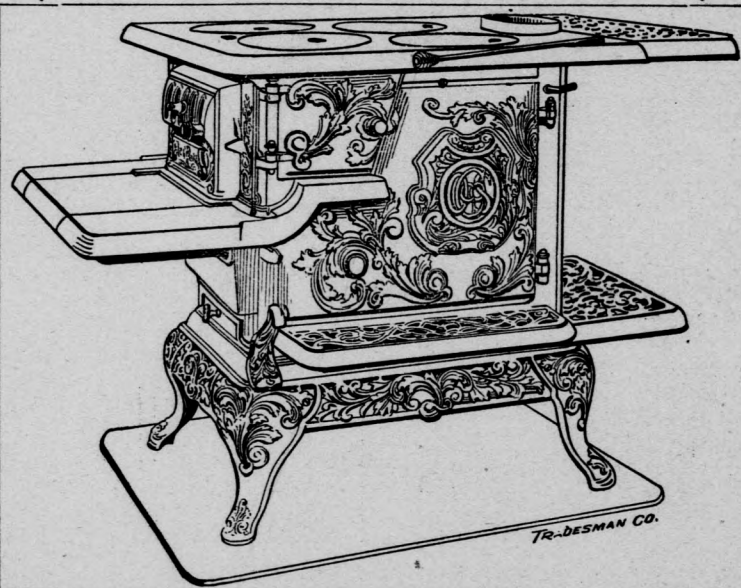
are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.



Our New Hub Runner.

A special line of
medium price
Cook Stoves



Write for prices.

Foster, Stevens & Co.
Grand Rapids.

In Time of Peace Prepare for War

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

**Patent Delivery and
Pleasure Sleighs.**

WRITE FOR PRICE LIST.

The Belknap Wagon Co.,

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 13, 1897.

Number 695

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

The Michigan Trust Co.,
 Grand Rapids, Mich.
 Acts as Executor, Administrator,
 Guardian, Trustee.

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

Commercial Credit Co.,
 (Limited)
 ESTABLISHED 1886.

Reports and Collections.
 411-412-413 Widdicombe Bldg, Grand Rapids.

The.....
PREFERRED BANKERS LIFE ASSURANCE COMPANY
OF MICHIGAN

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

Home office, DETROIT, Michigan.

MICHAEL KOLB & SON,
 Established nearly one-half a century.

Wholesale Clothing Mfrs,
 Rochester, N. Y.

All mail orders promptly attended to, or write our Michigan Agent, William Connor, Box 346, Marshall, Mich., who will show you our entire line of samples. He will be at Sweet's Hotel, Grand Rapids, Jan. 20, 21 and 22.

CITIZENS TELEPHONE COMPANY
 89-91 CAMPAU ST.
State Line Connections

are furnished by this company to over sixty towns, among which are the following lines:
 Muskegon, Berlin, Conklin, Ravenna and Moorland, by full copper metallic.
 Holland, Vriesland, Zeeland, Hudsonville 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

DECREASE IN THE FIRE LOSS.

The New York Journal of Commerce has recently published a table showing the fire losses monthly during the year 1896 in the United States and Canada—that is to say, in the territory in which the insurance companies doing business in this country are liable to have risks. According to these figures, the total losses by fire in the territory named have amounted to \$115,655,000, as compared with \$129,838,000 during 1895.

According to these figures, therefore, there has been a reduction in the fire waste during last year of more than fourteen million dollars, a very considerable improvement over the results of previous years, particularly when it is remembered that the preceding two years were not the worst which the underwriters have experienced. Allowing for a natural increase in population, and for a normal increase in trade, and, consequently, in the liability to loss, the showing of 1896 is most gratifying.

Under these circumstances it is not surprising that the insurance companies should have done a prosperous business, as, with higher premiums everywhere and less cutting of rates, they have enjoyed a larger business and suffered fewer losses. As a natural result, there have been few withdrawals from active business among the companies during the past year, and conservative underwriters are beginning to fear that the result of such prosperity as they are now enjoying will be an undue expansion of business and a renewal of rate cutting.

As to the causes which are responsible for the reduction in the fire waste in this country, the principal is, of course, the more rigid enforcement by the underwriters themselves of stringent rules with respect to risks, greater care in accepting particularly risky policies, and the enforcement of regulations in the matter of safety appliances.

With regard to the moral risk, which usually plays so important a part in insurance calculations, there was probably no improvement in that respect, as general trade was of that unsatisfactory character which generally increases the moral risk. There has, however, been a general improvement in the character of buildings erected, the tendency being more and more in favor of using only fireproof materials, particularly in the expensive class of structures, whose loss generally hits the companies hardest.

Probably the greatest improvement has been secured in the matter of electric installations. Many of the most destructive fires of a couple of years back were directly traceable to the more extensive use of electricity. The employment of the subtle fluid for commercial purposes went on at such a rapid rate that it far outstripped the inventive genius of persons devoted to devising means for safely installing the wires, the result being a very large percentage of fires of a more or less mysterious character which could only be attributed to electricity. During the past few years great improvements have been

made in electric appliances, with the result that very much less risk now attaches to the employment of electricity in industrial establishments, whether for lighting or for power, than was formerly the case.

It is very gratifying to all interests that the vast annual fire waste has been checked. For years it kept on increasing at a rate which told severely against this country. Such an enormous annual sacrifice of property could not be explained by any reasonable hypothesis; hence business men were compelled to pay higher premiums for insurance and to enjoy worse facilities in placing their risks than were accorded in other countries where the hazard was less. Evidently a healthy reaction has commenced.

DEFECTIVE ARMOR PLATES.

It will be remembered that quite a sensation was caused something like two years ago by the discovery that some of the armor plates forming part of the protection of the cruiser New York, and similar plates on several other vessels, were defective, and that they had been so prepared as to conceal the defects. So important was this discovery considered that it was made the subject of a congressional inquiry. This investigation showed that the defects complained of did actually exist.

It is now developed that considerable of the steel plates now being delivered for the battleships Kentucky and Kearsarge are defective, and the Navy Department has determined to appoint civilian experts to assist the regular board of naval officers in examining all the steel being delivered for the five new battleships under construction. The appointment of civilians was decided upon because it was clearly demonstrated that the naval inspectors, notwithstanding their purely technical knowledge, were not sufficiently expert practically to discover all defects in steel delivered by the contractors.

This matter of the delivery of defective armor plates to the Government for the armament of battleships is a very serious affair. A few defective plates might readily precipitate a disaster in the event of a naval contest, and might cause the loss of an expensive battleship and turn the scale of victory. Criminal knowledge of the delivery of such defective plates should be considered as little short of treason, and Congress ought to provide the severest penalties for such an offense.

The delivery of imperfect steel plates, through no fault of their own, is a severe blow to American shipbuilders, as it impairs the value of the vessels turned out by them. It also serves to weaken popular confidence in the strength of the new ships.

The gold production of the United States for 1896 was \$54,119,000, against \$46,610,000 in 1895 and \$39,500,000 in 1894. Director of the Mint Preston estimates that the gold output for the world will be \$215,000,000, an increase of \$12,000,000 over 1895. The world's gold production has more than doubled during the past ten years.

PRISON PRODUCTS.

More attention is now being given to the matter of prison manufacture in competition with free labor than has ever been the case in the history of the country. The State of New York is leading in the movement, and the discussion of the question as to what her prisoners shall do, since the adoption of the constitutional provision prohibiting the sale of prison-made goods in the State, is attracting the attention of all the other states to the importance of the matter. It is probable that such cognizance will be taken of it in some of the legislatures of the country as will insure a continued advance until all the states shall be placed on the same basis.

In the discussion special condemnation has been meted out to those penal institutions which are engaged in the manufacture of such products as come into direct competition with the prominent industries of the states in which they are located. Thus Wisconsin leads any of the other states in the manufacture of chairs, and these are the special product of two of her prisons. And in the subdivisions of the states the leading industry of the locality which furnishes the convicts is often selected to suffer the blighting effect of the competition. A notable example of this is the Ionia Prison and the Grand Rapids furniture industry. Ionia is the special reformatory for the evil-doer of this city and the surrounding section of the State. Of course, there is a natural reason for thus selecting the local industries in the fact that the knowledge of its methods is generally at hand. But the shortsightedness of such a policy seems obvious when it is remembered that the influence of the difference in prices necessarily made to secure a market for such goods costs the amount many times over in the effect on the general industry, and results in a reduction of its wage-paying capacity.

But, while the shortsightedness of such competition seems sufficiently plain, the Tradesman is inclined to think it would be well to take a broader view of the situation. While local and state lines are drawn in the case of prisoners, there are no such lines in trade. Prison-made furniture in almost any of the states would be in nearly as serious competition with Grand Rapids, and, while it seems obviously foolish to stultify our own industries, there is practically little difference whether we do it or whether it is done by other states. In the constitution and laws of the United States there are provisions for the careful prevention of the restrictions of trade between the states. It would not seem inconsistent that there should be added to these the prohibition of the sale of other than the products of free labor in interstate trade.

Character, when expressed, is only reflex action; it is the doing what we have always resolved to do when the chance came. Character is like stock in trade; the more of it a man possesses, the greater his facilities for adding to it. Just as a man prizes his character, so is he.

Getting the People

Art of Reaching and Holding Trade by Advertising.

It is with genuine pleasure that I look over the advertising columns of the Tradesman from week to week, and note the improvement which is continually going on therein, both in construction and display. Personally, I have nothing to do with either, and therefore words of praise from me are not self-glorification.

Owing to the large and constantly increasing circulation of the Tradesman, advertising space commands a figure commensurate with value received, and non-advertising readers may readily believe that the best efforts of the best men are put forth in writing these advertisements, that every word may deal sledge-hammer blows of conviction, for every word costs money and must be made effective.

Then, again, as a matter of good business policy, the proprietors of the Tradesman bring to bear all those influences and conditions which serve to beautify and make attractive and valuable the space used by their customers—modern faces of type; latest designs in ornaments and borders; genius and skill in workmen.

Having thought these matters over carefully, and arriving at the above summary of conclusions, the idea struck me that a verbal delineation of some of the best features in these advertisements would be of value to retail advertisers who are readers of the Tradesman. It is impossible, in the limits of this article, to comment on all, where the general standard is so excellent, but I will

endeavor to select those whose features are most adaptable for retail advertisers' needs. The advertisements which I have chosen for comment appear in the issue of January 6, 1897.

First, let us look at the full page advertisement of the Worden Grocer Co., on page 7. This is essentially in the nature of a New Year's greeting to their patrons, and is headed with the simple announcement of the firm name and "Importers and Jobbers." Then follows a picture of their building, with the subject matter below. The latter, while largely retrospective and complimentary to their customers, still "sticks to the main chance"—business—in every word. Ideas appropriate to the beginning of a New Year are spoken of and in such an interesting manner that the reader feels it a pleasure to read, among these ideas, that one of the resolves to be made is "That during the coming years you will confine your business entirely to our house." And the courtesy and kindness expressed in every word are sure to convince you, that "you will have no occasion to regret it." Gratitude for the loyalty of old customers is gracefully expressed, and every word in the announcement shows a careful avoidance of everything that might offend and a polished courtesy that cannot fail to weld anew the friendship of old patrons and win many new ones.

On page 10, W. J. Gould & Co., of Detroit, use a half page in a simple and very effective manner, which is greatly enhanced by the style of type and border used, and the art of the compositor in bringing out strongly the points meant to be impressed upon the reader. The only thing I criticize in the composition of the advertisement is that too

small type and too long lines are used in the three lines of descriptive matter. Larger type, shorter lines and more of them would be better. The statements made are plain and convincing—"The three leading brands in the State and the best that can be produced for the money" is positive, and when backed by a reliable firm like Gould & Co. is sure to sell goods.

The New York Biscuit Co., on page 11, do a particularly effective bit of advertising, combining successfully "the grave with the gay." One beauty of the advertisement, so often lacking where the writer uses a startling catch line, is that "A Safe Cracker" means business both ways. The reader may smile and then reflect. "Safe Crackers," when speaking of edibles, mean goods which are safe to sell—goods which are reliable, goods which retain old customers and attract new ones. The commendatory words are terse and strictly to the point. "Daintily Crisp, Finely Salted, Strictly Pure, Particularly Fine," express whole volumes of praise in gracefully chosen words and with a brevity which charms.

The National Cash Register Co., of Dayton, Ohio, make effective use of a half-tone cut of a register, enlivened by the portrait of a young gentleman clothed in wings and a silk hat, who represents the New Year. "Start the New Year right" can never be more appropriate than when used in reference to care in financial matters, and the words are particularly effective when used in connection with a register which is designed to save money and avoid mistakes and losses. Like bicycle manufacturers, they say, "1897 models new ready." The argument that "110,000 retail merchants use the National" can-

not fail to convince the observing reader that there must be a good reason for this universal use, and sets him to thinking about getting one for his own use. And then the advertiser goes on to prove, logically and tersely, that the saving made by the use of the machine pays for it, which is attractive to the man of business. There is not a superfluous word used in the advertisement, and every statement made knocks at the door of reason and common-sense with a force which will not admit of denial.

One of the handsomest advertisements, from a typographical point of view, is that of Clark-Jewell-Wells Co., an "old house with a new name," on page 17. The advertisement combines announcement of change of name and removal to a new location, with a bid for business, and reasons, well stated, why they should have custom. The heading, "Old house with a new name," sounds substantial, reliable and is attractively worded. "With ample capital, long experience and wide acquaintance," is a statement proving reliability, probity, ability to sell at close prices and the fact of pleasant and profitable business relations of long standing with a large contingent of retail business men. This advertisement will cement old friendships and gain a new clientele.

The flour advertisements of Ball-Barnhart-Putman Co., Valley City Milling Co., of Grand Rapids, and John H. Ebeling, of Green Bay, Wis., on pages 18 and 19, may be confidently classed among the cream of well-written, sure-selling People Getters. The language used is convincing and positive—such statements as only reliable houses competing with close buyers dare



Old House with a New Name at a New Location

Within a few weeks we shall remove from our present location to the new Clark Building, which has been constructed with especial reference to our business. With a view to removing as few heavy goods as possible, we will make special prices for the next four weeks on Syrups, Molasses, Canned Goods, Etc. We have large stocks in all these lines and are prepared to make quotations which will open the eyes of the trade. If you cannot inspect these lines in person, consult our traveling representatives, or write for samples and prices.

CLARK-JEWELL-WELLS CO.

make. Their space will bring good returns for the investment.

Foster, Stevens & Co.'s double 9-inch space, on page 20, is an advertisement which, by reason of its poverty of statements, only a well-known and reliable house can make use of profitably; but these very reasons make it doubly valuable, for the name "Foster, Stevens & Co." has been so long and indissolubly connected with probity, reliability, uprightness and hardware that it alone will suffice to sell goods.

Adams & Hart, on the same page, have a very practically-written advertisement descriptive of Ohio Feed Cutters, which is honest and straightforward in its statements.

The shoe advertisements of Rindge, Kalmbach & Co., Herold-Bertsch Shoe Co., Hirth, Krause & Co., Reeder & Co., of Grand Rapids, and Pingree & Smith, of Detroit, on pages 22 and 23, contain points of value to retail advertisers, and may be studied profitably. F. C. Larsen, of Manistee, Mich., also shows a good advertisement on page 23.

Morrison, Plummer & Co., Chicago, Hammell and Diamond Wall Finish Co., are all commendable advertisements, and should sell goods.

The advertisement of the Hazeltine & Perkins Drug Co., on page 27, is only a transient sale of second-hand drug fixtures, and, therefore, hardly to be commented upon as a sample of their advertisement construction. It will undoubtedly be effective, however, for the purpose designed.

The commission and produce advertisements on pages 30 and 31, are bright spots sparkling with good things, attractively mentioned. They are all People Getters.

The Computing Scale Co., Dayton, Ohio, on back outside cover, as usual, advance their sledge-hammer arguments why their scale is the best, and the logic used is indisputable and convincing. The cut in the corner is an additional attraction which enhances the value of the space used. It is a feature which catches the eye at once. "Keep to the Right" is a motto which attracts even those who don't, and as a catch line is extremely well chosen.

The Greenville Planter Co.'s advertisement on page 3, is effective, the cuts showing planter in different stages of operation being especially well calculated to attract buyers' notice.

The Grand Rapids Cycle Co., on page 2, is running a series of advertisements which are unique and profitable publicity. Combining attractively designed cuts with well-chosen, logical arguments, they cannot fail to be profitable.

It is impossible to mention, individually, the many good advertisements which are shown in this issue, and, therefore, as I before remarked, I have only chosen those for illustration which are more useful as examples for the retail merchant, and from which ideas may be gained toward making up attractive and paying advertisements.

Subjoined, I give a few sample advertisements appropriate for this season, which will sell goods:

Little Miss 1897

Has arrived, and it will be well for you to receive her properly by being prepared to feed her well. Our stock of Nursing Bottles and everything requisite for the baby's toilet is superb, and replete with good things. And pure Drugs and Stationery can be had of us at Department Store Prices.

A MUSTARD SEED

Is a small thing, yet from it arise great results—the festive mustard plaster, for instance, and the delightful condiment we use on our cold meats, etc. Mustard is useful, if strictly pure, and we are making a special run just now on this and all other Strictly Pure Spices at very low prices. We are overstocked—that's why.

"CLOTHES MAKE HALF THE MAN"

and no one realizes this so forcibly as those who have invested in our Ready-to-Wear tailor-cut suits for business, of Cheviot, Diagonals and other fine cloths, which we are offering so ridiculously low you cannot afford to be without good clothes.

"It's the Nature of the Beasts,"

As our butcher remarked, "Those beeves and hogs are so tender, it fairly makes my mouth water when I'm cutting 'em up." This is the only kind of meat we handle—tender, juicy and fresh. No old stock-fed "tough citizens" in our market. Another reason why we have such a large trade—our market is kept so clean and sweet. "As dainty as a lady's chamber," was the remark one customer made about it last week. Come and see.

Fortunate the Man Fortunate the Woman Fortunate Anybody

who, if in need of anything in general merchandise, has the money to pay for it, and is within easy reach of our store, so that they can take advantage of the special offerings we are making during our

January Sale

It not only means money saving, but also, if you are a new customer, the opening of a business acquaintance which will be of benefit to you for years to come. The opportunity to place yourself in touch with such a store organization as this should not be lightly esteemed, and you'll not find a more favorable time to commence the acquaintance.

In using the above advertisements it is well to add a list of articles and prices and any other items which may interest the reader and secure his custom. NEMO.

Advertised Eggs Not Laid Yet.

Sarnia (Ont.) Correspondence Printers' Ink. George Wenino, a grocer at this place, made arrangements with farmers to have a large quantity of eggs delivered at his store a day or so before they are so greatly in demand. He knew they would be as fresh as eggs could be, so he advertised them in the daily papers a couple of weeks before he had them in stock, laying particular stress upon their freshness, and in every advertisement up to within two or three days before Easter, stated the fact that they "weren't laid yet." He had an unprecedented sale of eggs, and has a positive knowledge that a good deal of it was attributable to the use of the phrase quoted, as dozens of customers would jokingly inquire if those eggs were laid yet. The idea may not have been new, but it worked in this case.

Pleasant Labor.

"Nan, doesn't it trouble you for Jack to have rheumatism in both arms?" "Well, when he calls I have to do part of his work for him."

The Basis for Advertising.

From the Chicago Apparel Gazette.

The extremes of belief regarding advertising are to be found in those merchants who insist that advertising does not pay and those who seem to imagine that advertising is all there is to business. The first named are often the resultants from acting on the belief of the last named; they have advertised without a suitable basis and the result has been that it did not pay them. The basis for all advertising is the store and its stock. No salesman tries to sell something that he has not got. He knows that even if he exaggerates the value of his goods he must do it carefully and within due bounds. He may claim that the neckwear he offers at \$4.50 per dozen is the best at the price, but he would never think of saying that it is equal in value to goods sold at twice that figure.

Advertisements are nothing but salesmen and the first thing that the merchant must do is to have something to sell; then the nearer he can come to the exact truth in describing the article, the more effective will be the advertisement in increasing his business. It would be a simple matter for any clothier to imagine that his \$10 suits were \$20 suits, and so describe them in his advertisement, but it would have to be a very innocent customer who would not discover that the goods were not as represented, and the merchant would lose business and reputation.

The advertisement only sells goods indirectly by bringing people to the store. If the store is not attractive, if the goods are not suitable and the prices right, the business will be a failure; but not the advertisement. That has done its work when it has brought the customer to the store. The advertisement of to-day is a modern edition of the crier that merchants, in former times, were accustomed to send through the town or through the market place, announcing what they had to sell. If persons who responded to the call of the crier found that the goods were as represented, they would listen for him another time and go regularly to that merchant, but if they once found that his statement was false, the crier became, from that time, no better to them than a dumb man.

The basis of advertising is a well-arranged, attractive store in which it is a pleasure for a customer to enter and do business, and a stock consisting of well-selected, properly-bought articles, sold at prices which afford the customer full value for his money. If the merchant does not have these, his advertisement, no matter how attractive, or how well written, will be a detriment to him. It will not be a failure, but it will prove him to be trying to secure business by false representations. Every merchant is obliged to advertise more or less, because his competitors do so, but advertising alone will not make the business a success; other things are equally important and it is almost always the lack of a suitable basis that causes merchants to proclaim that advertising is not what it is said to be.

Every live paper devoted to any branch of business devotes more or less space to the subject of advertising, because, in the first place, good advertising is essential to a successful business, and, secondly, there is much that can be taught regarding it. It is not a subject that is so exactly defined that anyone can say that they know all about it. Some know more than others, but none know it all. The writers of such articles invariably assume that the merchant has a proper basis for his advertising story, and to such merchants their advice will be of value; to others we say, before you begin advertising, be sure that the store will bear out the assertions you make in your announcements; that is, have a basis for your advertising. Your store is your first advertisement.

A Mistake of Retailers.

From Advertising World.

Some are led astray by trying to push their wares by a species of advertising suited for an entirely different line of

goods. Take, for instance, such an advertisement as is seen in street cars "Use Freckle Chaser, the Great Complexion Purifier." A local advertiser sees this "attention attractor," as it is technically known, and, finding that his neighbor's attention is also arrested by the same advertisement, reflects that "brevity is the soul of wit," and concludes this is the only kind of advertising that pays. He forgets that this particular lotion for the epidermis has been thoroughly advertised in the magazines and newspapers for months or years, where its advantages have been discussed in an argumentative way, and that every druggist in the country is posted upon its good points and is ready to impart the information. He forgets, in short, that the line which he has read is simply to recall to his mind that he has read a longer, convincing advertisement elsewhere, and that this "attention attractor" which he now sees is simply to recall to his mind the name of an article whose acquaintance he made long ago. There is a great deal in having your name, or that of the article you are selling, a familiar one in the ear of the public, but you have known the names, and the business of scores of men for years with whom you have never had a single business relation. In advertising, as with all canvassing and soliciting, the first essential is the creating of an interest and the desire of possession in the mind of the prospective purchaser. When you can write that kind of an advertisement you have one that "pulls."

The Dream-Town Show.

There is an island in Slumber Sea
Where the drollest things are done,
And we will sail there, if the winds are fair,
Just after the set of the sun.
'Tis the loveliest place in the whole wide world,
Or anyway so it seems;
And the folks there play, at the end of each day,
In a curious show called "Dreams."

We sail right into the evening skies,
And the very first thing we know
We are there at the port and ready for sport,
Where the dream folks give their show,
And what do you think they did last night
When I crossed their harbor bars?
They hoisted a plank on a great cloud bank
And teetered among the stars.

And they sat on the moon and swung their feet
Like pendulums to and fro;
Down Slumber Sea is the sail for me,
And I wish you were ready to go;
For the dream folks there on this curious isle
Begin their performance at eight;
There are no encores, and they close their doors
On every one who is late.

The sun is sinking behind the hills,
The seven o'clock bells chime;
I know by the chart that we ought to start
If we would be there in time.
O, fair is the trip down Slumber Sea;
Set sail and away we go;
The anchor is drawn, we are off and gone
To the wonderful Dream-Town show.
ELLA WHEELER WILCOX.



**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.

Around the State

Movements of Merchants.

Clare—Wm. H. Goodman has sold his hardware stock to John R. Goodman.

Sault Ste. Marie—Comb & Beatty succeeded Geo. Comb in the grocery business.

Jasper—A. B. Green succeeds Smith & Green in the grocery and meat business.

Lakeview—Netzorg & Gittleman have purchased the grocery stock of E. C. Saxton & Co.

St. Johns—Woodruff & Tromp succeeded Geo. Woodruff & Co. in the boot and shoe business.

Benton Harbor—Sherman & Boss succeeded Harrison Sherman in the bazaar and crockery business.

Saginaw (W. S.)—G. A. Alderton is succeeded by G. A. Alderton & Co. in the wholesale grocery business.

Blissfield—Wilcox & Holt, dealers in implements and vehicles, have dissolved, O. H. Holt succeeding.

Muskegon—John J. Howden has merged his plumbing and gas fitting business into a stock company under the style of the J. J. Howden Co.

Vermontville—L. Marsh has purchased the interest of E. A. Campbell in the meat market firm of Folger & Campbell. The new firm will be known as Folger & Marsh.

Hart—The W. Stitt Grocery and Provision Co. has sold its stock to S. D. Young and John H. Bouton, who will continue the business at the same location under the style of Young & Bouton.

Ishpeming—I. E. Swift, dealer in heavy hardware and mining supplies, has issued a very fine calendar for 1897. Each page—there is one for each month—has a picture of some mining or lumber scene upon it.

Kalamazoo—Another mortgage for \$1,464.63 has been filed by N. E. Yesner in favor of Ederheimer, Stein & Co., of Chicago, the same to cover the stock and fixtures of the Yesner clothing store, except that covered by previous mortgage amounting to \$8,750.

Eaton Rapids—A grocer of this place has suffered so much from the people who always sample everything which is open in a store that he has placed on his raisin box, which was the principal point of attack of such gentry, a sign which reads: "For sale—not free."

Petoskey—L. J. Pattingill surprised his friends last week by uttering a mortgage to a local creditor to secure him for advances alleged to have been made in cash. As the sum stated in the mortgage exceeds the amount of the stock in the store, it is conceded that the merchandise creditors may as well charge off their accounts to profit and loss.

Owosso—E. Connell, of Ft. Wayne, Ind., lies in jail here on a charge of obtaining goods under false pretenses, the allegation being that he purchased a quantity of apples from Joseph Olcott, of Bennington, claiming that he owned real estate near Indianapolis, Ind., and that he was perfectly responsible. He made no objection to accompanying Undersheriff Craue, who has the requisition papers.

Manufacturing Matters.

Marshall—A. B. Wagner has succeeded J. L. Dobbins as manager of the J. L. Dobbins Furnace Co.

Detroit—Stanton & Morey, manufacturers of pants, shirts, etc., have dissolved. The business will be continued by M. M. Stanton.

Monroe—The creamery and cheese factory owned by the Monroe Butter and Cheese Co. was totally destroyed by fire Jan. 9, involving a loss of \$4,500. The plant is covered by insurance, but the heavy loss falls upon the farmers, who will have no way of disposing of their milk except by feeding it until the plant is rebuilt.

Kalamazoo—Senator H. B. Colman and H. B. Fisher, of this city, and Joseph B. Algire, of Westminster, Maryland, have purchased the principal property, material and patents of the old St. John Plow Co. from the creditors. They have practically decided to lease the building and machinery for one year, with the intention of working up the raw material on hand. It is also understood that the three gentlemen have made up their minds to move the business to Indiana, taking advantage of a bonus offered by a boom town in that State.

Manistique—A number of important changes are about to be made in the management of the Chicago Lumbering Co. W. H. Hill, the Superintendent, and J. D. Mersereau, the Treasurer, retire. Mr. Hill goes to Marinette, Wis., and Mr. Mersereau to Chicago. A. J. Fox, of Detroit, succeeds Mr. Mersereau as Treasurer. It is not known definitely who will succeed Mr. Hill, but it is thought it will be W. H. Quick, who is now manager of the mill property. A. E. Stetson (Edson, Moore & Co.) is appraising the stock of dry goods.

The Produce Market.

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

Beans—The market continues dull and uninteresting, the absence of export demand causing a sluggish condition.

Butter—Fancy dairy brings 10@12c and factory creamery fetches 20c. Receipts continue liberal.

Cabbage—45@55c per doz., according to size and quality.

Celery—15c per bunch.

Cider—\$4 per bbl., including bbl.

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

Eggs—Contrary to expectation, the advent of cold weather has not stiffened up the price, which is fully 1c lower than a week ago, fancy candled stock bringing only 16c. The low price of fresh has thrown cold storage and pickled completely in the background, few sales having been made during the past week.

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

Honey—White clover brings 13c. Dark buckwheat is slow sale at 11c.

Nuts—Ohio hickory, \$1.50 per bu.

Onions—Spanish are in fair demand, commanding \$1.25 per bu. crate. The advance in home grown has been fully maintained, the market ranging from 55@65c, according to size and quality.

Potatoes—The demand during the week was quiet, and quotations on all grades are steady and unchanged.

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

Sweet Potatoes—Kiln-dried Illinois are in good demand at \$2 per bbl.

So many Christmas toys sold in the United States have their origin in Nuremberg or other German cities that it is a matter of curious interest to find none on sale in the big Paris shops. Patriotism forbids exhibition of the label "made in Germany," which has caused such a fuss in England, and as a result only toys of French manufacture are to be found in the world-celebrated bazars. The display was never finer than this year, and the chef d'oeuvre was an Arab on his steed, each life size and in all the panoply of war.

The deepest and most useful lives are often the least ostentatious.

Jackson Retail Grocers' Association.

The regular meeting of the Jackson Retail Grocers' Association was held at the office of the Association, Jan. 7, Vice-President Geo. E. Lewis in the chair.

The special committee on Sixth Annual Social Meeting reported progress. On motion, it was decided to hold the social the last week in January or the first week in February, the programme to consist of some brief addresses, music, dancing and a lunch, to be prepared by Hill Bros.

The question of changing the night of meeting, on account of numerous members having other meetings to attend on our regular night, was discussed. The matter was laid over and a committee was appointed to investigate the matter and ascertain the feeling of the members.

The Secretary read some correspondence from the Secretary of the Federation of Grocers of the United Kingdom in relation to the advisability of holding a convention of retail grocers at the Paris Exposition in 1900.

The subject of oil being peddled to consumers by Scofield, Shurmer & Teagle, which had been complained of by some of the grocers, was brought before the Association. The Secretary said that he had investigated the matter and had been shown the books of the oil house and found that the charge was not true. Scofield, Shurmer & Teagle furnish oil to men who peddle on their own account. The manager informed the Secretary that they have no peddlers in their employ, and, if the Standard Oil Co. will refuse to sell to those that peddle, the Scofield house will do the same.

The meeting was a lively one and the prospect for a good time at the sixth annual social is good, for the committee who have it in charge know how to provide a good time.

W. H. PORTER, Sec'y.

Fifteen Out of Fifty-Four.

Detroit, Jan. 8—At the examination session of the State Board of Pharmacy, held here this week, forty-two applicants for certificates and twelve for assistant's certificates were considered and the applicants examined. The following were admitted as registered pharmacists: O. A. Brehler, Mt. Clemens; Ida M. Covey, Detroit; W. E. Dean, Hanover; C. R. Mabey, Britton; A. McKay, Detroit; E. J. Ostrander, Dundee; N. G. Pearce, Elsie; W. Pennington, Traverse City; G. P. Sack-

er, Owosso. Assistants, N. E. Aronstamm, M. Ascher, T. Belanger, J. G. Holland, E. A. Upton, C. J. Winans, all of Detroit.

The next examination will be held at Grand Rapids, March 2 and 3.

A Useful Rule.

"They say it calms the mind to let the eye rest on the distant horizon."
"That's a fact; when I see a man to whom I owe money it always quiets me to look steadily into the distance."

An inspector of schools was one day examining a class of village school children, and he asked them what was meant by a pilgrim? A boy answered, "A man that travels from one place to another." The inspector, with elaborate patience, hoping to elucidate intelligence, said: "Well, but I am a man who travels from one place to another. Am I a pilgrim?" Whereupon the boy promptly exclaimed: "Oh! but please, sir, I meant a good man."

The Louisville Leaf Tobacco Exchange announces that the sales of tobacco there during last year aggregated 165,749 hogsheads, next to the largest in the history of the trade. How much of the leaf has been converted into genuine Havana cigars is not stated.

Too many women keep their most gracious smiles and prettiest gowns for company, instead of donning them for the home folks' benefit.

Simple Account File

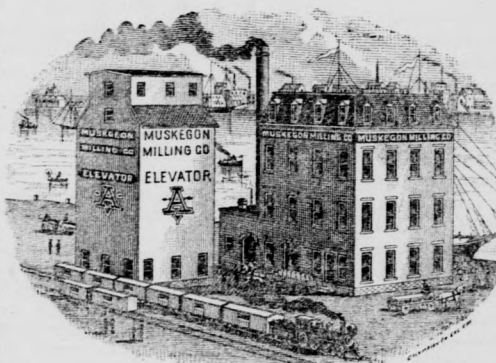
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Printed blank bill heads, per M... 1 25
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TRADESMAN COMPANY,

Grand Rapids.

MUSKEGON MILLING CO.



Self-Rising Buckwheat Flour

Best on the market.
Be sure to have this in stock.



1897 VALENTINES

Quick sales. Big profits. Good Assortment.
Small investment. Brightens up your store.
Get catalogue and prices from

FRED BRUNDAGE,
MUSKEGON, MICH.

Grand Rapids Gossip

Frederick A. Schnable has opened a meat market at 87 Plainfield avenue.

Edward R. Vander Veen has sold his hardware stock at 36 West Leonard street to B. Laubach & Son.

W. H. Green has opened a grocery store at Byron Center. The Musselman Grocer Co. furnished the stock.

Berend and Ralph Teunis have opened a feed store at 240 Straight street under the style of Teunis Bros.

C. C. Nightingale has embarked in the grocery business at Gobleville. The stock was furnished by the Musselman Grocer Co.

Peter Braam succeeds Stanislaus Rzakowski in the meat business at 194 Fourth street. Mr. Rzakowski has removed to Detroit.

Jacob J. Berg & Co., dealers in groceries and bazaar goods at 281 Alpine avenue, have dissolved partnership. Mr. Berg will continue the grocery business and Arie Hoogendorp will continue the bazaar and notion business.

Geo. W. Williams has purchased the grocery stock formerly conducted by Milo T. Jeffreys, at 460 Grandville avenue, and announces that he will shortly remove it to the vacant store at the corner of Spring and Island streets.

Myron H. Walker and Gerald Fitz-Gerald have formed a copartnership under the style of Walker & Fitz Gerald for the purpose of conducting a law and mercantile business. They will have their offices in the Houseman building.

S. J. Thompson & Co. have sold their grocery stock at 400 South East street to Wm. Andre, formerly with the Olney & Judson Grocer Co., who will continue the business at the same location. Thompson & Co. are negotiating settlements with some of their creditors on the basis of 50 cents on the dollar.

M. J. Clark, Frank Jewell and Fred B. Clark have gone to Duluth, where they expect to remain three or four days for the purpose of determining how much of the Clark timber it is advisable to cut and market during the coming season. For the purpose of handling the product, the firm of Clark & Jackson will be formed, Fred B. Clark removing to Duluth to look after the details of the business.

At the annual meeting of the Ideal Clothing Co., held Jan. 12, N. W. Mills, Arthur H. Mills, H. L. Miller, C. W. Granger, H. E. Botsford, P. E. Clapp and Geo. W. Avery were elected directors of the corporation for the ensuing year. At a subsequent meeting of the directors, N. W. Mills was elected President, H. L. Miller was elected Vice-President and Arthur H. Mills was elected Secretary and Treasurer.

The semi-annual meeting of the Michigan Retail Grocers' Association will be held in this city on Wednesday and Thursday, Feb. 17 and 18, opening with a business session on the morning of the first day named. A complimentary banquet will be tendered the visitors on Wednesday evening at one of the hotels. An interesting programme is being prepared by the Secretary, an outline of which will be presented in the next issue of the Tradesman.

The J. C. Wiesenger Awning Co., of Adrian, has opened a factory at 2 West Bridge street.

Chas. F. Dickinson, who was recently apprehended by the officers of the United States Court on a charge of fraudulent use of the mails, has been released from custody on the request of one of the complaining witnesses, Frank B. Watkins, of Hopkins Station, who wrote a letter to the Assistant District Attorney, stating that he had come to the conclusion that Dickinson was actuated more by pigheadedness than by criminal intent. Mr. Dickinson announces his intention of continuing the produce business on a cash basis.

Sounds a Warning Note.

Grand Rapids, Jan. 11—As the time is drawing near for my contemplated first annual visit to the retail grocers of this city, for the purpose of collecting the annual dues and, at the same time, soliciting applications for membership from those grocers not already in our ranks, permit me to give notice of same through the columns of your paper, and also to review the work the Association has accomplished since its organization, as follows:

1. Early closing.
2. Uniform price on granulated sugar.
3. Uniform peddling license.
4. Closing one day for picnic.
5. Abolishing Christmas presents.

On account of your close attention to our Association and the deep interest you have always manifested toward its success, you will bear me out in what I state in regard to what we have accomplished, and I believe you will also agree with me that the half has never been told.

In the face of all this, and realizing that the annual dues have been placed at the small sum of \$1 per annum, or 2 cents per week, does it not seem to you that every grocer in this beautiful and enterprising city should join with us in helping the good work along?

I wish also to call attention to a committee appointed some time ago for the purpose of consulting with the city millers in regard to placing their flour on the rebate plan, which, if accomplished, will be of great benefit to every dealer, as it will afford a small margin on every sack sold, instead of a loss, as is frequently the case.

It is a conceded fact, well known to any business man, that, in order to do anything beneficial to us all, it must be accomplished through the medium of organization, and we desire every grocer in Grand Rapids, large and small, to join with us and assist in accomplishing the results sought.

I will begin the campaign on or about Jan. 25, and expect to be received by every grocer with open arms and purse—to the extent of \$1 for 1897 dues.

HOMER Klap, Sec'y.

Purely Personal.

James Stewart, of the James S. Stewart Co., Ltd. (Saginaw), is confined to his home by a serious fall down the elevator of his store, which resulted in bad bruises on the body and possibly a fractured rib.

Bert C. Preston, who has conducted a private bank at Armada for several years, will incorporate his bank under the name of the Macomb County Savings Bank. The capital stock will be \$25,000, which is all subscribed.

G. K. Coffey, the White Cloud grocer, was in town Wednesday on his way to Chicago, where he expects to remain several days. Mr. Coffey announces his intention of retiring from business as soon as he runs across an acceptable successor. He has been engaged in trade nine years and has established an enviable record.

The Grocery Market.

Sugar—Nos. 4 and 5 were marked down a sixpence on the 11th and the next day the entire line of soft grades, excepting Nos. 14 and 15, were marked down from a sixpence to an eighth. A new grade of soft sugar—to be known as No. 16—has been added to the list.

Coffee—The market is very strong and an active demand has prevailed during the week from all points. The position of the market is one of considerable strength and it looks as if coffee purchased now would prove profitable. There has been some demand for Maracaibos, and prices are very firm. Good grades scarce. Javas firm and unchanged. Mocha is quiet and steady. The only important development in the package coffee war is the announcement that the remaining sixty shares of Woolson stock, which the Sugar Trust had not been able to obtain, had been sold to Arbuckle Bros. This is an extremely shrewd move and shows exactly what stuff the Arbuckles are made of. The possession of these sixty shares of stock, while it will not enable Arbuckle Bros. to control in any sense the affairs of the Woolson Co., will give them some insight into the inner workings of the company, and will also furnish a foundation for a sensational move which they are said to be intending to make a little later. The Sugar Trust has admitted all along that it expected to lose considerable money in this fight. The losing of this money will mean that the Woolson Spice Co. will be run at a loss, under which circumstances any stockholder will have the right to apply to the courts for the appointment of a receiver, which is exactly what Arbuckle Bros. are said to intend to do. They have thus gained a decided advantage by this purchase of these few shares of stock.

Rice—Under a modification of prices domestic sorts are selling in about equal proportions to foreign. Advices from the South note an easing of prices at all points and, as a result, greatly enlarged enquiry. The forward supply is much less than at the same date last year and no further recessions of value are likely to occur, but, on the contrary, a prompt restoration of all former features. Foreign styles are active. Just at the moment domestic is a sharp competitor.

Canned Goods—The elements of weakness which have dominated the market for some time have apparently disappeared. Tomatoes are very strong, with more buyers than sellers at the full market price. Unless all signs fail, tomatoes will be considerably higher during the next few months. Prophecies that before May they will be 15c per dozen higher than at present are heard from conservative authorities. Corn is rather dull, and very little is selling. Several lots which have been floating about at shaded prices have been cleaned up, and the market is firm at the full price. There are said to be some lots of '95 corn on the market and these, if pushed, may lessen the chances of an advance in the pack of '96, which was admittedly short. Even in the face of this, however, there is a probability of an advance of 5c per dozen in corn. Peas are very much neglected, and the only demand is for seconds, which are scarce and liable to be higher.

Provisions—The demand for provisions is light, probably more so than is usual at this season, which marks the time of smaller consumption. It is hard to predict the future of the provi-

sion market during the coming season, but improved business conditions and a better trade, the trade hope, will bring very much better prices than those at present ruling. There has been a decline in the price of smoked hams, but lard and the rest of provisions remain unchanged.

The Grain Market.

The wheat market took the wrong course during the past week, futures dropping about 4c and cash wheat declining about 5½c from the high point. Notwithstanding the fact that the situation is daily growing stronger, the bears pound down the price, in the face of the small receipts in the winter wheat section. The same is true of the receipts in the Northwest. The visible showed a decrease of 779,000 bushels during the week. The exports from both coasts were liberal, being more than 3,000,000 bushels, but all this did not prevent us from recording lower prices. However, it is the opinion of the writer that we will see a different state of affairs before long and that prices will advance considerably above the present quotations. The foreign demand continues to be good. We are shipping to India. Argentine exported only 8,000 bushels and probably its exports will not be much larger until after her harvest, which, from the present outlook, will be very unsatisfactory in quality as well as quantity. Our visible continues to melt away and millers find it very difficult to get enough wheat to keep their mills in operation, and the question is, Where are we to get our supply from until harvest? Only time will tell.

Coarse grains, especially corn, seem to have gained strength, as there were 4,100,000 bushels exported, which is the largest amount exported in one week for years. Oats remain about the same with a downward tendency.

The receipts during the week were: wheat, 37 cars; oats, 5 cars; rye, 1 car. The mills are paying 84c for wheat.

C. G. A. VOIGT

Flour and Feed.

The flour markets have recovered somewhat from the usual holiday dullness, and we are now able to report a much better demand for all grades. Prices have reacted somewhat from the top and liberal orders are coming along for prompt January shipment.

The demand for ground feed, coarse meal, etc., is usually high for this season of the year, and we can only account for that condition by the fact that we have been entirely without sleighing, so far as any heavy teaming work is concerned. We do not look for any improvement until we get snow.

Oats are in fair demand, but the price is low, and the quality of Michigan oats this year is anything but satisfactory. Rye and buckwheat flour remain about the same, which is very low in comparison with wheat flour. This, undoubtedly, has a tendency to strengthen trade on these goods.

WM. N. ROWE.

The best way to remember anything is to thoroughly understand it, and to recall it often to mind. By reading continually with great attention, and never leaving a passage without comprehending it well, we cannot fail to improve the memory.

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

Fruits and Produce.

History of Cheese—Traffic in the Staple at Minneapolis.

From the Minneapolis Commercial Bulletin.

Cheese is an ancient and honorable item of food. It came before the cow came. In the days when the people of the Far East kept goats and camels, because they were the stock that would stand unlimited abuse and would thrive on neglect, cheese was as old as some of the cheese sold on the commission market in this city. How came it that cheese was discovered before the cow came to be an inhabitant of the barnyard? The goat did it, and the camel helped. Cheese from goats' milk was one of the things the old nomadic people of Arabian sands thought was about the food fit for the gods. If you should take a stroll through Arabia and the ragged remnant of the Holy Land to-day, you would find the people eating the same kind of cheese they ate three thousand years ago. This is a curd pressed into a block, as hard as a sea biscuit, and about as delicious. But this cheese has one thing in its favor—it is so hard it turns the bill of the cheese skipper. This cheese does not turn green, and sharp, and degrade itself from fancy full cream to fish bait. The Bedouins do not let it do so. They save it before it gets to that point.

Cheese as it is now made was a food for the English people as long ago as the days of King Alfred, and many generations before the Normans set foot on the British Isle. They made cheese in those days when a cow did not give more than a thimbleful of milk at a milking, and when it took five or ten cows to do what one cow can now do in the way of furnishing material for cheese building. It is probably safe to say that the cheesemaking industry—if you count in the increased capacity of the cow by way of good breeding—has made a longer jump in the last century than it had made in the thousand years previous. It was not very long ago when the poor people of this country thought a bite of cheese was a luxury to be indulged in on Sunday, or maybe on a National holiday. But to-day crackers and cheese are considered a poor man's poor lunch, much as a crust of bread and a gourd of water was once his lot.

It was but a few years ago when cheese began to go to college. Before that date it was thought beneath the dignity of a scholar to do anything with cheese, except it might be that he nibbled it while thumbing his Greek lexicon. Instances of this sort may be found in the biography of poor boys who became great scholars and wrote books that opened the eyes of the world. But to study cheese was a thing unthought of until, as I have said, the present century, and, generally speaking, the last quarter century. This brings the real science of cheese down to our own day and generation, and so makes it a very interesting thing. Men fumbled with cheese, and women helped at it, and sometimes they made good cheese, and made money at it, and sometimes they made up a lot of stuff that the hogs wouldn't eat. I remember, when a lad, the first cheese factory that was started in our neighborhood. A very commonplace neighbor, with a large idea of himself and a small experience in doing anything right, read a cheese pamphlet, set up a cheese factory and advertised for milk. His first season's cheese swelled up, grew soft in the middle, turned green, stank, and what could not be shipped green to St. Louis to save it was buried in the woods out back of the barn. He lost all his money, and the neighbors lost all their milk, and cheesemaking got a black eye in that country from which it did not recover for a decade.

But, as I said, cheese went to college. It started down East, probably in "York State." But it soon came to the Wisconsin University, and made great strides. By and by, it became almost as popular a thing to go to the dairy school over behind University Hill as to the school of letters on the hill, and

now there is no lack of graduate cheesemakers in the State of Wisconsin. Minnesota saw the good thing, and knew it was a good thing, and forthwith she began doing the same thing. To-day there is a better cheese made in this State than there was a year ago, and a much better cheese than could be found here ten years ago, and moreover there is more of it made. New York seems to have held lead in cheese since the very start, and Wisconsin follows second, but Minnesota is getting right up to the shoulder of Wisconsin, as can be seen by the quotation on cheese in this market. Some of the commission men here say the State Cheese College is teaching the boys to make too hard a cheese; and this may be so, for it is often the case that the school men get out of touch with the world's drift. But the cheese school men will be brought about very shortly to make what the world wants to eat, for it is money in the pocket to feed the world that which tickles its palate.

There is one peculiar thing about this market on cheese—we want a light, uncolored cheese. Fact is, we will not take anything else. Now St. Paul, Chicago, Milwaukee, and, in fact, almost any other market, wants colored cheese. It looks better. But we will not pay within a cent or two of the top price for colored cheese. The Wisconsin and New York factories that make cheese for Minneapolis have to make a special cheese for us. Their tubs and pans must be washed free of all color. I have not found a cheese merchant who can tell why this is so. Some think it is because there is so great a Scandinavian population drawing cheese supplies from this market, and that, inasmuch as they are generally blonde, they want a blonde cheese. But be this as it may, this peculiarity prevails, and the wise cheese merchant takes cognizance of it, and acts accordingly.

This is a great market for cheese. Probably as much cheese is sold here as in any city of its size on the continent. Just now it will be found that the large cheese stores of the city are well filled with cheese for use during the winter and next spring. There will be little cheese brought in from this date until about the first of May, when the country pastures grow green once more.

Comes to the Rescue of Ladle Butter.
Geo. A. Cochrane in Produce Review.

I have read with no little interest A. W. Johnson's hot retort to Professor Alvord on the subject of ladle butter, and fancy there can be little doubt that Mr. Johnson will be thoroughly endorsed by the trade generally. I notice the Professor takes as absurd a stand regarding imitation creamery and ladles as Ex-Governor Hoard, of Wisconsin, does regarding these two important grades of butter. Governor Hoard, commenting on some of my articles in previous years regarding imitations and ladles, thought them of little interest in the development of dairy knowledge and understanding; that they were more essential to the manipulation of the jobber, and not to the technique of the business from a legitimate standpoint. It is really strange and regrettable that two such prominent gentlemen view these two grades of butter as they do. They should know, as everyone in the business knows, that the ladle packers have been and are precursors of the creamerymen. They are as essential to the development of the butter industry, in a new country, as babyhood, or the breast or nursing bottle is to the full-fledged man. Do these gentlemen think it feasible that capital will go into an undeveloped section of the country and erect a creamery plant first, and then wait for dairymen to follow them to give them the raw material? This is like trying to build a house by commencing at the roof and finishing up with the foundations.

This ladle business has been for years and is now practiced largely in Europe, more especially in France and Germany. Some of the finest makes of fresh butter are finished by the ladler, but I must say on very different lines from what is done in this country by

the majority, great attention being paid to cleanliness and dispatch from the time the butter leaves the churn until it is on the table of the consumer, and rarely more than a day or two is occupied thus, and very seldom over a week.

In the opening up and development of our Western country the pioneer farmers have had to begin in a small way. They have had to look for a market for what butter they could make in excess of their own consumption, and the ladler has followed these pioneers at gradual periods, only to be dislodged by the creamerymen as soon as the production of milk within a certain radius was sufficient to induce the erection of a creamery. This mode of procedure will continue and must be encouraged in every possible way. However, there is no doubt that it will eventuate in butter's being generally produced by the creamery, and on the creamery system all over the country, and the creamery system of the next generation will make the system of to-day look as crude as the ladle system of to-day is to the creamery of this period.

There is no doubt a great deal of ladle butter is put up in a most uninviting way, showing ignorance or greed, and in most cases both, by some of the ladlers, who think it is only necessary to hash up anything in the shape of butter, adding paint to give it Graham's orange color, to prevent consumers thinking they are using margarine, as well as filling it with salt to a fraudulent extent; but I am pleased to note, within the last year, a greater improvement in the matter of coloring and salting, as well as grading, for the foreign markets than has been shown by creamerymen in producing their article for the same. To-day many ladlers are producing an article, from the current receipts of the farmers' fresh rolls, which is a better article than half the creamerymen are producing and is worth more for home and foreign markets than half of the butter now in cold storage, that is called fine creamery butter by the deluded holders.

I claim that, the more encouragement given to producers of the packing stock that the ladler wants, the sooner creameries will follow, thus increasing the dairy industry of the country. Ladlers are awakening to the fact that it is absolutely essential for them to put up their product as quickly as possible from the churn, and in a more inviting manner for foreign outlet, and this is being accomplished more in the matter of coloring with only a pale straw color and salting very lightly.

I have claimed in the past that a great deal of ladle butter has been put up in a manner that, when presented to the consumer, is more unclean and unwholesome than good pure margarine as made in Europe, and I see no reason to alter this opinion to-day, but it does not necessarily follow that the matter of lading should be condemned or abolished entirely. It is as essential to the further development of the butter industry as the cow itself is and for reasons given above.

I often wonder what the dairymen's position would be were they to take all the dairy journals that are published in this country and read them through; the nonsense that many writers advance would make the position of the "man and his donkey" a perfect picnic compared to what the dairymen's position would be were he to try to wrestle with them for advancement in his art.

Little Mr. By-and-Bye.

Little Mr. By-and-Bye,
You will mark him by his cry
And the way he lingers when
Called again and yet again,
Gloom if he must leave his play,
Though all time be holiday.

Little Mr. By-and-Bye
Eyes cast down and mouth awry!
In the mountains of the moon
He is known as Pretty Soon.
And he's cousin to Don't Care,
As no doubt you're well aware.

Little Mr. By-and-Bye
Always has a fretful "Why?"
When he's asked to come or go
Like his sister, Susan Slow:
Hope we'll never, you and I—
Be like Mr. By-and-Bye.

CLINTON SCOLLARD.

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"Illinois Jersey Sweets"

are grown in Illinois from New Jersey Sweet Potato Seed. They are just as fine, but cheaper. We have them by ear lot or less, also

CAPE COD CRANBERRIES, SPANISH ONIONS, ORANGES, LEMONS,
FANCY WHITE CLOVER HONEY.

BUNTING & CO.,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

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

MOSELEY BROS.,

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

GOTHAM GOSSIP.

News from the Metropolis--Index to the Market.

Special Correspondence.

New York, Jan. 9.—Jobbers are getting things in shape for the coming season at a great rate. Old goods have been cleared out as far as possible at any figure they would bring and stocks generally have been burnished and brightened and put into good shape. Now all we need is buyers—lots and lots of 'em. Let them come from Maine to California—New York is ready for the onset. Just now we are waiting. The crowd is certainly coming, but the advance guard is not yet in sight, if we except quite a fair number of buyers of dry goods who have arrived and are busily engaged on the spring business.

No weakness has developed as yet on anything and this is cause for congratulation.

The coffee market is almost surprisingly firm and Rio No. 7 is well held at 10 1/4c. Whether the present state of affairs is a substantial gain or simply the little reaction that comes after the dull trade before the holidays, remains to be seen. Mild coffees are firm, in sympathy with Rios, and the week is decidedly a good one for the coffee trade. During last year Arbuckles imported 748,897 bags of Brazil coffee, thus keeping their accustomed place at the head; they were followed, at some distance, by Hard & Rand, with 420,170 bags, and so on down to F. MacVeigh & Co., the first above the 10,000 mark, with 10,155 bags.

There is a better demand for refined sugar and granulated has gone out in a very satisfactory manner, although there is still room for improvement. There have been no new developments in the coffee-sugar war that the general public are not familiar with. Nobody seems to be sorry that the fight is on. Arbuckles say that they are spending their own money, while the Trust is using that of many stockholders.

The general monotone in teas continues, with a little more interest manifested in certain lines if the tea is really desirable; but the bulk of offerings is the usual "stuff" and sells for "sixpence."

Dealers in rice are experiencing a better trade and are feeling quite hopeful. Quite a good many orders have come by mail and wire and from all parts of the country. Stocks in the interior do not seem to be very large and, if the tariff is "adjusted" satisfactorily, we "may be happy yet, you bet."

Spices have moved. That's all. Trading has been limited in volume and prices show no strengthening. Matters might be a good deal worse, however, and, if they grow no more so than at present, there will be cause for thankfulness.

Best grades of molasses are not in large supply and prices are well adhered to, although the demand during the week has been rather limited. Syrups are in fair demand at unchanged quotations.

Canned goods are very little in evidence. The demand for tomatoes has been quite good since the close of the year, but other lines have gone out in a very slow way and prices show very little improvement. In fact, it is a buyers' market. Tomatoes under 70c have been pretty well cleaned up and the run is from 75@80c. Salmon is quiet and steady, without change.

In butter the week was a dull one. Prices showed an inclination to sag and, as the supply seemed abundant, the condition was not, altogether, a satisfactory one from the sellers' standpoint.

The condition of the cheese market is certainly encouraging and prospects are favorable for a better range of prices. Fancy September is worth 10 1/4c and in some instances 11c is the asking price.

Eggs are quiet, with best Western held at 19c. The supply and demand are about equal.

Fruits and nuts have taken a rest after the holiday trade and dealers are resting. There is a fairly good demand for oranges, but other lines are easy.

The arrivals of dried fruits have been large enough to check any anticipations of an advance in quotations. The demand is of an average character.

Provisions are steady and the feeling among dealers is one of a good deal of confidence.

Beans are held at former rates, with the trading rather limited.

Why Michigan Potatoes Occupy an Unenviable Position.

William Woodhead in Manistee News.

I would like to call the farmers' attention to the present system of raising potatoes, and the unenviable position they have allowed the tubers raised in this State to occupy in the principal markets of this country, through their sheer indifference to properly cultivating them. The majority of farmers think they can raise fine crops of potatoes at the least expense and trouble by planting them the latter part of June, and in some instances as late as July, with an idea that they have less potato bugs to fight and, consequently, less Paris green to buy.

Some believe in signs, by not planting until about the full moon in June, and all such nonsense. Another very serious feature is, a large number of farmers are not careful enough in selecting good healthy potatoes for seed, but use culls and unsalable stock for the production of their crops, especially so if the market price of potatoes is as high as it was up to two years ago.

What is the result of this poor seeding from seed continuously taken from previous crops raised in the same locality, and unreasonable planting at that? It has placed Michigan potatoes from the highest to the lowest position in the list in commanding prices on the market, with remarks from buyers anything but pleasant to the ears of the shipper when the quality is seen.

While recently in Chicago with a cargo of potatoes, I saw Michigan stock sold so unripe that it was a shame to prepare them for food for the human stomach.

Having handled potatoes as a shipper for four years, spring and fall, I have observed that potatoes planted in the latter part of May or the first part of June reach maturity before our fall frosts come, while potatoes planted in the latter part of June are not as good. I saw stock, when in Chicago in November, that came from Wisconsin and other points in the Northwest that readily commanded five to six cents per bushel more than our Michigan potatoes, and it is only a few years since it was just the reverse.

It is admitted by experienced dealers in this line that Michigan has a climate and soil that cannot be excelled in the production of potatoes, and if farmers will pay more attention to the raising of thoroughly ripe white stock, there is no reason why they cannot secure the highest prices the market offers.

I am no farmer and know nothing about the yield per acre of the different varieties of potatoes, but I do know that a car of thoroughly ripe and healthy looking white potatoes will sell for \$30 to \$40 more than a car of unripe skinned-up stock. This kind of work must be stopped and the quickest way to do it is for potato buyers to have a mutual understanding to blacklist all farmers who raise inferior potatoes, and not buy a bushel of such at any price for consignment to the market. Let those farmers who raise good stock be paid well for their work and those who raise poor truck keep it at home to feed to their stock, which is the proper place for its consumption.

Proposed Draft of Measure Amending the State Peddling Law.

Section 1. The People of the State of Michigan enact, That the township board of any township shall provide for the granting of licenses to hawkers, peddlers and pawnbrokers or persons engaged in the business of selling or peddling goods, chattels, wares, merchandise, or refreshments by going about from place to place in the township for that purpose, or from any

stand, cart, vehicle or other device, in the streets, highways, or in or upon the wharves, docks, open places or spaces, public grounds or public buildings in the township: Provided, That in no case shall such license exceed the sum of one hundred dollars or be less than ten dollars.

Sec. 2. The action of the township board in granting such licenses shall be by resolution, which shall be spread at length upon the records of the proceedings of the board and the same may be annulled or amended by resolution of the township board, passed at any subsequent meeting thereof and spread at length upon the records of its proceedings: Provided, That such resolutions, or any resolution, annulling or amending the same shall not take effect until twenty days after a written or printed copy of the same shall have been posted in five of the most public places in the township. The person or persons posting copies of any such resolution shall make and file with the township clerk proof by affidavit of the fact of such posting. And in all suits, actions and proceedings where the passage of any such resolution by the township board, or the posting of copies thereof as above provided, shall come in question, a copy of such resolution, and of such affidavit, certified under the hand of the township clerk, shall be prima facie evidence of the due passage of such resolution and of the posting of copies thereof.

Sec. 3. No license shall be granted for any term beyond the first Monday in May, next thereafter, nor shall any license be transferable. Annual licenses only shall be issued. Each peddler shall give a bond in the sum of \$50, signed by two sureties satisfactory to the board.

Sec. 4. All sums received for licenses granted under authority of this act shall be paid into the township treasury of the township granting the license, to the credit of the contingent fund.

Sec. 5. Every person who shall be found traveling and trading, or soliciting trade, contrary to the provisions of this act, or without the license required by any resolution of any township board passed in pursuance thereof, or contrary to the terms of any license that may have been granted to him as a hawker, peddler or pawnbroker, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any court of competent jurisdiction, shall be punished by a fine of not more than fifty dollars and costs of prosecution, or by imprisonment in the county jail for a period not exceeding three months, or by both such fine and imprisonment, in the discretion of the court before which the conviction may be had.

Sec. 6. It shall be the duty of the supervisor of the township to see that every peddler doing business, or attempting to, in the township possesses a license in accordance with this act, and to make complaint to proper officer against any peddler who is attempting to peddle without a license.

Sec. 7. Nothing contained in this act shall be construed to prevent any manufacturer, farmer, mechanic or nurseryman residing in this State from selling his work or production by sample or otherwise, without license, nor shall any wholesale merchant having a regular place of business in this State be prevented by anything herein contained from selling to dealers by sample, without license, but no merchant shall be allowed to peddle, or to employ others to peddle, goods not his own manufacture, without the license provided for in this chapter.

His Trouble.

"Are you interested in the brotherhood of man, Clarence?"

"Yes, but it is the sisterhood of man that works me for roses and theater tickets."

FANCY GOODS

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

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Both Telephones 10.

STILES & PHILLIPS.

J. M. DRYSDALE & CO.

WHOLESALE FRUITS AND PRODUCE

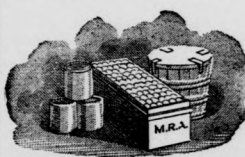
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Navel Seedling and Valencia Oranges,
Bananas, Cranberries, Sweet Potatoes, Etc.

Pure Mincemeat

is the "Upper Crust" from

MEADER & KNUTTTEL,
WEST SAGINAW.



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

HEN FRUIT

Is always seasonable. Eggs "just laid" get the very highest market price with me.

Write me

R. HIRT, JR., Market St., Detroit.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 13, 1897.

MEN AND MACHINERY.

It is a fact, not as generally recognized as it deserves, that the immense use of labor-saving machinery in this country has not lowered wages; but it has, on the contrary, increased them.

Wages are very much higher than they were in 1860, in the "good old times before the war," while the prices of all articles of necessity are vastly lower. The average working man can live, perhaps, 100 per cent. better than he did in those alleged good times, because he has more comforts and conveniences, and more ability to secure them.

The effect of machinery is to increase enormously the productive capacity of each person operating a machine, and at the same time a superior grade of intelligence and of reliability in the management of the machine is required. A machine which costs a great deal of money, if neglected or operated by an ignorant or careless person, might be greatly damaged, or turn out imperfect work, and, as a consequence, a "cheap" operative would, in all probability, prove vastly more expensive than would a better paid, but skilled and reliable, employee.

These facts have had the effect to insure wages in proportion to the responsibility imposed on the workman. The result is that workmen are better paid than ever, and, although the products they turn out must be sold at lower prices, the profits to the manufacturer are made up by the increased sales. These facts are illustrated in the statement that, while 40,000 work-people in Switzerland making watches by hand were able to turn out forty time-pieces in a year to each, every worker in an American watch factory was able, by means of the ingenious machinery in use, to turn out 150 watches.

The result of this development of watchmaking by machinery is that excellent timepieces, which were formerly, on account of the price, confined to comparatively few persons, are now, by reason of their cheapness, placed in the reach of a vastly greater number of people. This rule will be applicable to every branch of manufacture in which machinery is used, and the result is that, while the cost of production is immensely reduced and the prices of the articles themselves are correspondingly cheapened, there is no reduction of wages.

The fact is, American manufacturers, by the use of ingenious machinery, are rapidly becoming able to compete with all foreign production which employs skilled labor. Articles which may be produced by the unskilled labor of European and Asiatic countries are commonly beyond competition by American hand labor, and this is largely the case with agricultural products, and this fact gives ground for the demand by the American farmers for protection.

The result of cheapening the prices of all necessary articles of consumption, while maintaining rates of wages, vastly increases the ability of the work-people to purchase what they need, and it is the home consumption which makes the most desirable market. Where more than 70,000,000 people are to be clothed, fed and housed, the consumption of necessities will be enormous, provided prices are low enough to be in reach of everybody.

The most serious indictment against machinery is that it turns many people out of employment. This is the first effect, and no little trouble results, until there can be a readjustment of labor to the general conditions. When the sewing machine was first introduced, it took away work from many women who had previously lived by the needle. After a while, the prices of the machines were so reduced as that they came within the reach of most women. The cheapening of the machines immensely increased the demand for sewing, as it had the facilities for doing it, and to-day no woman complains of the sewing machine, which either enables her to earn a living, or to get through with her family sewing so as to have time for other matters.

The bicycle has greatly damaged the horse market and turned out hostlers and drivers; but it has opened immense factories which employ much skilled labor for the manufacture of these machines. As their cost decreases, and manufacturers are willing to accept smaller profits, the sale of the articles will be increased to millions annually.

Thus it is that every new machine destroys the adjustment of the labor system and throws out many workers for a time; but soon the balance is re-established and business goes on as before. Machinery, however, is hard on incompetent or unreliable workmen. Machinery is very exacting, and ignorant, or careless, or drunken workmen are not up to the mark, and they are learning to their cost that they must reform, or they have got to go.

A recent writer on this subject, A. E. Outerbridge, in the Engineering Magazine for January, sums up the relations of employer and employee in these words:

The true policy of the employer of labor is to encourage the brightest and most inventive workmen by liberality in the wage scale, and to stimulate the improvement of all mechanical methods and appliances in order to continually increase the output for each man and each machine in his establishment.

The true policy of the employer is to use his best powers of mind and body to obtain from the improved machines the maximum output, with minimum errors, and thus secure maximum wages.

This is the age of machinery and of scientific discovery. It promises tremendous and astonishing progress for the human race, and men must commence in time to accommodate themselves to its demands. To enjoy its greatest benefits, men must be ready to grasp the opportunities that will occur. Progress means a forward movement. The people must keep up with it.

THE TRADE SITUATION.

While the period of annual liquidation has developed the weakness of many concerns, causing a sharp increase in the number of failures, it is generally considered that its significance is the clearing away of that which would have been a legacy of weakness to the future. In general trade the travelers have not been out long enough since the holidays and inventory season to return many reports, but what indications have been noted are decidedly encouraging. Orders are being given and the prospects seem as favorable as the season and the long dullness could expect. Revival is positive in most lines, but so slow that there is discouragement for those expecting a boom. A most encouraging feature is that long-suspended industries are starting up, while those ceasing operations on account of having anticipated too much are comparatively few. Among the former are the Standard Cordage Company, of Boston, employing 400 hands, after a shut-down of three years; the Cleveland Rolling Mill, after three years' idleness, with several hundred hands; the South steel mill of the Lackawanna Iron and Steel Company, four months' idleness, 1,500 hands, and the Westinghouse Air Brake Company, 2,000 hands, after a month's idleness.

While the iron market has been unsatisfactory as to manufactured products, on account of the general impression that the new level of prices is too high for that of the raw material, there has been sufficient activity in the latter to suit the most sanguine. The sale of billets was very heavy, many manufacturers purchasing supplies for months, or even the year, to come. Sales of Southern pig for export are also reported heavy. Rails and structural iron are thought too high for much movement.

The situation in textiles shows little of interest. The tendency of both wool and cotton is lower, with little change in either woolen or cotton goods. The hide market continues firm and leather and shoes are in sympathy.

The Wall Street speculators who believe in the law of averages say a bull movement in stocks is due. They say the market usually moves in one direction as a whole for four or five years at a stretch. They point out that the market went down from 1872 to 1877, up from 1877 to 1881, down to 1885, up to 1890-'92 and down to August, 1896.

Since the latter date, they say, the market has been readjusting itself for a rise. It is argued that prices are very low, while there have been great liquidation and practically a suspension of the creation of railway securities. The foreign trade situation has turned heavily in favor of this country, precisely as it did prior to the boom of 1879.

Shipments of iron from the Southern furnaces to Europe are said to be limited only by the difficulty in obtaining ocean freight room on satisfactory terms. Most of the shipments are being made in cotton vessels, in comparatively small amounts. Between February and October freight accommodations will not be easy to arrange for unless contracts are made for full shiploads. It is thought the export trade in Southern iron will be heavy until there is a material advance in prices. Foreign buyers are willing to place orders now, whereas they were not when the price was 75 cents a ton higher some time ago. The indications are that the production of iron in Alabama will be increased in

the near future by the blowing in of furnaces which have been idle.

The export movement of wheat has been resumed on a large scale. The purchases in the last week for export were 1,500,000 bushels. The movement began in August, but was checked about the middle of November, because the price had got above the export limit. For another thing, ocean freight rates had climbed up to almost a prohibitive point. They were sixpence a bushel to Liverpool or London. Now wheat has eased off in price a little, and freight rates are down to 3½ pence to Liverpool and 3½ pence to London. There is a congestion of wheat at New York, and some anxiety to move it to make room for other wheat that is going forward by rail. It is expected that the export movement will continue for some time.

Bank clearings for the fractional week showed a gain over the preceding week of 29 per cent. On the other hand the failures were 488, against 329 for the preceding week and 446 in the first week of 1886.

TOO MUCH CHEAPNESS.

There is no question but that there are yet many "bargain" hunters in most localities. This is indicated by the fact that it is still considered necessary to shape advertising and other methods of selling to meet the views of this class, even at the expense of incurring the "cheap" reputation which is so damaging to the better kind of dealing. Thus dealers continue to mark prices just below round numbers, as 49 cents, 98 cents, showing that the fiction of close margins such reckoning is supposed to indicate still has its effect.

It is a matter worthy of inquiry as to whether there is yet the necessity, or the desirability, of continuing to defer to this principle of "cheapness" in many of the cases where it is done. Are there not instances where more profit is driven away thereby than if goods were priced on a consistent business basis? Certainly, the better and more intelligent class of customers prefer to trade, and do trade, where the "cheap" idea is not so persistently obtruded.

It may be that in many localities the dealers have not kept up with the advance of intelligence in this matter. It may be that there are instances where a "cheap" trade is being carried on when a more profitable—and certainly a more pleasant—one might be enjoyed on the basis of fair and equal profits. The number of those who would rather pay \$1 for an article than pay 98 cents may be greater than is supposed. It would at least be worth while, in many instances, to try the experiment.

It is considered a matter worthy of comment that, in taking up the trade of the great A. T. Stewart store, Wanamaker proposes to ignore the bargain idea entirely. There will be no leaders and no dropping of odd pennies for effect. This is said to be so radical in the metropolis that skepticism is manifested as to its success. Certainly, the Philadelphia experience of Mr. Wanamaker affords sufficient data for him to decide that it will be the most profitable course to pursue. The trouble is, the New Yorkers are putting too much stress upon a principle in trade which is certainly a damage with the better classes of the community, whose trade is most valuable to such an enterprise.

Resolve to do more business, and you will do more business.

THE CRIMINAL INSTINCT.

Probably there are few things more surprising than the criminal acts which are committed by men who have not only never been suspected by their friends and neighbors, but who have often lived in an odor of sanctity and have been held up as models for the imitation of others.

The criminal instinct is much more commonly diffused in human nature than is generally supposed. Many individuals who have a disposition to do evil are restrained by the force of public opinion, or the fear of punishment. They would commit crimes if they dared. But there are others who do not hesitate at any unlawful act, but rely for their security in not being found out. They believe that they will be able to conceal their misdeeds, and success in this often leads them on to crimes which come to light and work their ruin.

There are many men who are criminals and who know that if they had their dues they would be expiating their evil deeds on the gallows or in the penitentiary; but so long as their real characters are not known to the world, they hold up their heads as loftily as if they were models of virtue, instead of assassins and robbers.

How often it is that these genteel criminals escape punishment because their associates, and even juries, refuse to believe in the guilt that has been proved on them. The ancients had a maxim to the effect that there is truth in wine, meaning that when men are drunk they forget all their prudence and precautions and reveal their real characters. There is a great deal of dependence to be put in this maxim, and many persons have had occasion to learn how vile, or cruel and unprincipled, were men, when drunk, who had, when sober, appeared to be so polite and gentlemanly and otherwise admirable.

The criminal disposition is that which manifests itself in an impatience of law and restraint. The man who does not like any sort of restrictions or limitations, who revolts against ordinary or regular social methods or regulations, and wants to be a law unto himself, has the criminal instinct. If the law forbids him to do something, that is the thing he wants to do, and he has no scruples in violating the statutes of the country, or in encouraging and assisting others to violate them. All such people have a direct tendency or trend towards crime, and, although they may be kept back by fear, they are constantly laboring under a desire to commit some unlawful act.

When such persons commit a criminal act the ordinary defense made for them is that they are insane, and it commonly avails to save them from punishment or from the full consequences of their act. But the man who is strongly desirous to remove, by a bloody act, his enemy, his rival, or one who is an obstacle to his advancement, is not insane. He is only yielding to a powerful temptation. He does something that he most intensely has desired to do, but has hitherto lacked the opportunity, or the nerve or resolution for the act.

Just in the same way, the person who steals the property of another and gains an object of desire is entirely sane and responsible. The insane murderer kills persons against whom he has no grudge or only an imaginary grievance. He has no sense of good or evil. He has no reasonable object in view; he simply

yields to an illogical and irrational impulse, and commits an act without having any reason for it.

But to-day it is extremely difficult to find a jury that will condemn a murderer, unless the circumstances of the killing shall have been such as to have aroused public opinion against the perpetrator. The premeditativeness of the crime, the atrocity of its methods and the conclusiveness of the proof will not prevent a jury from excusing or condoning the acts of the most dangerous criminals, unless there be a hue-and-cry against the perpetrators. Thieves are more certain to be punished, since the loss of property arouses public indignation vastly more deeply than would almost any murder.

It is difficult to induce people to believe in any such insanity as kleptomania, which is an ungovernable passion for stealing, or in pyromania, which is the insane desire to burn houses; but it is easy enough to convince a jury that murderers are always insane.

Under the influence of the forces which are known as civilization, namely, religion, moral and intellectual education, the cultivation of a proper regard for honor, truth and virtue, the human race is declared to be growing constantly better. The criminal disposition is a wild and savage instinct. If it is possible to civilize it out of human nature it ought to be done; and, if so, it can only be accomplished by the cultivation of the virtues and the repression of extreme selfishness.

Too often the man who is said to be a "good fellow" is wholly selfish, and is only good when everything goes his way. The men who are worth the most in this world are the men who do their duty to the best of their ability under all circumstances, who are devoted to their families, who are public-spirited and patriotic, and had rather do good than evil. Man is not only susceptible of moral and mental and spiritual improvement, but it is his business to get it all and to help others to get it, so that he may reach the high elevation which his destiny demands for him.

Some extent of the gum chewing habit may be gained from a knowledge of the fact that the demand for chicle, the basis of all chewing gum, and which is chiefly exported from Mexico, has grown in the United States from 929,959 pounds in 1885-86, with a value of \$156,402, to 3,297,371 pounds in 1896, with a value of \$1,537,838. Thus it will be seen that with the increased demand the price of the article has also risen. Chicle is the name given to the crude dried sap of a tree, which is gathered in the same manner as crude india rubber. When refined and flavoring extracts are added it is ready to be sold as chewing gum.

A doctor has given out that cycling is a cure for some forms of insanity, and that a proper track ought to be laid out in asylum grounds and the right persons engaged to give instruction! Whether or not bicycle riding will cure any form of insanity is yet an open question; but it cannot be denied that a great many people are crazy to ride wheels.

No people ever made a more just demand for equalization of the burdens of taxation than the Irish are now making—and probably no people were ever less likely to obtain the justice they demand.

AT THE BOTTOM.

That the people of the United States, since August, 1893, have been passing through a period of great financial trouble and business depression is known to everybody.

Unfortunately too many sanguine and ill-informed persons have been predicting and hoping for a sudden and immediate recovery and revival of business, when every reasoning mind ought to understand that there can be no such instantaneous and overpowering recovery of prosperity, but that any improvement must be gradual and steady, and not convulsive and spasmodic.

One of the first things that has to be done is the settling of old scores and the clearing off of the wrecks that have been caused by the terrible business depression. This is being done. All the rotten financial institutions, the banks that have been robbed by their own officials, the business concerns that have been suffering from reduced trade and bad debts, have all got to be and are already being liquidated and cleared out of the way.

In all such unfortunate or badly conducted business there has been no actual destruction of property or loss of money, although there has been a great shrinkage of values. A business which, under favorable circumstances, would have been profitable, has, under existing conditions, been unprofitable or has been conducted at a loss.

But there has been no actual destruction of property more than ordinarily, since there have been no unusual conflagrations, no devastating storms and floods, no special outbreak of the forces which annihilate the works of man. Therefore, there have been no diminution in the common stock of wealth and no contraction in the amount of money in existence in the Union. The trouble is that, on account of the business depression, there has been a stagnation of wealth, instead of an active circulation, as there would have been if business had been good.

The Chicago Railway Age has just issued its statement of the railroad bankruptcies for the year 1896, just closed. The railways are the infallible gauge of the condition of business. When times are good there is an immense transportation of merchandise and of passengers. People are hurrying to and fro like the industrious little ants, and, being able to buy all that they need, there is a corresponding activity in moving goods. But when times are bad the masses of the people are forced to economize, and hence there is a vast falling off in transportation and every form of business.

This economy of the masses is an enormous affair, and it is but little considered. There are in the United States 70,000,000 souls. Suppose that in a year the demand for personal economy should amount to \$1 each. Here would be a falling off in the year of \$70,000,000. That is a large sum, but if the necessity for saving should amount to \$10 a year for each head, the falling off in the year's business would be \$700,000,000.

Thus it will be seen that \$700,000,000 in a year would be subtracted from the general business of the United States if only \$10 be economized in twelve months from the purchases of each person in the country, and that would not be \$1 a month for each. It is more than likely that the total economies enforced upon the people of this country during the past three years of financial panic

and business depression will amount to one thousand millions of dollars a year, or three times that much in three years. Under these conditions it is not strange that the country has suffered enormously. As was to have been expected, the financial failures have been correspondingly large.

According to the reliable observations of the Railway Age, the foreclosure of railroad mortgages in the year 1896 involved 13,730 miles, with a bonded debt of over \$729,000,000 and a capital stock of \$421,000,000, making an aggregate of stock and bonded indebtedness of over \$1,150,000,000 wiped out of existence. All this mileage has been reorganized upon a vastly reduced basis, and the roads can be operated hereafter to advantage. In addition to the roads that have been sold out for debt, 5,441 miles additional have been put in the hands of receivers, showing that those lines have been operated at a loss during the hard times.

Outside of the railroads, according to Dun's statistics, there have been, during the year, commercial failures numbering 14,890, with liabilities amounting to \$224,700,000. Besides the commercial failures, there have been, during the year, 195 failures of banks, with liabilities closely approximating \$50,000,000. It follows that, with such an enormous aggregate of financial losses in a single year, there must have been hard times, as there was a vast contraction in the volume of business. With these old wrecks cleared away, and with business starting out under new auspices, there is good reason to believe that a revival is near at hand. The finances of the country have got to the bottom. The time has come for a recovery—for an upward spring. There can be no long delay before it shall come.

FRANK STOWELL.

Very strange is the history of a famous lawyer's famous will. Governor Tilden, of New York, bequeathed large sums to various beneficiaries and trustees for the public. His grand purpose was to present New York with a public library, worthy of the donor and his city. This vital part of the will was labored over by himself, well skilled in drawing the wills of other people, and he was aided by eminent legal friends. Yet the courts finally pronounced the document invalid, and the bequest would have been utterly lost if one of the heirs, Tilden's grand-niece, had not voluntarily given up one-half of her share, so that his intention should be respected. And now the courts have decided that Tilden's other bequests are framed in such non-legal shape that the law cannot sanction them. Thus the public lose a good man's gift, and, while the next of kin benefit more than he intended, a very large portion of his benefaction is wasted, that is, has gone to the lawyers instead of the public. Forcible objections can be urged against the policy of deeding one's property during life, after ensuring a sufficient income, as can safely be done in various ways; but the too frequent squandering of wealth through will contests is likely to encourage the better plan by which the donor's heart may be gladdened by his seeing the fruit of his generosity before he dies.

A special commission has been sitting of late in Russia considering the question whether trial by jury should be abolished. The commission is said to have decided by a large majority in favor of retaining the system.

Clerks' Corner

Good Advice in Solid Chunks, Tersely Expressed.

From the Shoe and Leather Gazette.

This is 1897.
Are you beginning
It right?
There is something in the
Old-time resolutions
Besides sentiment.
If every one of us would
Turn over a new leaf,
Or several leaves,
And keep the leaf turned over
We would be better off.
If every one of us would
Make some good resolutions
And stick to them
We would win out on them.
If every clerk would sit down
Right now
And study his situation over
From a business standpoint,
Considering it purely
In a commercial light,
And then resolve to act
As a business man of ability
Would act,
And carry out the resolution
Through '97,
There would be
A mighty rolling wave
Of increased wages
That would strike the
Mercantile establishments
Of these United States
January 1, 1898.
If every clerk would
Follow up this hint
He would
Make his employer's interests
And his own interests
Identical.
He would consider himself
Advanced beyond the ideas
Of a mere laborer
To whom self-improvement
Is an unknown doctrine.
He would consider himself
A student in the
Academy of business
Whose future depended on
His own exertions,
His own efforts,
His own enterprise
And his own ability;
Not on his \$6 a week
Or his \$20 a week,
As the case may be.
I knew a clerk in a
Grocery store.
I say "I knew" him,
Because he has disappeared
And nobody knows
Where he is.
He had but one thought—
Of the present.
His future, it would seem,
Cut no ice.
He was a hypocrite.
To all appearances,
From his employer's view,
He was a model clerk—
Always down early,
Always attentive,
Always polite,
Always careful.
His employer appreciated him
To the extent of—
Thirty-five dollars a month!
In a big city,
Where living costs money,
It was a niggardly sum
From this prosperous grocer,
And he almost deserved
What he got.
But that's another story.
The clerk took his
Thirty-five dollars—
And all he could get
When customers paid up,
In addition.
He gathered up about
Thirty dollars a week
In this way.
He lived high at night,
Drove expensive liveries,
Enjoyed wine suppers,
Blowed himself generally
After working hours.
Before he was detected
He skipped.
Many creditors mourn.
He cost the grocer high.

Ditto the liveryman.
That clerk was a fool.
He still is.
Not that he isn't smart!
Oh, no.
But he is smart
In the wrong way.
He is a good example
To turn down.
It's poor business—
This sort of thing—
And means failure.

Interview with a Lady Millinery Salesman.

"Yes, sir; I travel for a Chicago millinery firm, and this is my maiden trip to Michigan," remarked a well-dressed young woman at the Morton House the other day. "I meet a considerable number of women abroad in the land as commercial travelers, and, while we may not have set the world on fire as yet, I am sure we are making our presence felt in business circles, where a few years ago we were not even dreamed of as possible factors. My methods in soliciting trade do not materially differ from those of a man. Dealers, of course, are at first rather startled by the announcement that I am traveling for a house dealing in the best line of goods such as they are handling. Then if they become interested, I stand in a fair way to get them down in my book for an order. The custom of men on the road of notifying the trade in advance of their coming is one I also follow, but I try to couch my announcement in more reserved terms."

"Do you expect to follow your present vocation for any length of time?" asked the scribe.

"Yes, sir," came the prompt reply. "I've entered into it for all there's in it. While there is an element of adventure about it to a certain extent, choice is mainly influenced by the extra inducement offered. The surety of \$20 per week and expenses paid by the house is a consideration which a woman appreciates, and if I choose working on commission I am offered still better opportunities."

"How do you like the road?" queried the scribe.

"Well, sir, the life on the road is wearing. Traveling day and night as the exigencies of the business demand, I have no regular hours for resting and dining, taxing nerve and physique, and between the India rubber sandwiches in railway restaurants and the wall-pocket rooms with slippery-elm towels and cold stoves in some of the places called 'hotels,' the path before me is not strewn with roses."

"I suppose your expense account runs up about the same as that of a male competitor?" once more queried the scribe.

"There's where you're wrong," she said, laughingly. "The habit of economy makes the item of expense so much less with me than with men that this one fact alone has operated in a degree in my favor with the house. The man on the road must refresh exhausted nature with a cocktail or invigorate his flagging energy by poking pool balls, in order to impart renewed strength to his efforts in securing business for the house. Of course, I have none of that, and hence my expense account escapes all this, and the house rejoices thereat."

Try to Cultivate It.

Aim at originality more than ever at this, the beginning of the new year. Don't have your patrons think that, except for the difference in title over the door, they might as well be in Smith's as in Jones' store. The only way that you can avoid this, then, is by originality in every department. Who is the man who is looked upon as a leader in a business community? The original one, of course, the one who puts his individuality into his every act. And what is individuality but originality? The original man will always be found a strong thinker and ready actor, and it is this ability to strike while the iron is hot that brings him to the front. Strive then to cultivate this desirable characteristic.

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.

MET A BEAR.

How the New Clerk at the Billingsville Store Fell from Grace.

It would have been better for young Gabriel Potter, the backwoods hero, if he had remained at home, instead of joining the straw-ride party that went to Gelder's Corners Christmas night. Gabriel was the new clerk at the Billingsville tannery store. He had come from somewhere down Pine Creek only a month before, but had made a reputation. The first day he inquired if there were any bears or wild cats in the Billingsville district, and didn't attempt to disguise his disappointment when he was told that those wild beasts were scarce.

"If there's one thing I hev a hankerin' fer," he said, "it's bears an' wild cats."

The lusty young chaps of Billingsville sat with open mouths listening to Gabriel tell of his exploits with those fierce animals, and the Billingsville boys had been among bears and cat-amounts some themselves. But they had never dared to play with them as Gabriel Potter said he had, and in less than two weeks the new clerk was the hero of the place.

One day Uncle Moses Hoover went home, after listening to young Gabe, and said to Aunt Peggy, his wife:

"Mother, that Gabe Potter is either the mos' oxt'r'n'ry chap that was ever hatched in the Hemlock Belt, or else he's a tol'able fair liar."

"Wait until ye see w'at Buster says 'bout him fust 'fore ye go to givin' your 'pinion,'" remarked Aunt Peggy.

Buster was Uncle Moses' little drab mule. He was the autocrat of the Hoover premises. His duty consisted in taking Uncle Moses and Aunt Peggy to Billingsville when they wanted to do their trading, provided he was inclined to go. Uncle Moses and Aunt Peggy never knew whether it was best for them to go to town or not until Buster was hitched to the wagon or sleigh and they had got in. Then if he didn't start they placidly alighted and turned him loose to have the run of the neighborhood.

"Buster knows," Uncle Mose and Aunt Peggy always said, "sumpin' 'd happen surer'n 'tater rot ef we sh'd go 'way from hum agin Buster's idee o' the matter."

If Buster disapproved of a person, which he sometimes did by laying his ears back and threatening to make a dash at him, that person need not expect to do any business with the Hoover family.

As soon as Uncle Mose struck a day when Buster saw no objection to going to Billingsville, he drove in to get the oracular little mule's opinion of Gabriel Potter. Stopping in front of the store, Uncle Mose called Gabe out to take his order. Gabe strutted out to the sleigh.

Back went the mule's long ears on his neck, and he turned so quickly to make a dash at Gabriel that he almost upset the sleigh. Gabe made one jump back in the store and banged the door behind him. Uncle Mose went home chuckling.

"Mother," said he, "tha' hain't no more stuff in Gabe Potter th'n tha is in a pot-metal knife. Buster knows."

But to everybody thereabout except Buster, Uncle Mose and Aunt Peggy, Gabriel Potter was the backwoods hero, and the Christmas straw-ride to Gelder's Corners was got up in his honor.

"If we'd ha' had the night made to

order," said Abner Gallup, in telling about it afterward, "it couldn't ha' be'n better. The moon was bigger round 'n a tub, 'n' it were jis' cold enough so's y' had ter hug yer gal er she'd git huffy; 'n' I could see Gabe Potter plain as day squeezin' Sall Sloper jist the way I usety squeeze her 'fore Gabriel cut me out, 'n' I s'pose he could see me huggin' Betty Robbins jis' the same. If he didn't he must ha' had his eyes shet."

Gabriel aroused the admiration of the party by telling them, as they sped along, how they used to have to jump out of their sleighs, down where he came from, when they went straw-riding, to do up some impetuous bear or other that was rash enough to dispute the right of way with them.

"I only wisht we could run ag'in some ole sockdolager of a bear to-night," he said; "I'd show ye some fun."

"Oh, you git out, Gabe Potter," screamed Sally Sloper. "Bear huggin' hain't the kind we dote on. Is it, Betsy?"

"You bet it ain't," said Betsy Robbins.

Sally crept down a little closer to Gabe. The sleigh was just turning the big bend in the road around the flat marsh, half a mile this side of Uncle Mose Hoover's place, and almost in sight of the little schoolhouse where the road take the steep, long pitch down and across Hoover's Hollow, when the horses stopped with a snort and tried to turn around in the road. Jake Tiner, the driver, gave the horses a cut with the whip, and, turning around, said:

"Yender's a bear in the road, by hookey!"

The girls screamed. Gabe Potter was on his feet in a minute, and was springing from the sleigh when Sally threw her arms around him.

"You ain't a goin' ter git out an' rassel that bear?" she shrieked. "It mozt git the best o' ye, Gabe!"

Gabe tore himself loose from Sally and sprang from the sleigh. He cleared the road at a single jump, and a locomotive couldn't have caught him the way he flew across that flat marsh in the direction of the schoolhouse. He had hardly disappeared when the bear, which had come out in the road and stood there plain in the moonlight, gazing in surprise at the plunging horses and the screeching sleighload, got away as fast as it could. The crisis was passed, and no one seemed to know exactly what to say. Suddenly Sally was seized with an inspiration.

"Gabriel has gone to git a gun!" she exclaimed.

The rest of the party said that was probably it; but somehow it seemed as if Gabriel had come down a few pegs as a hero. The horses were started up again, and as they drew near the schoolhouse a cry of distress was heard.

"Help! Help!" some one cried. "Kill him, somebody! Help! Help!"

The voice was Gabe Potter's. Every-one rose in the sleigh and looked toward the schoolhouse, whence the shouts came. Gabe came in sight from around the corner of the schoolhouse, and following him closely was Buster, Uncle Moses' pesky little mule. Round and round the building he was chasing Gabe on the keen jump, while Gabe was yelling for someone to come and kill him. An empty barrel stood under the eaves trough at one corner of the building, and, before the sleighing party could get to Gabe and rescue him from Buster, he seemed to be struck

with an idea. He tore around the corner like a race horse, and before Buster got in sight of him Gabe jumped into the barrel and squatted down in it. He was hidden completely. But Buster could smell him in the barrel. He stopped, backed up to it, and let drive with both hind feet. Over went the barrel. It rolled down a little knoll into the road, struck the hill, and away went the barrel and Gabe down the decline on a wild ride toward the Hollow, with Buster in hot pursuit. Jake Tiner put his horses on the run, and the party rescued Gabriel from the barrel and Buster at the bottom of the hill. The first words Gabe said were:

"How'd I happen to lose the track o' that bear?"

But it was of no use. Sally made Gabriel get in front and ride with the driver the rest of the way, and he did not come back to Billingsville. The hero of the straw-ride had fallen to rise no more. Buster had estimated him right. And Sally Sloper is in the dumps, for Abner Gallup, the likeliest young fellow in the district, is to be married to Betty Robbins next week.

Advance Slowly.

With the advent of the new year you will, like lots of other people, inaugurate lots of new plans and cast about for methods to improve your condition in life. This is all just as it should be, for without ambition life would lose the greater portion of incentive to effort. But, when putting all these new plans into practice, go it slow. It pays. Do not be in too big a hurry to throw up the old job for the new one which promises so much, and performs so little, only to find yourself stranded in the end.

My Daughter's Learned to Cook.

We used to have old-fashioned things, like hominy and greens. We used to have just common soup, made out of pork and be-ns. And now it's bouillon, consomme, and things made from a book. And Pot au Feu and Julienne, since my daughter's learned to cook.

We used to have a piece of beef—just ordinary meat. And pickled pigs' feet, spare ribs, too, and other things to eat. While now it's fillet and ragout, and leg of mutton braised, And macaroni au gratin, and sheep's head Hollandaise;

Escallops a la Versailles—a la this and a la that, And sweetbread a la Dieppoise—it's enough to kill a cat! But while I suffer deeply, I invariably look As if I were delighted 'cause my daughter's learned to cook.

We have a lot of salad things, with dressing m-yonnaise. In place of oysters, Blue Points fricassed a dozen ways. And orange roly poly, float, and peach meringue, alas. Enough to wreck a stomach that is made of plated brass!

The good old things have passed away in silent, sad retreat. We've lots of high falutin' things, but nothin' much to eat. And while I never say a word, and always pleasant look. You bet I've had dyspepsia since my daughter's learned to cook.

COURT CHALLIS.

Weigh the Matter Well.

With the casting about of a wider scope for opportunities, comes the temptation to branch out beyond ability. To imagine one possesses the financial ability of a Wanamaker does not make it a fact, as more than one proprietor of a prosperous business has found to his cost. Therefore, before making an ambitious move, study the matter very carefully and give the opinions of others due weight. You know the old saying, "Two heads are better than one, even though one be a cabbage head," is as true as ever. While your estimate of yourself may be all that is desirable, it does not follow, by any means, that it is a true one.

ARMOUR'S SOAP

ARMOUR'S WHITE:

Absolutely pure snow white Floating Soap, 10 oz. and 6 oz. cakes. Nothing finer made.

ARMOUR'S LAUNDRY:

A guaranteed pure neutral Laundry Soap, 12 oz. oval cake, fits the hand.

ARMOUR'S FAMILY:

Best Soap made for all Family purposes, 16 oz. solid cake of Pure Soap.

ARMOUR'S COMFORT:

12 oz. square cake pure Laundry Soap. There is comfort in its use.

ARMOUR'S WOODCHUCK:

10 oz. Wrapped Cake Floating Laundry Soap. "It's a wonder and a winner."

ARMOUR'S KITCHEN BROWN:

A pound bar of good Scouring Soap.

ARMOUR'S MOTTLED GERMAN:

A Soap of wonderful cleansing and lasting properties. Cut in pound bars.

ARMOUR'S WASHING POWDER:

Superior to all washing compounds, elixirs, etc. It is the perfection of quick acting, labor saving "cleansers."

ARMOUR SOAP WORKS, Chicago,
ARMOUR & CO., Proprietors.

MY SHOP GIRL.

One Experience in Attempting to Uplift Humanity.

She was a shop girl. How did I know it? By the tired sigh that escaped her as she sank into her seat; by the ill-fitting boot that threatened to burst at any moment; by the pitiful attempts at respectability in the shiny old black dress that showed the careful mending it had received; by the gloves, darned and redarned and pulled over at the ends.

The man who entered at the same time as my shop girl, and who attracted my attention by his efforts to have her recognize him, had the appearance of any well-to-do New Yorker—tall, broad-shouldered, and well dressed, with an air of comfort about him which he wore like a cloak.

I could not watch his face from where I sat, but I watched hers. She tried not to look at him—she studied the advertisements—the people—the individual passengers, and then I knew he made some effort to gain her attention, for I saw her blush—a blush that seemed like the coming in of a crimson tide; it came up, up from the collar of that shabby gown, to the roots of her soft brown hair. The tears sprang quickly to her eyes. Just then the car stopped, and I stepped across, and took a seat beside her, and began to talk to her in a quiet way. She seemed relieved, and I chatted on, and on—not of the franchise bill, nor of co-education—oh, no, but of ribbons and laces, and the latest way of doing the hair, and of a dozen other things that I felt she knew all about. At the end of ten minutes her tears had vanished, and the smile on her lips was a genuine one as she told me of the gown she had seen the day before.

"Are you fond of pretty gowns?" I asked.

"Oh, my, yes," and she fairly beamed. "I have often thought how it would seem to be inside a silk petticoat with a fine cloth gown over it lined with silk; oh, how much easier one could walk, and what a rest it would be to one's nerves just to hear its rustle." Her eyes were dancing now.

I leaned my head back and shut my eyes, and remembered how, when my head ached, the rustle she so longed for had nearly driven me mad.

The man leaned on his umbrella handle, ostensibly to rest, but in reality to draw closer to us, and hear if possible more of what we were saying.

Then he pulled the bell rope, and she arose and started for the door. As quickly as I could recover from the shock of his pulling the bell rope for her, I stumbled after her.

"Are you going this way?" she asked in surprise. I looked about me—we were in one of the poorer districts of New York, and I forty minutes from my original destination; moreover, it was dark, and the wind howled, and the lights shone with a ghastly glimmer, but I shut my lips tightly together, and said, half inaudibly I am afraid, "Yes, I am going this way," and I walked stoutly beside her.

We walked along in silence until she bent to the ground with a cry.

"What is it?" I asked.

"Oh, my shoe has burst, and to-day is only Tuesday, and my wages are overdrawn," and she sobbed aloud. "Oh, it is so hard to be poor; to want shoes and a decent dress, and warm flannels. See how hard I work for a

paltry \$5 a week. I am half-starved and half-clothed—and then—and then—the temptations! Oh, my God, the temptations!"

The man's face in the car came to me in a new way now and I said: "I am a woman, and a wife and a mother, and I hope you will tell me freely all your struggles and your temptations—feeling that I will understand everything—I only ask you to tell me frankly and honestly, and then perhaps I can help you."

Then we sat down on a curbstone and she told me. The woman in me shrieked at the indignities offered to our sex; the mother in me longed to take the tired child in my arms and hold her close, close, and the divine spark that is in every one made me promise to uplift and aid her, just how—I left that to God.

"And this man," she continued, "he has followed me for weeks, and one night he followed me, and put something in my coat pocket and walked away. I screamed for fright, and then cautiously, very cautiously put my hand in my pocket. It was a note. I ran quickly to a lamp post and opened it—it contained \$20, and these words:

"I like your face. Without me is poverty and drudgery; with me is comfort and luxury; choose."

My face grew like marble, but by a superhuman effort I said, "Without him is honor and a good name, and with him is degradation and infamy."

"Yes, yes, I told him that," she said in snatches.

"You told him?" I repeated; "and what did he say?"

"Oh, he said that was baby talk."

Then I drew her hands in mine and prayed aloud for her soul as I had never prayed before. As I left her I pressed \$10 into her hands—ten precious dollars that I had saved from other things to buy some books my soul longed for.

I left New York the next day, but I wrote my shop girl very often—wrote her when body and mind cried out against any more exertion; wrote her cheerful, hopeful letters when my own heart yearned for sympathy and comfort. I sent her from my own limited income, now \$5, now \$10, as I could, but I tried to make it regular. Now and then I sent little packages of dainty feminine belongings which cost so much and seem so little.

Two years dragged their weary length over my horizon, and then one day, having a surplus from the daily needs, I sent it to her—impervious to the old cry for a Marcus Aurelius, for a new translation of the Aeneid, for the dozen and one books my soul is always searching for. I counted out the days. I knew exactly when the letter would reach her, and when the reply would come to me. The sight of her familiar chirography when my husband handed me the letter made me joyful. Inside the letter was the money I had sent her, and the chatty letter said she had a better position now, and no longer needed my sacrifices. But she loved me, and when she went to sleep at night two faces always came to her—her mother's and mine.

"You may yet be canonized," said my husband, half laughingly, but I for an answer buried my face in her letter and cried.

Perhaps a mother, when she feels for the first time that her children no longer need to be put to bed, no longer need her in the old way, feels some-

Ebeling's Best XXXX or Cream of Wheat

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

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

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

John H. Ebeling,
Green Bay, Wis.

We invite correspondence.
Samples cheerfully sent.

OF COURSE WE'RE BUSY

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

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

"LILY WHITE FLOUR"

than ever before. Is it any wonder?

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

thing of the pain I felt in those first days.

A few wandering letters passed between us and then no answers came to my anxious inquiries. Then came a note from the Roosevelt hospital in New York, written by a nurse, saying my shop girl had been and still was very ill, and would I not write her a comforting letter in my old way?

She was ill, and she needed me; what a blessed thing, I thought, to have someone need me. As I look back now, it seems that all that was best in me went out in that letter.

Then I waited—impatiently at first—and then the flood of work swept over me and when I again awoke to the world, I was horrified to find it had been six weeks since I had heard from my shop girl.

I went to the telegraph office and wired the matron of the hospital. In two hours the answer lay in my hand: "Discharged two weeks ago." Then I wrote her a letter of real thanksgiving for her convalescence. I wrote again and again, but no answers came. Then I took my burden to my husband. He put his arm around my waist and drew me to him in a gentle way, and said:

"I have been waiting for you to come to me with this, and if you will be a real brave girl I will tell you what I really think. I think your shop girl is dead."

It had come to me before, that horrible dread, but I could not bear to hear it, even from him, and then I suddenly remembered that I objected to people having opinions without giving a reason for the faith that is in them, and especially when it concerned my shop girl.

Another six weeks, and another, and no letter. Then I dug a grave in my heart beside the others and wept bitter tears over it. Then I went to New York. I shunned the store where she used to work, lest I see a new face at her counter, and if I took a car it was either earlier or later than the regular meal hour; if I must take a conveyance at that time I took a cab.

One night at the grand opera I was interested in a couple who sat just in front of my companion and myself. The man, somehow, looked strangely familiar—but the woman! She was gorgeously dressed, or undressed, in a gown of violet velvet with facings of pearly satin. She was very stout, with an air about her as if the flesh had been recently acquired, for it ran all over and below the tightly drawn bodice. Jewels gleamed on her neck and arms, and her hair was literally stuffed with feathers until she looked like a barbarian queen.

Then I got a glimpse of her face. It was powdered to an ashy whiteness; her lips and cheeks were a brilliant crimson, while her eyebrows and lashes were drenched in black.

My companion smiled as he noticed my scrutinizing gaze, but I remembered that, after all, she was a woman, and said half angrily:

"How can you laugh? I think it is a time for tears!"

As the curtain fell, I, involuntarily, with the rest, rose to my feet. The woman in front of me rose also. As she turned for her escort to arrange her cloak she faced me. A dart of recognition shot from her eyes into mine, and she gasped. Then a blush rose slowly from the depths of that décolleté gown and mounted faster and faster to the roots of her corn-colored hair. The

room swam and I grasped the arm of my companion for support. He gathered me up under one arm and assisted me to the carriage. Then the pent-up suspense and anxiety of months burst forth in one cry. Great heavens! It was my shop girl!

RUTH WARD KAHN.

The Meat Dealer's Way of Carving Rib Roast Beef.

Despair was written on his face when he entered a meat market and called the proprietor to one side.

"Look ahere," he said, "I've been married for twelve years, and my family insists on having roast beef at least twice a week. We have had it on an average as often as that for the whole twelve years, and every time we have had it the Recording Angel has had to work overtime to get down the record of the remarks I am forced to make when I have to carve it. Why, it's a fact I often stay away from home and go to a restaurant for dinner on days I know there is roast beef waiting for me. Now, what I want to know is whether there is any possibility of getting a prime rib roast that can be carved without cuss words."

Here the butcher laughed immoderately. The customer blushed and got angry.

"It ain't a laughing matter," he thundered.

"Of course it ain't," said the butcher, "but you're the third man that has told me a story like that to-day, and I get 'em every day. It's the easiest thing in the world. Now, look here; let me fix you up a roast." He pulled a side of beef from the ice box and cut off two ribs. "That's exactly the kind of roast you get, isn't it?"

"That's it," said the customer.

"Now watch," said the butcher.

"Have your butcher cut off the ends of the ribs like this," and he cut off about four inches of rib ends, leaving the lean eye of the meat and a very little fat on the small end. "Now," he went on, "have him break the bones in this big piece about halfway up, so," and he cut the rib bones about halfway up. "Now, you see, your roast will set flat in the pan and flat on the plate after it is roasted. Let it set bone side down. Instead of carving sideways, now, with the knife flat, you hold your beef with the fork, bone side down, and cut off the side of the piece. Do you understand? You have been used to having your beef on the plate the other way and slicing it from the top, haven't you?" The man said he had. "Well, that's your mistake," continued the butcher. "That's the mistake that most people make. The butcher sends the roast with the ends of the bones broken, but not cut off, and your cook roasts the whole thing. The ends that I have cut off are utterly worthless for roasting; but they are the very finest bones that you can get for soup stock. They'll make a soup stock that'll make your hair grow, and you have been wasting them for twelve years."

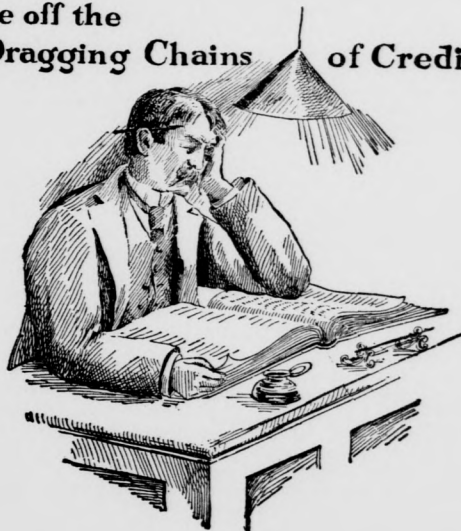
The man took his roast and departed, and the butcher remarked that there wasn't anything in the world, so far as he knew, about which there was as much ignorance as there was about fixing a prime rib roast for easy cooking and carving.

"One man speaks with the accent of conviction, and his words are edicts. Nations run to obey, as if to obey were the only joy they coveted. Another speaks hesitatingly and only makes us question whether the gift of speech be, on the whole, a blessing."

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Shoes and Leather

Ladies' Shoes and Their Manufacture.
W. G. Irwin in Boots and Shoes Weekly.

The manufacture of ladies' shoes in this country began very early in Colonial times. Thomas Beard and Isaac Rickman came to Lynn in 1628, the same year in which Boston was founded, and began making boots and shoes.

The first ladies' shoes were made of woolen cloth, or neats' leather only. A pair made of white silk were provided for the wedding day, and carefully preserved afterwards. About 1670, shoes with straps and buckles began to be worn, and the fashion lasted for women until about 1728. In 1750 a Welshman named John Adam Dagyr, by the excellence of the shoes he made, gave a great impetus to the business, which a little later became the leading industry of Lynn, a position which it has held ever since.

The shoes were made with sharp toes and wooden heels, from half an inch to two inches high, and covered with leather. The making of wooden heels was a separate business until about 1800, when they were discarded for the use of leather heels.

The manufacture of ladies' shoes continued by hand until about 1846, when the stitching machine and pegging machine were substituted. The latter of these useful inventions was never used to a great extent in the manufacture of ladies' shoes, but the stitching machine revolutionized this department of industry. Before this time ladies' shoes were "bound," as it was called, by hand. Now a single operator with one of these machines can do the work of more than a score of men working by the old process, and the production of the elaborately-stitched shoes of the present day has thus been rendered possible. Hardly less important was the introduction of the sewing machine especially designed for stitching together the uppers and bottoms. These and many minor inventions have placed the shoe manufacturing industry among the foremost of our country and far in advance of other countries.

The process of the manufacture of ladies' shoes is interesting. After the leather has been properly tempered it is run through a "splitter" and reduced to a uniform thickness and then run through a roller, which gives it a solidity. With an ingenious machine the soles, heels and other bottom parts are cut out and shaped with great rapidity.

The uppers are also cut out by machinery and then the several parts go to the stitching room, where they are pressed, basted and stitched, and buttonholes are inserted. Women generally perform this work. From ten to thirty operations are performed upon the uppers, as the various styles may require. Trimming and eyelets are added by self-feeding machines and buttons are put on in like manner.

Next the soles are put on temporarily with tacks or pegs and then they are sewed on by machine. Then the channels are cemented and the shoes go to the beating room, where, under immense pressure, the stitches are smoothed by the channels and the soles are solidly fired to the uppers. A machine now affixes the heel at a single stroke, and a single motion of another machine shaves the heel. Another machine trims and burnishes the edges, while still another burnishes the heels. Then the bottoms are scoured, shanks blacked and burnished, innersoles lined, and they are returned to the trimmer's room, where they are trimmed with bows, buttons or laces, and packed in cartons of one dozen pairs each of assorted sizes. These are placed five in a case and are now ready for shipment.

The Manufacture of Shoe Lasts.

William G. Irwin in Boots and Shoes Weekly.

The term last comes to us from the Anglo-Saxon laest, which was allied with the same word meaning a track, or footstep, and from the original of which is derived the Icelandic word lyste, a shoe. They were at first and have been

until recent years made by hand. With the various fashions for shoes which are constantly arising, there is, of course, a corresponding demand for lasts of new patterns.

The style and fashion of the shoe depends upon the shape and form of the last, and the designer of this should have a knowledge of the anatomy of the foot, of the play of its various parts in walking, and of the necessary conditions to make a shoe at once a protection, a comfort and an aid in using the feet.

When lasts were made by hand each last in itself called for these qualities in the maker. With the invention of the lathe for turning irregular forms, machinery was introduced into lastmaking, and greater uniformity was thus secured.

Lasts are made of rock or hard maple wood. All other woods except persimmon are either too soft or not sufficiently tough. Walnut would be tough enough, but not soft enough; black walnut is too open in the grain and ash is too soft.

New Hampshire and Michigan furnish most of the maple wood used in the last industry. It comes into the market in blocks about a foot long and six inches square. A cord will make about five hundred pairs of lasts.

The wood is first seasoned, which requires at least two years, and is very important, since the value of a last depends in a great measure upon the correct seasoning. The wood is seasoned by natural processes, and when seasoned is put into the lathe, which machine is quite a complicated affair. A wheel about a foot in diameter, and called a "cutter-knife," is arranged with four curved knives fixed on its periphery. This is hung on an axle, and supported by an iron frame, which also supports the other portions of the machinery. This cutter-knife is attached by its axle to a guide or model wheel. A swing-frame is suspended before the wheels, into one portion of which is fixed the block to be turned. On another portion of the swing-frame is fixed the model.

The machine is set in motion, the block falling against the cutter-knife and the model against the model wheel. The model and the block are moved over the model wheel and cutter knife simultaneously by the automatic machinery. The last thus being shaped is taken to a jig saw, where the "block" of the last or the upper part of a finished last is cut out and the "jack" and "hook" holes inserted. Then a slight portion of the heel is cut out, so as to "socket" them for receiving the "irons," which are thin pieces of flat metal for protecting the lasts and turning the points of the iron nails driven into the heels and toes of boots and shoes.

After the last is ironed, it is taken to the scouring wheel and scoured and polished. When polished they are washed in a liquid preparation, which serves to preserve them and give them a gloss, and are then ready for the market.

The Cancellation of Orders.

From Shoe and Leather Facts.

The advancing prices will have one good tendency in that they will for the time being put a pretty effectual stop to the cancellation of orders and returning of goods for trivial reasons. Competition may be the "life of trade," but the average business man is more inclined to believe that the vitality and healthfulness of the industry depend more upon the consumption than the competition. The competition which has existed for two or three years past, until the recent revival, did more toward killing trade than to infuse new life into it. It was the most natural thing in the world for the members of one branch of the industry to lay all the blame on the rest. The retailer came in for his full share, although goodness knows his was anything but a bed of roses. If he placed orders too sparingly, he was charged with timorous overcaution; if he yielded to persuasive arguments of the salesmen and placed orders for more goods than his trade

demand, afterward returning them rather than retain them on his shelves when impossible to meet his maturing obligations, he was pretty apt to have burning ears for some time afterwards, if there is any truth in the old belief that those who are being scolded by persons at a distance are afflicted in this way.

Most of our readers will no doubt agree with us that the much-derided conservative buyer affords a more reliable criterion of trade than the class referred to, who buy recklessly and then repudiate the orders or throw the goods on the hands of the manufacturer or jobber at a time when it is no longer possible to place them to advantage. Buying should be buying, and an order should be equivalent to a bona fide sale, and it is only when such commercial amenities are lived up to that the results of our system of trade are worthily maintained. As we have stated, however, these former evils have largely corrected themselves recently, and for-

tunately the tendency will almost certainly be toward still more healthful conditions.

Ambition and Self-Esteem.

Don't let the plaudits of those around you give you the big head. If you are thought to be "smart" and brainy, try to conduct yourself so as to merit it, but don't imagine that you are just about right, and that whatever you do or say is correct because it is you. A few years of up-to-date business life will squeeze all this nonsense out and serve to show a really bright clerk how it is possible for a very large toad to be removed from a small puddle and become invisible in a big one. It's a fine advantage for a young man to be respected and praised in his home town, and, if he has sense enough to profit by it, he will use it as a spur to his ambition and conduct himself in such a way as to make his friends as proud of him as he is of himself.

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THE GOODYEAR GLOVE

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

Knows Butter When He Sees It.

Written for the TRADESMAN.

"Have you any real nice butter?"

This query emanates from a lovely maiden with soft brown eyes and sweet cherry lips.

"Yes, Martha," I answer, "we have. Just got in some that is first class."

"Have you any of Mrs. Jones' make?"

"No, we haven't any of that; but we have some that I'm sure is every bit as good, and I know you'll like it. Will you look at it?"

"Well—I might look at it; but I don't think any other kind will do. You know Ma's awful particular about her butter, and she hardly ever eats a bit except what Mrs. Jones makes."

"Yes, I know that."

Know it better than the daughter—better than the lady herself. I have had that song sung in my ears for so many years that I know every line, every word, every note of it, as though it were of my own composing. I know the very sniff of her nose, every quiver of her eyelid, when her ideas on butter are concerned. I also know that her opinion isn't worth seven cents a ton—but that's another matter.

"That does look nice," says Martha; "but, my! it smells kind o' old, now don't you think so? I guess I'd rather not take it. No, I don't want that either. It's too yellow. I just know it has been colored with something; and that roll over there's too white. Ma can't abide white butter. She says she'd rather eat lard and be done with it."

"Here's some in this jar that's good. Better take some of this."

"That doesn't seem so very bad, but Ma doesn't like packed butter. Do you think it's clean?"

"O, yes, perfectly clean."

"Who made it?"

"Mrs. Thompson."

"I don't think I care for any of her butter. There! what's that over in the corner? That looks nice. Why didn't you show me that before? I just b'lieve you hide all your best butter. It's good, too. Yes, you may give me half a pound of it. We haven't a very good place to keep it and, besides that, Ma doesn't like store butter very well, anyway, and we always get it from Mrs. Thompson. You always know what you're getting then. How much is it?"

"Ten cents."

"O! is it as much as that? I heard you were selling butter for eighteen cents a pound and I only brought nine cents. Well, I'll bring the other cent in after dinner. I might just as well have brought more, but I thought I had the exact change."

You city dudes who smoke cigarettes and wear hard-boiled collars and tooth pick shoes can't tell your old uncle much about the butter business, now mark what I say. And you needn't think, because I live in the woods and wear my hair long and sleep on a bed-tick stuffed with marsh hay, that you can tell a dead-beat customer any quicker than I. I know a few things, and I shall take the liberty of telling some of them from time to time, and, if you'll look and listen, you may increase the fund of useful information in your leather heads.

The proper way to approach a grocer, when in search of butter, is to begin like this:

"Now, I want some real nice, rose-scented, gilt-edge dairy butter. No,

sir! None of your creamery stuff! Creamery may be the correct thing in New York or in Chicago or Terre Haute or Oshkosh; but don't try it on me. Not on your life. What I want, sir, is butter direct from the cow—butter made from cream that was skimmed from real milk by a genuine milkmaid, and churned in an old-fashioned stone churn. That's the kind of butter I want, sir. I want butter like mother used to make—the kind she spread on my bread when I took my dinner to school in a two quart pail and could never get enough to eat. I want the butter of my childhood, that's what I want."

And then, if the grocer is a good man, one in whom the milk of human kindness has not turned to gall, he will smile—not broadly and derisively, as he should, but kindly and indulgently—but, instead of mocking at you, he will bring forth from the recesses of his refrigerator a jar, and in his blandest tones he will invite you to inspect the contents thereof, well-knowing from the nature of your harangue that you couldn't tell butterine from beef tallow. And you, suddenly confronted with a problem in domestic economy which you are utterly unable to solve, leave the whole thing to him, pay his price and go your way.

But a better way than this is to select a grocer with a conscience—such are not unknown—vest him with authority to procure for you a first-class article of table butter, and then stick to him so long as he does what is right by you. Grocers—even country grocers—are not imbeciles. They appreciate good treatment from customers, and, when they acquire one who exhibits a tendency to be decent and to do the square thing, they are as little apt to abuse their trust or to return evil for good as any class of men you can find.

But the customer who gets the worst of it is the "wise guy." He is the man who has the smartest boy, the biggest squash, the fattest hog and the loudest voice of any man in the village. He is gifted with a certain tenacity of purpose, and that purpose is to constitute himself the town critic. Nothing escapes his eagle eye and blasting tongue—from the village pastor down to the widow's chickens. They are all wrong, all bad. The grocer comes in for his share with the rest. Also the grocer's boy. The boy has the hardest time, for he is too small to fight and too awe-stricken to sass back. But he bides his time and takes his revenge surreptitiously, in stoning the critic's cow and in tying tinware to his dog's tail. But the wise guy goes blandly on, telling what he knows about the cost of goods—the enormous profits reaped by retail dealers in general and this one in particular, and explains that it is one of the impossibilities to fool him. After he has delivered himself of a sufficient number of sage aphorisms, he remembers that he was told to take home some groceries, and the proprietor, whose pride has been piqued and whose patience has been exhausted by the critic, sells him the goods.

The grocer is a good man—a better man than I—but he would be more than human did he not make the wise guy pay well for his wisdom. Does he show him that great bargain he just received in Valencia raisins? He does not. Does he tell him the difference between those two brands of yeast that look so much alike? And does he tell

him that, by taking a quarter's worth of that laundry soap he orders, he can get an extra bar? There are some things which even the wise guy does not know.

GEO. CRANDALL LEE.

The Beginning of the Department Store.

From Scribner's Magazine.

Just how the department store began, and when it became an active factor in business, will probably never be accurately stated. The accepted theory of the starting of these great businesses (which now number in the United States nearly one thousand distinctly important houses) is that they sprang from the rivalry of important stores in cities which sold for the most part dry goods or notions or similar staple commodities. Profits by competition on standard goods decreased, and the merchant, looking for new opportunities and larger fields, cast about him for means whereby he might enlarge his sales. Growth along the established lines seemed impracticable, and the more progressive stores began to reach out for other lines of trade in which the opportunities for profit seemed greater.

The enlarging process went on gradually at first, for there was great opposition to it, not all inspired by the shops into whose businesses these innovations were cutting. The public viewed such a radical step with distrust. Conservative Philadelphia newspapers severely criticised a dry goods store in that city for going beyond its proper province in offering for sale a stock of umbrellas, parasols and canes, and quite a gale of criticism was stirred up over the matter, dying away in puffs of protest from the pulpits and plaintive epistles in the public prints. Meantime the stores continued to expand. Soon all of them had half a dozen distinct lines of stock and were reaching out eagerly for others offering golden opportunities. The department store was a fact, and between it and the shops whose specialties it had adopted for its own was declared the war that has been waging and increasing ever since.

A Necessary Factor.

Did you ever pause to think what an engine would do without a regulator or governor? If so, you would soon notice the unevenness of its work and conclude that it was an extremely necessary attachment for conducting the business for which it was made. This principle is just as applicable to storekeeping. No matter how good the goods may be or how affable the clerks, if the establishment is minus a capable governor or executive, there is always plenty of trouble on hand; packages are forwarded to wrong addresses or neglected to be sent on time, or wrong goods forwarded, all from this cause, to the very serious detriment and final disruption of trade.

The young man who steals because he is too proud to beg is in a bad way. He never thinks of working.

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JANE CRAGIN.

A Glimpse at the Other Side.

Written for the TRADESMAN.

Milltown, Aug. 3, 18—.

My dear Jane:

I've been trying to answer your letter ever since the dinner, but I positively haven't been able to find a single spare minute until now.

You've no idea how your letter wrought Auntie up. The letter itself was taken composedly enough, but when I read the postscript her eyes began to shine and she began to rub with her forefinger what used to be a dimple in her chin. I am told by those who knew her in her earlier days that, when the dimple used to receive this attention, something always happened to the occasioner thereof. I remembered that and was not surprised to hear her say "We shall have to give a dinner party and entertain Mr. Huxley and his friend, Mr. Benton." I know the Evanses well enough to know what that meant and, as I had no notion of getting out my prettiest dinner gown for any country function, I tried to induce Auntie to indulge in only a slight attack—to have Cy in to tea and plague his foolishness out of him as much as we conveniently could. But it was all to no purpose—this thing had gone on long enough; it was worse than the town's talk; the fellow's presumption was simply unbearable, and she didn't know anybody else in Milltown that could do that service, and for Jane's sake she was willing to undertake it! That last was said with such a martyr-like spirit that I saw there was no use in objecting and promptly gave up. I tried to save wearing my gown by suggesting that kerosene oil wasn't just the kind of light to make me look my best—and that's what one puts on her swellest gown for. But, my gracious, the way my old aunt snapped me up was a caution and I didn't dare to peep again.

Well, Auntie went on with her preparations with a system worthy for a battle. Every faculty and every fiber were alive to the success of the undertaking. Do you know, I thought that Auntie had been so long retired from the giddy world that she had forgotten how to do, and, to be honest about it, I fully expected she'd make a fizzle of it; but she carried it through handsomely and the function was a splendid success from the beginning.

I tried to help a little in preparing for the event; but no Major-General could be more dictatorial, and I early retired from the field, vanquished. It wasn't safe to go downstairs—the only way I could communicate with her majesty was to step into our neighbor's back yard and talk over the fence. It was ignominious but—convenient! All that was left to me was to confine myself to my own apartments until Auntie should call me down "to view the landscape o'er," some fifteen minutes before the appointed dinner hour. I had orders to appear at dress parade, to be followed by inspection, and I was to govern myself accordingly. I did, and even Auntie's critical eye gleamed with pleasure as she looked at me.

My best just now is corn color, and you know that becomes me best. It is cut décolleté—rather decidedly so—and I expected Auntie would object. You can imagine my surprise when she said I should look better if I hadn't so much lace; that, for her part, she wanted young folks to dress like young folks!

Well, the rooms were charming. Flowers in abundance, but so arranged that they did not anywhere intrude. The dining-room was a marvel. I didn't know that the house held such choice things; and the silver and the cut glass in the abundant wax-light equaled anything I have ever seen anywhere. But the rarest of all was Auntie! Words fail and I can give you only hints: steel satin, lace the Queen might envy on head and neck and wrist, and a manner that the Queen, at her best, never could equal. And, when the doorbell rang, just the faintest flush of color gave that something to her which was needed to put her at her best as she stood ready to receive the guests.

Knowing what was coming, I was curious to see the vic—the hero of the occasion; and, to be honest, I must confess the moment I saw him I began to tremble for Auntie. I had never seen Mr. Huxley in evening dress, and had fancied he would not be particularly at his ease; and this, in connection with our "reg'lar blowout" (there's one of Dick's expressions), led me to look for some manifestation of overwhelmingness on the part of this gentleman. I know now that Auntie expected the same thing; but the fact is the young man "didn't do a thing but fool 'er." I believe that my Dick couldn't have done it better—and that's saying a great deal. One would have thought that he had lived in the midst of rosy splendor all his life—that the one thing he prided himself on was his consummate ease in taking his hostess out to dinner. Auntie, in the old time, was famous for saying the right thing in the right place; but this man Huxley was her match—the second "squelching" (Dick again!) for Auntie.

Well, we went out to dinner in fine style and the campaign began with the first course. I knew Auntie would be wicked after her second failure and I was curious to see how Cy would behave under fire. Dick says nothing puts to the test the real gentleman so much as the fusillade—you catch the idea—of the dinner party and that, if he stands that, everything else is easy.

He stood it, Jane! There were times when I wanted to take up the cudgel for him; and once when Auntie had been especially vicious and then laughed that mean little tantalizing laugh of hers, I felt like going over to him and kissing him, he was so thoroughly manly through it all; but he parried her blows so skillfully and took her stabs so calmly that I finally concluded Greek had met Greek and that I'd just better enjoy it. And I did. I enjoyed it thoroughly and, from that time on to the moment when Sir Knight left us, it was better than a play.

The climax was reached, though, when Mr. Huxley came to make his party call. He had come determined to

Beard the lioness in her den,
The Evans in her hall!

Like Grant, at some place or other, he proposed to "move at once upon her works"—at least when the time came. I felt, when I heard his ring, that momentous events were about to transpire, and went down as soon as ever I could. I found the combatants indulging in the harmless preliminaries of a party call chat, and I fell to wondering how this man, country born and bred, had managed to pick up so much.

Jane, the fellow was simply brilliant. In the daintiest possible way he cuffed Auntie's aristocratic little ears; and, finally, when he had the dear old soul completely off her guard, he rose to go. Then, Jane, was when you should have seen him. With an earnestness, and at the same time a surpassing gentleness, he went over the whole ground and showed Auntie what she had done and how she had done it, winding up with a thrust which fairly impaled my dear but deserving old Auntie, and left her to recover as best she might.

I don't know, Jane, what your feeling is in regard to Cy, but I must say I like him; and I tell you plainly, if my Dick hadn't received my promise to be his—by the way I have told you, haven't I, that we are to be married in September?—I'd say Yes pretty quick if he should ask me—and I'd manage to have him do so. Another such out and out good fellow I haven't seen in many a day and, as he's a self-made man, he's entitled to much respect.

I was intending to tell you all about my wedding but I'll take that next time. In the meantime, "be good to yourself" (Dick!) and take good care of Dr. Day!

From your affectionate friend,
LILIAN WILLOWBY.

P. S. Auntie insists upon my enclosing this note—sealed. Did you ever!

L. W.

Dear Jane:
Cyrus Huxley is no more like your Kentucky Colonel than a black bean is

like a white one. He is brave and manly. He asks for no favors—and I am painfully aware that he gives none. He isn't an Evans; but he's better than most of them. He hasn't any more conceit than men generally have—and I presume no more than is good for him.

Yours,

"AUNTIE" WALKER.

RICHARD MALCOLM STRONG.

It was said of Sheridan: "Had he possessed principle he might have ruled the world." How few young men realize that their success in life depends more upon what they are than upon what they know. It was character, not ability, that elected Washington and Lincoln to the presidency.

Mrs. Russell Sage says that a woman can only afford to sacrifice the grace of skirts at the altar of necessity. That is, women who have to work should wear bloomers. Ladies can stay at home in skirts.

Stick a Pin There.

Business conditions are going to improve. Stick a pin there and resolve that they shall with you, at any rate. Cease crying "hard times" and instead brace up and say, "I will." The result will not be disappointing either. If business is a little slack between seasons it does not follow that things are going to rack and ruin. Not a bit of it. Every cloud has its silver lining, but the silver does not come of its own accord; atmospheric conditions are back of it. Just so with financial affairs, conditions of the right sort produce silver linings, and to secure these it is necessary to use effort to bring them about. This cannot be accomplished, though, by inertia and a melancholy giving away to the dumps.

It is very difficult for two persons to live agreeably together when one is determined to have his way about everything. We must learn to deny ourselves. Self-sacrifice is the gist of love.

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.

A Fortune Teller

may tell you a thing or two in regard to yourself or business that may be of interest to you. We are not fortune tellers, but if you will brighten up your stock with a few of those choice new styles in Prints, La Tosca Robe Outings, American Brocart Suitings and Scotch Dress Plaids it will increase your sales. We expect within a few days, 1,000 dozens of men's and boys' suspenders, at all prices. These are extra values—no seconds or jobs; also 1,000 dozens men's overshirts in Percales, laundried or otherwise, Cheviots, Buckskins, Fast Black Twills, etc., etc. See our line before placing your order.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods.

Grand Rapids, Mich.

Our New Spring Fabrics

Are now ready for inspection.

WASH GOODS of all kinds from the cheapest 5c Ginghams to fine grades as high as 20c.

PRINTS, Hamilton, Windsor, Pacific, Garner, American, Simpsons, Allens, Coheco, Merrimack and Washingtons in all new colors and designs.

DRESS GOODS, Plaids, Mixtures, Coverts, Plain and Fancy Weaves at from 7½ to 42½c. per yard. Be sure and see our line before buying.

P. STEKETEE & SONS,

Wholesale Dry Goods.

GRAND RAPIDS.

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMILL, Lansing; Secretary, D. C. SLAGHT, Flint; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, 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, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Good intentions have no commercial value.

The man on the road is the herald of all that is "up to date" in every walk of life.

M. A. Dunning, of Menominee, succeeds E. I. Peck as Lake Superior representative for Morley Bros., Saginaw.

The annual meeting of the Michigan Commercial Travelers' Mutual Accident Association will be held on Monday, Jan. 25.

R. B. Moore, the only "Dick," has swapped off some of his Lower Peninsula territory for some of the Upper Peninsula.

M. J. Linn, formerly traveler for W. H. Miller, of Bay City, will represent the Wm. Bingham Co., of Cleveland, in the territory from Port Huron to Marquette.

Between reporting returning prosperity and business failures, the opening of and shutting down of factories, the press of the country is having a hard time of it.

Fred R. Dodge, grocer at 901 Canal street, has gone on the road for the Worden Grocer Co., taking the territory formerly covered by R. A. Kanters and Frank Manchester.

There is one thing the commercial travelers are practically agreed upon. It is that the oft-recurring presidential elections are a source of continual commercial annoyance.

There is no class of people that is entitled to or possesses more respect and confidence of the people than the traveling salesmen, not excepting the professions, public officials, or statesmen.

Frank Manchester, formerly with the Worden Grocer Co., has engaged to travel for Godsmark, Durand & Co., of Battle Creek, taking the territory formerly covered by H. R. Radford while in the employ of that house.

A. F. Wixson (Fletcher Hardware Co.) has returned to his Lake Superior territory for 1897, having been in Detroit and Saginaw for three weeks. He says he did not see the sun shine while sojourning in the Lower Peninsula.

A firm makes a mistake in sending out a man to represent its interests because he is a "cheap man." Such a fellow is usually worth nothing except to kill. The up-to-date manufacturer or jobber is always anxious to send a man on the road who can most handsomely uphold the dignity of the house in all the many departments of the business world. Such a man does a paying business in the long run and he insists upon fair play in return.

John McLean writes the Tradesman that an entertainment feature was provided for the ladies accompanying the gentlemen to the annual convention of the Knights of the Grip in the shape of a ride to Mt. Clemens over the Rapid Railway. The ride is said to have been a very pleasant one.

That cordial relations ought to exist between the house and its traveling representative no one doubts, but that does not justify the conclusion, which many unreasonable employers entertain, that it is usually the traveling man's fault when orders for goods are small or irregular from the territory he covers.

The New Mileage Book—Restrictions Attending Its Use.

Written for the TRADESMAN.

On January 2, at \$100 a ticket, the "non-transferable five-thousand-mile interchangeable photographic ticket" was put on sale at the office of the Commissioner of the Central Passenger Committee, Monadnock building, Chicago. The membership of this committee is made up of the railway lines in the territory east of Chicago and St. Louis, north of the Ohio River, and west of Buffalo and Pittsburg; and though all these lines had representation and voice in the committee meetings where the 5,000 mile ticket idea was formulated and perfected, still many roads have not yet agreed to accept it, and Michigan is behind every other State in the Central Passenger Committee territory in the number of roads now accepting the ticket. On a 5,000 mile ticket one can travel over but three Michigan lines—the Lake Shore & Michigan Southern, the Cincinnati, Jackson & Mackinaw, and the Ann Arbor Railroad. The last named is, probably, a Michigan line, but the first one has most of its mileage outside of this State, and the C., J. & M. is about equally divided between Michigan and Ohio. Of the three, the L. S. & M. S. has the greatest mileage in Michigan, comprising, with its various branches, about 500 miles. The Ann Arbor road comes next, with 275, and the C., J. & M. has 125 miles within the Michigan borders. The Vandalia Line and the Cleveland, Cincinnati, Chicago & St. Louis Ry., which have a few miles of road in the St. Joseph and Benton Harbor territory, have adopted the ticket. The Detroit & Cleveland Steam Navigation Co., which may be classed with the Michigan lines, is also a party to the ticket.

As to why the majority of Michigan roads have declined to follow the example of roads in the neighboring states in adopting the new ticket, those officials who would be supposed to know seem to have no decided views. "We don't know when the ticket will be adopted here, or whether it ever will be." The general opinion, however, is that eventually, and not many years hence, the 5,000 mile ticket will be accepted on every road in the Central Committee territory. Should the Grand Rapids & Indiana, Chicago & West Michigan, Detroit, Grand Rapids & Western, Michigan Central, Detroit, Grand Haven & Milwaukee, and Flint & Pere Marquette all fall into line, a passenger with one of the new mileage books could cover the State pretty thoroughly.

The interchangeable ticket is issued and sold only by the Central Passenger Committee, composed of roads in the territory named. Application for a ticket must be made to F. C. Donald, the Commissioner, and on a blank order form, furnished by him to the various railroads. This order states, above a

blank line for signature, etc., that there is enclosed a certified check for \$100 and an unmounted photograph, "the face of which must not exceed the dimensions of a circle one and three-quarters inches in diameter," which likeness is pasted in the Mileage Ticket. Upon receipt of this order the Commissioner issues the ticket, in the care of the agent at the station where it was ordered, where the purchaser obtains it by affixing his signature. The ticket expires one year from the date of purchase.

The passenger does not use this as an ordinary mileage book, by having the conductor tear off the coupons, but must go to the ticket agent at the station where his journey is to begin. After satisfying himself "in a polite and reasonable way" that the bearer is the original of the photograph, the agent tears off the proper number of coupons, giving in return a mileage exchange ticket, good only on that railroad between specified points, on a specified date and train. Baggage will not be checked without this exchange ticket. On the train, the passenger must present the exchange, together with the mileage ticket upon which it was issued, to the conductor, who is especially instructed to make sure that the identification is satisfactory. The passenger must sign his name upon the back of the exchange ticket, and furnish such other evidence as is deemed necessary. After the identify is established the conductor returns the mileage ticket, retaining the exchange, which he must "cash in," the same as other tickets. B. B. METHEANY.

Effect of the Reduction in Rates on the Shipment of Potatoes.

In discussing the change in the classification of potatoes, which went into effect Nov. 12 and remains in force until April 30, a well-known railroad official recently remarked:

"The Michigan farmers and dealers felt the justice of their request for lower rates on an article which sells as cheap as the cheapest grains, and continually kept up the demand that it be reduced to the same class with those grains. They claimed that potatoes were so cheap that in many cases the producer would make more money by allowing them to rot in the ground than by shipping them. If Michigan were the only State producing potatoes, a demand would be created for the product which would necessitate its moving, whether the freight were \$30 or \$60 a car; but when a territory like Wisconsin is looking for a market, there are other considerations.

"The reduction in rate makes a difference of from 2 to 4 cents per 100 and from \$6 to \$12 a carload of 400 to 600 bushels. This difference generally does not go to the farmer, but is deducted from the bill of the consignee. If a farmer has a limited number of bushels of potatoes to sell, therefore, he probably is not benefited, but, on the contrary, receives less for his outlay than formerly, assuming that he would find a market in either case. On the other hand, a man who has a good many carloads for sale—a man who can sell his product if he can get into the right market—reaps a benefit, as he is able to offer the inducement of low prices.

"Shortly after the Michigan roads reduced the rate on potatoes, the Wisconsin lines did the same thing. The Western classification is used in that State, so that the classes cannot be compared, but the rates in Wisconsin and Michigan are now about the same. How can the Michigan product now compete with that of Wisconsin to any better advantage than with the former rate? And has this reduction caused an increased movement in Michigan potatoes? As far as competition goes, the answer is that Michigan is in no better position

to compete than she was before; but that does not answer the second question. Figures are not obtainable which would show the gross shipments over any railroad here, and reliance must be placed upon individual judgment. This would indicate that there ought to be, and that, under normal conditions, there would be, an increased movement, but the actual shipment this year has, probably, been no greater than formerly. If low prices are an inducement in the potato market, the reduction in freight rates facilitates the movement, although statistics in proof are not obtainable."

A CLEAN SHAVE

while you take a snooze is quickest acquired at

FRED MARSH'S

barber shop in Wonderly Building, at Grand Rapids.

BUSINESS University

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

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

FREE CHECK ROOM

The Wellington

EUROPEAN HOTEL. Entirely New. J. T. CONNOLLY, Proprietor, Grand Rapids, 52 S. Tonia 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.

PUREST 10 CENTS BEST



GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
C. A. BUGBEE, Traverse City - Dec. 31, 1896
S. E. 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. SCHRÖDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
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The Drug Market.

Alcohol—Although the consuming demand for grain cannot be said to be active, still the outlook is not particularly discouraging and prices are maintained. Wood is showing a firmer tendency, all grades having been advanced 10c.

Alum—Since 1896 turned its back on us there has been a little improvement as to the general demand, but there are no mentionable changes in quotations.

Arsenic—A slight increase in demand is exhibited from manufacturing consumers, and the market is still firm as to powdered white.

Balsams—All varieties of copaiba are strong and values are firm. Supplies are light and, as the consuming demand is very satisfactory, holders are not anxious to become sellers.

Beans—No cloud flecks the horizon as to any of the varieties of vanilla, the small stock of Mexican in first hands being held with firmness to a degree, there being a good consuming demand and a reasonable jobbing business at ruling prices.

Castor Oil—Domestic manufacturers are keeping up prices, as foreign markets are ruling strong and there is a fair demand from consuming quarters.

Cocaine—Market uninteresting.

Cod Liver Oil—The situation remains unimproved.

Ergot—German has met with some enquiry, but business has not bettered.

Essential Oils—The only noteworthy change is the reduction in citronella.

Glycerine—Competition from Western manufacturers has resulted in an easier feeling and spot quotations for C. P. are lower, in spite of the continued firm markets abroad for crude.

Gums—Nothing special to note in this department. Asafoetida is strong in demand—and powerful as to odor—and a firm feeling prevails. Kino is easier and values have met with a reduction at the hands of the principal holders. Camphor is 1c lower.

Harlem Oil—Business light and unimportant. No change as to quotations.

Juniper Berries—Only small jobbing sales to report but holders entertain firm views.

Leaves—Senna, the different varieties are having good consuming demand and prices are steady. Short buchu are moving fairly as to consuming orders. The general market is otherwise uninteresting.

Menthol—The market is quiet and unsettled.

Morphine—No mentionable activity, but the jobbing demand is a trifle better since Jan. 1 and a steady undertone prevails.

Opium—Consuming demand is only moderate, but the tone of the market is a little firmer. There is nothing new in cables from Smyrna or Constantinople, but advices by mail state that crop estimates are somewhat larger. An endeavor has been made to excite speculative interest, but so far without success, and there is no business except as to current wants of consumers.

Paris Green—As the time for making contracts approaches, the market is developing a firmer undertone, and holders have advanced their jobbing quotation to 14½c in large bulk, with usual advance for small packages.

Quinine—Tone of the market is steady.

Roots—Ipecac, quiet.

Seeds—Russian hemp is a little easier. All varieties of brown mustard are in small supply and generally firmer. English rape is higher. Sunflower, all cheap lots have been taken for consumption and firmness characterizes prime. Poppy has advanced.

Silver, Nitrate—Demand is limited, but manufacturers' quotations are maintained.

Spermaceti—No special business to report, as demand is light, but prices are steady at the former range.

Sponges—Although the spot market continues quiet, all desirable grades are firm, owing to strength in the various primary markets.

Quantity Prices on Patent Medicines.

The wholesale druggists are undoubtedly prompted by selfish motives in their effort to prevent certain large manufacturers of patent medicines from selling quantity lots to retailers at jobbers' prices; but we are inclined to the belief that the restriction of these goods to the legitimate jobbers is of benefit to the retail drug trade as a whole. Some manufacturers who have tried the experiment claim that it is not for their interest to restrict their output to these channels, and, in consequence, they have notified the wholesale druggists that they will not continue longer to refuse orders from retailers who buy their quantity lots.

The retail druggist who is able to dispose of the quantity lots, either through his own trade or by dividing with his neighbors, feels indignant that he cannot buy five gross of sarsaparilla just as cheap as the jobber. In one sense he is right, but if there is any benefit or justice in the regulation of traffic, then he is wrong. The large retailers, department stores and all other cutters are undoubtedly benefited by buying quantity lots direct from manufacturers. But what is their gain is the average retail druggist's loss.

There is no more justice in selling the retailers at jobbers' prices than there is in selling to consumers at retail prices. The jobber is an important factor in the distribution of drugs and medicines, and should be protected in a legitimate and fair profit. If the manufacturers are going to allow their discount to retailers, they ought to fix it so that the jobbers can sell at the same discounts and still have a profit.

Some of our oldest and most substantial proprietary houses have a fixed price for the retail trade, which is subject only to a cash discount. From this they allow the jobber what they consider right for his profit for distributing the goods and guaranteeing the accounts. It seems to us that this is a most rational and equitable plan for the sale of these goods. It enables one retailer to buy his goods just as cheaply as another, and, consequently, he can sell them just as cheaply if he is satisfied with the same margin of profit. It is not right nor fair, under the conditions at present prevailing in the patent medicine trade, that a department store or a combination of druggists should buy these goods cheaper than the small-

er dealer who has to compete with them. If certain large manufacturers prefer to pursue this policy of catering to the cutters, our advice to the rank and file of retailers is to avoid selling their goods and to devote themselves to their own lines, or to such patents as they can buy as cheaply as the dealer on the opposite corner.

A Good Resolution.

From the Chicago Dry Goods Reporter.

Among the things merchants should resolve to do the coming year is to maintain a higher grade of excellence in window trimming. There are many yet who have practically left untried that part of store-keeping, and do not yet recognize its value as a trade winner. For them a resolution to give their windows the attention they are deserving of will be an important advance step in their business career. It is hard to conceive of a merchant being so short-sighted as not to be impressed with the necessity of "putting up a good front," of keeping the windows at least neat and attractive, and if possible lending somewhat of the artistic to them. Yet there are windows that have never been given due consideration and a chance to show what they can do toward increasing the popularity of the store. They have had a little calico or dress goods thrown at them, a few groceries and sundry knick-knacks all jumbled up together, or with no sign of careful arrangement.

It is time for such merchants to change their policy, and it is fitting to turn over the new leaf at the beginning of the new year. To enumerate and discuss the virtues of window dressing seems like threshing over old straw. It is pretty generally known what benefits are claimed as a result of good window displays, but some merchants either disbelieve what they read and hear or are slow to depart from old-established customs and take up with new ideas.

Why not give up-to-date window dressing a trial? In every store there must be some clerk, male or female, who has shown ability that could be applied successfully in this direction. It would be a good plan to give the windows into the charge of this clerk, with the privilege of making the most of them during the year or any specified time. A young clerk would probably enter into the plan more enthusiastically. Perhaps there are several clerks who would like to try their hand at window decorating. If so give each an allotted time, and give them such literature, and other aids that there are so much of, that

they will develop in the art. A friendly rivalry as to who can produce the best series of displays might be engendered. The good results would not all be for the store and the proprietor. If one develops into a good window trimmer he has an accomplishment which may lead to something better than a position behind the counter, and will surely make his services more valuable to his employer.

In these days of fierce competition nothing should be overlooked that will entrench a store more firmly in the good graces of the people. People like to see good displays, and on all sides are proofs of the value of the window dresser's art, and were it less clearly proven to be a strong feature of merchandising, it would not be wise for a merchant to ignore it. Let there be a resolve to make more of the window space in the future.

CINSENG ROOT

Highest price paid by

Write us.

PECK BROS.



GOVERNOR YATES.

A Seed and Havana Cigar as nearly perfect as can be made.
The filler is entirely long Havana of the finest quality—with selected Sumatra Wrapper.

Regalia Conchas,	4½ inch,	\$58.00 M.
Rothschilds,	4¾ inch,	65.00 M.
Napoleons,	5¼ inch,	70.00 M.

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

Morrisson, Plummer & Co.

200 TO 206 RANDOLPH ST.,

CHICAGO.



GYPSINE

The permanent, beautiful finish.
The satisfactory, sanitary finish.
The economical finish—does not set in the dish. The well advertised finish—through newspapers and locally for each dealer. Remember—GYPSINE is guaranteed. Send for prices, etc., to

DIAMOND WALL FINISH CO., GRAND RAPIDS, MICH.



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

are made of the best imported stock.

WHOLESALE PRICE CURRENT.

Advanced—Paris Green, Gum Opium.


Declined—Gum Camphor, Oil Citronella.

Acidum		Conium Mac.		Scilla Co.		Morphia, S.P. & W.		Sinapis, opt.		Linseed, pure raw..	
Aceticum.....	80 10	Copaiba.....	35 65	Tolutan.....	50	Morphia, S.N.Y.Q. & C. Co.....	1 75 2 00	Sinapis, opt.....	18	Linseed, boiled.....	32 35
Benzoleum, German	75 80	Cubeba.....	1 15 1 25	Prunus virg.....	50	Moschus Canton.....	1 65 1 90	Soda Boras.....	34	Spirits Turpentine..	33 38
Boracic.....	15	Erigeron.....	1 20 1 30			Myristica, No. 1.....	65 80	Soda et Potass Tart.	26 28		
Carbolicum.....	27 39	Gaultheria.....	1 20 1 30	Tinctures		Nux Vomica.....	10 20	Soda Boras, po.....	6 8	Red Venetian.....	1 1/2 2 2 3
Citricum.....	44 46	Geranium, ounce..	1 50 1 60	Aconitum Napellis R	60	Os Sepia.....	15 18	Soda et Potass Tart.	26 28	Ochre, yellow Mars.	1 1/2 2 2 3
Hydrochlor.....	30 5	Gossypii, Sem. gal.	50 60	Aconitum Napellis F	60	Pepsin Saac, H. & P.	15 18	Soda, Carb.....	1 1/2 2	Ochre, yellow Ber..	1 1/2 2 2 3
Nitrosum.....	80 10	Hedeoma.....	1 0 1 10	Aloes.....	50	Pieis Liq. N.N. 1/2 gal.	1 00	Soda, Bl-Carb.....	3 2 5	Putty, commercial..	2 1/2 2 1/2 2 3
Oxalicum.....	10 12	Juniper.....	1 50 2 00	Aloes and Myrrh.....	60	Pieis Liq., pints.....	2 00	Soda, Ash.....	3 1/2 4	Putty, strictly pure.	2 1/2 2 1/2 2 3
Phosphorium, dil..	15	Lavendula.....	90 2 00	Arnica.....	60	Pil Hydrag.....	1 00	Soda, Sulphas.....	2 4 4	Vermillion, Prime	
Salicylicum.....	45 50	Limonia.....	1 30 1 50	Assafetida.....	50	Piper Nigra.....	30	Spts. Cologne.....	2 40	American.....	13 15
Sulphuricum.....	1 1/2 1 50	Mentha Piper.....	1 60 2 20	Atrope Belladonna	50	Piper Alba.....	30	Spts. Ether Co.....	50 55	Vermillion, English.	70 75
Tannicum.....	1 40 1 60	Mentha Verid.....	2 65 2 75	Aurant Cortex.....	50	Plumbi Acet.....	10 12	Spts. Myrcia Dom..	2 39	Green, Paris.....	16 1/2 19
Tartaricum.....	34 36	Morruha, gal.....	4 00 4 50	Benzoin.....	50	Pulvis Ipecac et Opil	1 10 1 20	Spts. Vini Rect. bbl.	2 44	Green, Peninsular..	13 16
Ammonia		Myrcia.....	75 3 00	Benzoin Co.....	50	Pyrethrum, boxes H.	1 10 1 20	Spts. Vini Rect. 1/2 bbl	2 47	Lead, Red.....	5 1/2 5 3/4
Aqua, 16 deg.....	4 6	Olive.....	10 12	Barosma.....	50	& P. D. Co., doz.....	1 25	Spts. Vini Rect. 10 gal	2 49	Lead, white.....	5 1/2 5 3/4
Aqua, 20 deg.....	6 8	Pieis Liquida.....	10 12	Cantharides.....	50	Pyrethrum, pv.....	30 33	Less 5c gal. cash 10 da's.		Whiting, white Span	70 70
Carbonas.....	12 14	Pieis Liquida, gal.	99 1 04	Capsicum.....	50	Quassia, S. P. & W.	27 32	Strychnia, Crystal..	1 40 1 45	Whiting, gilders...	70 70
Chloridum.....	12 14	Ricina.....	99 1 04	Cardamon.....	50	Quinia, S. German.....	23 28	Sulphur, Subl.....	2 40 3	Whiting, Paris Amer.	70 70
Aniline		Rosmarini.....	1 00	Cardamon Co.....	50	Quinia, N.Y.....	23 28	Sulphur, Roll.....	2 40 3	Whiting, Paris Eng.	70 70
Black.....	2 00 2 25	Rose, ounce.....	6 50 8 50	Catechu.....	50	Rubia Tincturum.....	12 14	Tamarinds.....	2 1/2 2 1/2	Universal Prepared.	1 00 1 15
Brown.....	80 100	Succini.....	40 45	Cinchona.....	50	Saccharum Lactis pv	24 26	Vanilla.....	9 00 16 00		
Red.....	45 50	Sabina.....	40 45	Cinchona Co.....	50	Salacin.....	3 00 3 10	Whale, winter.....	70 70		
Yellow.....	2 50 3 00	Santal.....	2 50 3 00	Columba.....	50	Sanguis Draconis...	3 00 3 10	Lard, extra.....	40 45		
Baccæ.		Sassafras.....	58 65	Cubeba.....	50	Sapo, W.....	10 12	Lard, No. 1.....	35 40		
Cubee.....	13 15	Sinapis, ess., ounce	1 40 1 50	Cassia Acutifol.....	50	Sapo, M.....	10 12				
Juniperus.....	6 8	Tigil.....	40 45	Cassia Acutifol Co	50	Sapo, G.....	15 15				
Xanthoxylum.....	25 30	Thyme.....	40 45	Digitalis.....	50	Siedlitz Mixture.....	20 22				
Balsamum		Thyme, opt.....	1 60	Ferri Chloridum.....	35						
Copaiba.....	60 65	Theobromas.....	15 20	Gentian.....	50						
Peru.....	2 60	Potassium		Gentian Co.....	50						
Terabin, Canada.....	40 45	Bi-Barb.....	15 18	Guaiaca.....	50						
Tolutan.....	65 75	Bichromate.....	13 15	Guaiaca ammon.....	50						
Cortex		Bromide.....	48 51	Hyoscyamus.....	50						
Abies, Canadian.....	18	Carb.....	12 15	Iodine.....	75						
Cassia.....	12	Chlorate, po. 17@19c	16 18	Iodine, colorless..	75						
Cinchona Flava.....	18	Cyanide.....	50 55	Kino.....	50						
Euonymus atropurp	30	Iodide.....	2 90 3 00	Lobelia.....	50						
Myrica Cerifera, po.	20	Potassa, Bitart, pure	27 30	Myrrh.....	50						
Prunus Virginia.....	12	Potassa, Bitart, com	27 30	Nux Vomica.....	50						
Quillaia, gr'd.....	10	Potass Nitras, opt.	50 10	Opil.....	50						
Sassafras.....	12	Potass Nitras.....	50 10	Opil, camphorated..	50						
Ulmus.....	15	Prussiate.....	25 28	Opil, deodorized....	50						
Extractum		Sulphate po.....	15 18	Quassia.....	50						
Glycyrrhiza Glabra.	24 25	Radix		Rhatany.....	50						
Glycyrrhiza, po.....	28 30	Aconitum.....	20 25	Rhel.....	50						
Hæmatox, 15 lb box.	11 12	Althæ.....	22 25	Sanguinaria.....	50						
Hæmatox, 1s.....	13 14	Anchusa.....	12 15	Serpentaria.....	50						
Hæmatox, 1/2s.....	14 15	Arum po.....	2 25	Stromonium.....	50						
Hæmatox, 1/4s.....	16 17	Calamus.....	20 24	Tolutan.....	50						
Ferru		Gentiana.....	12 15	Valerian.....	50						
Carbonate Precip.....	15	Glycyrrhiza, pv. 15	10 12	Veratrum Veride...	50						
Citrate and Quinia..	2 25	Hydrastis Canaden.	35	Zingiber.....	20						
Citrate Soluble.....	80	Hydrastis Can., po.	40								
Ferrocyanidum Sol.	50	Helio bore, Alba, po.	15 20	Miscellaneous							
Solut. Chloride.....	15	Inula, po.....	15 20	Æther, Spts. Nit. 3 F	30 35						
Sulphate, com'l, by	2	Ipecac, po.....	1 65 1 75	Æther, Spts. Nit. 4 F	34 38						
bbl, per cwt.....	35	Iris plox.....	35 40	Alumen.....	24 30						
Sulphate, pure.....	7	Jalapa, pr.....	40 45	Alumen, gro'd. po. 7	3 4						
Flora		Maranta, 1/2s.....	40 45	Annatto.....	40 50						
Arnica.....	12 14	Podophyllum, po.....	22 25	Antimoni, po.....	40 50						
Anthemis.....	18 25	Rhel.....	75 100	Antimoni et Potass T	55 60						
Matricaria.....	25 30	Rhel, cut.....	1 25	Antipyrin.....	1 40						
Folia		Rhel, pv.....	75 135	Antifebrin.....	10 12						
Barosma.....	15 20	Spigelia.....	35 38	Argent Nitras, oz.	55 60						
Cassia Acutifol, Tin-	18 25	Sanguinaria, po. 25	30 35	Bismuth S. N.....	38 40						
nevelly.....	25 30	Serpentaria.....	40 45	Calcium Chlor., 1s.	9						
Cassia Acutifol, Alx.	18 25	Senega.....	40 45	Calcium Chlor., 1/2s.	10 12						
Salvia officinalis, 1/2s	12 20	Similax, officinalis H	10 12	Calcium Chlor., 1/4s.	12 15						
and 1/4s.....	80 10	Smilax, M.....	10 12	Cantharides, Rus. po	18						
Ura Ursi.....	80 10	Scilla.....	10 12	Cantharides, Rus. po	18						
Gummi		Symplocarpus, Fœti-	25	Capsici Fructus, af.	15						
Acacia, 1st picked..	65	us, po.....	25	Capsici Fructus, po.	15						
Acacia, 2d picked..	45	Valeriana, Eng. po. 30	25	Capsici Fructus B. po	15						
Acacia, 3d picked..	35	Valeriana, German.	15 20	Caryophyllus, po. 15	10 12						
Acacia, sifted sorts.	28	Zingiber a.....	12 16	Carmine, No. 40.....	3 75						
Acacia, po.....	60 80	Zingiber j.....	25 27	Cera Alba, S. & F.	50 55						
Aloe, Barb. po. 20@28	14 18	Semen		Cera Flava.....	40 42						
Aloe, Cape.....	12	Anisum.....	12 12	Coccus.....	40 42						
Aloe, Socotri.....	30	Apium (graveleons)	13 15	Cassia Fructus.....	27						
Ammoniac.....	55 60	Bird.....	4 6	Centraria.....	40						
Assafetida.....	22 25	Carul.....	10 12	Cetaceum.....	40						
Benzoinum.....	50 55	Cardamon.....	10 12	Chloroform.....	60 63						
Catechu, 1s.....	13	Coriandrum.....	8 10	Chloroform, squibbs	1 35						
Catechu, 1/2s.....	14	Cannabis Sativa.....	3 1/2 4	Chloral Hyd Crst.....	1 15 1 30						
Catechu, 1/4s.....	16	Cydonium.....	75 1 00	Chondrus.....	20 25						
Camphore.....	44 50	Chenopodium.....	10 12	Cinchonidine, P. & W	20 25						
Euphorbium.....	10	Dipterix Odorate.....	2 90 3 00	Cinchonidine, Germ	15 22						
Galbanum.....	1 00	Feniculum.....	10 12	Cocaine.....	4 05 4 25						
Gamboge po.....	65 70	Fenugreek, po.....	7 9	Corks, list, dis. pr. et	65						
Guaiacum.....	35	Lini.....	2 1/2 4	Creosotum.....	2 35						
Kino.....	4 00	Lini, gr'd. bbl. 2 1/2	3 1/2 4	Creta.....	2 35						
Mastic.....	60	Lobelia.....	35 40	Creta, prep.....	11						
Myrrh.....	40	Pharlaris Canarian.	3 1/2 4	Creta, Rubra.....	8						
Opil.....	2 40 2 50	Rapa.....	4 1/2 5	Crocus.....	50 55						
Shellac.....	40 45	Sinapis Albu.....	7 8	Cudbear.....	24						
Shellac, bleached...	40 45	Sinapis Nigra.....	11 12	Cupri Sulph.....	50 60						
Tragacanth.....	50 60										


GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00	CHEESE. Acme.....@ 10 1/4 Amboy.....9 1/4 @ 10 1/4 Gold Medal.....@ 10 1/4 Ideal.....@ 10 1/4 Jersey.....@ 10 1/4 Lenawee.....@ 9 1/4 Oakland County.....@ 10 Riverside.....@ 11 Sparta.....@ 10 Springdale.....@ 9 Brick.....@ 7 1/2 Edam.....@ 19 Leiden.....@ 15 Limburger.....@ 9 1/2 Pineapple.....60 @ 9 1/2 Sap Sago.....@ 20 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....3 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 COFFEE. Green. 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-Jewell-Wells Co.'s Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....31 Wells' Mocha and Java.....32 Wells' Perfection Java.....33 Saneabo.....23 1/2 Valley City Maracaibo.....20 Ideal Blend.....17 Leader Blend.....15 Worden Grocer Co.'s Brands Quaker Mandehling Java.....31 Quaker Mocha and Java.....32 Toko Mocha and Java.....23 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.....15 00 Jersey.....15 00 McLaughlin's XXXX.....14 50 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. Gail Borden Eagle.....7 09 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35	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 2500, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 3 Evaporated 50 lb boxes.....@ 4 California Fruits. Apricots.....11 1/4 @ Blackberries.....@ 4 1/4 Nectarines.....6 @ Peaches.....7 1/4 @ 9 Pears.....@ Pitted Cherries.....@ 7 1/4 Prunelles.....@ Raspberries.....@ California Prunes. 100-120 25 lb boxes.....@ 5 1/4 90-100 25 lb boxes.....@ 5 1/4 80-90 25 lb boxes.....@ 5 1/4 70-80 25 lb boxes.....@ 6 1/4 60-70 25 lb boxes.....@ 6 1/4 50-60 25 lb boxes.....@ 7 1/4 40-50 25 lb boxes.....@ 7 1/4 30-40 25 lb boxes.....@ 1/4 cent less in bags Raisins. London Layers 3 Crown.....1 60 London Layers 5 Crown.....2 50 Dehesias.....3 50 Loose Muscatels 2 Crown.....5 1/4 Loose Muscatels 3 Crown.....6 1/4 Loose Muscatels 4 Crown.....7 1/4 FOREIGN. Currants. Patras bbls.....@ 4 1/4 Vostizzas 50 lb cases.....@ 4 1/4 Cleaned, bulk.....@ 6 1/4 Cleaned, packages.....@ 6 1/4 Peel. Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12 Raisins. Ondura 28 lb boxes.....@ 7 1/4 Sultana 1 Crown.....@ 8 1/4 Sultana 2 Crown.....@ 9 Sultana 3 Crown.....@ 9 1/4 Sultana 4 Crown.....@ 9 1/4 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 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/4 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....90 Split, per lb.....2 1/4 Rollad Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 50 Monarch, 1/2 bbl.....1 88 Private brands, bbl.....3 25 Private brands, 1/2 bbl.....1 75 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 4 1/4 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.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....1 30 Sealed.....14 Flackerel. No. 1 100 lbs.....11 00 No. 1 40 lbs.....4 70 No. 1 10 lbs.....1 25 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 Family 90 lbs..... Family 10 lbs..... 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 60 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. doz.....75 2 oz.....1 50 Regular Vanilla. doz.....1 20 2 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.....31 30 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c 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 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4 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 Kappee, 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 mats.....20 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....10 Nutmegs, No. 2.....15 Pepper, Singapore, black.....45 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....35 Cloves, Zanzibar.....15 Ginger, African.....20 Ginger, Cochian.....15 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 10 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4
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JAXON

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


Per doz.
 Standard Bushel.....1 25
 Extra Bushel.....1 75
 Market.....30
 1/2 bushel.....3 50
 1/4 bushel.....4 00
 1 bushel.....5 00
 Iron strapped, 50c extra.
 Diamond Clothes, 30x16.....2 50
 Braided Splint, 30x16.....4 00

BATH BRICK.
 American.....70
 English.....80
BLUING.
CONDENSED PEARL BLUING
 1 doz. Counter Boxes.....40
 12 doz. Cases, per doz.....4 50
BROOFS.
 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.
 8s.....7
 16s.....8
 Paraffine.....8
CANNED GOODS.
Planitowoc Peas.
 Lakeside Marrowfat.....1 00
 Lakeside E. J.....1 30
 Lakeside, Cham. of Eng.....1 40
 Lakeside, Gem, Ex. Sifted.....1 65
CHOCOLATE.
Walter Baker & Co.'s.
 German Sweet.....22
 Premium.....31
 Breakfast Cocoa.....42
CLOTHES LINES.
 Cotton, 40 ft, per doz.....1 00
 Cotton, 50 ft, per doz.....1 20
 Cotton, 60 ft, per doz.....1 40
 Cotton, 70 ft, per doz.....1 60
 Cotton, 80 ft, per doz.....1 80
 Jute, 60 ft, per doz.....80
 Jute, 72 ft, per doz.....95



SALT.

Diamond Crystal.

Cases, 24 3-lb boxes.....	1.60
Barrels, 100 3-lb bags.....	2.75
Butter, 56 lb bags.....	2.50
Butter, 20 lb bags.....	3.00
Butter, 20 lb bbls.....	2.50

Common Grades.

100 3-lb sacks.....	2.60
60 5-lb sacks.....	1.85
28 11-lb sacks.....	1.70

Worcester.

50 4 lb. cartons.....	3.25
115 2 1/2 lb. sacks.....	4.00
60 5 lb. sacks.....	3.75
22 14 lb. sacks.....	3.50
30 10 lb. sacks.....	3.50
28 lb. linen sacks.....	3.2
56 lb. linen sacks.....	60
Bulk in barrels.....	2.50

Warsaw.

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

Ashton.

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

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

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

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

STARCH.

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

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

Diamond.....	5.00
128 5c packages.....	5.00
32 10c and 64 5c packages.....	5.00

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

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

SOAP.	
Armour's Laundry.....	2.70
Armour's Family.....	3.25
Armour's Comfort.....	3.25
Armour's White, 100s.....	6.25
Armour's White, 50s.....	3.20
Armour's Woodchuck.....	2.55
Armour's Kitchen Brown.....	2.00
Armour's Mottled, German.....	2.40

Armour's Family.....	2.70
Armour's Comfort.....	3.25
Armour's White, 100s.....	6.25
Armour's White, 50s.....	3.20
Armour's Woodchuck.....	2.55
Armour's Kitchen Brown.....	2.00
Armour's Mottled, German.....	2.40

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Armour's White, 50s.....	3.20
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Armour's Kitchen Brown.....	2.00
Armour's Mottled, German.....	2.40

Armour's Family.....	2.70
Armour's Comfort.....	3.25
Armour's White, 100s.....	6.25
Armour's White, 50s.....	3.20
Armour's Woodchuck.....	2.55
Armour's Kitchen Brown.....	2.00
Armour's Mottled, German.....	2.40

Armour's Family.....	2.70
Armour's Comfort.....	3.25
Armour's White, 100s.....	6.25
Armour's White, 50s.....	3.20
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Armour's White, 50s.....	3.20
Armour's Woodchuck.....	2.55
Armour's Kitchen Brown.....	2.00
Armour's Mottled, German.....	2.40

Scouring.

Sapolio, kitchen, 3 doz.....	2.40
Sapolio, hand, 3 doz.....	2.40

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Cut Leaf.....	5.00
Domino.....	4.87
Cubes.....	4.62
Powdered.....	4.62
XXXX Powdered.....	4.75
Mould A.....	4.62
Granulated in bbls.....	4.37
Granulated in bags.....	4.37
Fine Granulated.....	4.37
Extra Fine Granulated.....	4.50
Extra Coarse Granulated.....	4.50
Diamond Confection A.....	4.37
Confection Standard A.....	4.25
No. 1.....	4.00
No. 2.....	4.00
No. 3.....	4.00
No. 4.....	3.94
No. 5.....	3.87
No. 6.....	3.81
No. 7.....	3.75
No. 8.....	3.69
No. 9.....	3.69
No. 10.....	3.62
No. 11.....	3.56
No. 12.....	3.50
No. 13.....	3.44
No. 14.....	3.37
No. 15.....	3.31
No. 16.....	3.06

Lozenges, plain.....	4.00
Lozenges, printed.....	4.00
Choc. Drops.....	4.00
Choc. Monumentals.....	4.00
Gum Drops.....	4.00
Moss Drops.....	4.00
Sour Drops.....	4.00
Imperial.....	4.00

Lozenges, plain.....	4.00
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Imperial.....	4.00

Lozenges, plain.....</

Bicycles

News and Gossip of Interest to Dealer and Rider.

Two or three years ago a man connected with a large bicycle establishment remarked in conversation that he believed the time would soon come—and the limit he set was three or four years—when no bicycles would be built specially for women but all women riders would be using diamond-frame wheels. There is no indication that his prediction is coming true. On the contrary, there are many signs that what is sometimes termed "rational costume" for women has had its day and is on the decline in this country. Observation during last year showed fewer "bloomers" worn by women than in the previous year, although the number of women riders greatly increased, and evidence in the same direction may be obtained by enquiries at the headquarters of the local bicycle companies. The question, "Is there any demand for diamond frames for women?" was asked at several of these places and brought forth practically the same answer every time. Said one of those questioned: "No, there is scarcely any demand at all. So far as I can judge, I should say there is a smaller demand this year than there was last, and less than in the year before. Our women haven't taken to trousers or divided skirts. With frames made as they now are, there is no reason why they should. The loop frame is very stiff and practically as rigid as the diamond; in fact, the loop has a tendency to take up the vibrations. Besides, a woman riding such a wheel is able to get off much quicker in case of an emergency. Women are not in the habit of swinging their feet around as men are, and consequently when mounted on a diamond frame they cannot get off so quickly and easily as a man can. I should say that not one woman in fifty of those who come in here looking for bicycles even suggests a diamond frame as a possibility."

At another factory the answer returned to a question on the subject was as follows: "There is certainly no increase in the demand for diamond frames for women. Heretofore we have made a special wheel to meet whatever demand existed, but we are not going to do so any more. The special wheel was twenty-one and a half inches in height of frame, and was fitted with twenty-six inch wheels. Hereafter we shall offer our regular twenty-two-inch frame to any woman who wants to ride a diamond. It is surprising that women five feet and an inch or two in height can take so high a frame, but it is a fact that they can. But few women are willing to adopt the man's wheel, and what is virtually the man's costume, too. There is no reason for them to do so, now that drop frames are so well made and are almost as light as diamonds. As far as danger is concerned, there is less danger to a woman on a drop frame. Unless her skirt is needlessly long there is almost no possibility of its getting caught in the wheel or sprockets, and certainly she can dismount from such a wheel more easily than from a diamond frame. She can also mount more easily, as any man who has ever learned to mount a woman's wheel woman fashion knows. As far as the manufacturers are concerned, they would be glad to see all women

riding diamonds, for then they would have to get out only one pattern, but their object is to meet the demands of purchasers, and the number of drop frames will be larger this year than ever."

At still another place the attendant was asked if a special wheel was made for the use of women wishing to ride diamond frames. "No," was the reply, "we never have made a special wheel for that purpose. The demand has never been large enough to justify it. Few women want that sort of wheel, anyway. For those who do our road racer, with a low frame, is the right thing. The only tendency I can see in the direction of women wearing the bloomer costume is in the case of those who ride tandems, some of whom prefer to ride in the same way that men do. The great majority of women do not like that style, however, and the boom for the rational dress, started two or three years ago, has undoubtedly spent its force. The woman's wheel of the future will be the drop or loop frame, at least in this country."

The interest in tandem riding is evidenced by the fact that some bicycle concerns which have been in the business several years are now making tandems for the first time. The most popular tandem appears to be the combination frame—that is, with a diamond in the rear and a loop in front. One company makes a double-loop tandem, but it has not been widely used, and other manufacturers are not likely to take up the idea. There has been considerable talk about the position which a woman should take when riding a tandem with a male escort—whether she should occupy the front or rear seat. Combination tandems are constructed on the theory that the woman shall ride in front, and the arguments in favor of that position are too strong to be successfully controverted. It is the rider who occupies the rear seat who mounts last and gets the machine under way. This is plainly the man's duty. The only important question remaining is that of steering. A woman accustomed to riding a single wheel is naturally inclined to steer when she first mounts a tandem, but after a little experience she becomes willing to trust to the stronger hand in the rear, although it is obvious that at times she may see an obstacle that might escape the other's eye. If the drop frame half of the tandem should be placed in the rear it would become the woman's duty to hold the machine while the man was mounting, and then to mount herself and make the start, which would certainly be an awkward and inconvenient arrangement.

Mention was recently made in this column of a method adopted by some winter riders to guard against slipping of tires on snow and ice, by wrapping canvas or muslin around tire and rim and sewing it fast. Another plan to accomplish the same thing is to wind heavy twine around the tires at points about as far apart as the spokes. To an extent both of these things serve to protect the tires from injury, but really there is very little danger of a tire being torn or punctured by contact with rough or broken ice.

With the larger sprockets that are coming into use there is a movement in the direction of using longer cranks. Instead of six and one-half inches, which has been the customary length,

many riders are providing themselves with seven-inch cranks. It is said that the extra half-inch makes pedalling easier on ordinary roads, but the larger circle through which the foot passes will tell in the other direction in hill climbing. A rider who has tried the longer cranks on his new mount reports a strain on the thigh muscles in a new place, which was a surprise to him, a rider of several years' experience.

A wheelman who has gone over a certain route without difficulty, either following the direction of a guide-book or on information gleaned from other sources, is not always able to make the return trip successfully. A fork in the road which was unnoticed going in one direction, may prove a source of serious embarrassment on the return. In truth, so rapid is the progress usually made on a bicycle that it is impossible to get more than a cursory glimpse of the country one passes through, and a ride over the same road in the opposite direction has almost as large an element of novelty as if the landscape had never been seen before. But one should beware of thinking that he is thoroughly familiar with a road, unless it is an established thoroughfare, because he has traveled over it once.

Another Experience with a Fraudulent Commission House.

From the Holland Times.

To show how difficult it is for the average fruitgrower to deal with Chicago commission dealers and get fair returns can be seen from a little experience Wm. Fleetwood, Henry Webber and one or two others of Salem, Allegan county, had recently. Mr. Fleetwood some time ago sent a few barrels of apples to a Chicago commission house. The firm made returns of 65 cents a barrel and wrote that it would like a carload and that they should send all they could and if they had any poultry to send that, also. As this was 15 cents a barrel more than could be had at their home market, the above gentlemen combined and shipped 200 barrels of the fruit. Not hearing from the shipment for some time, they wrote to the firm and received reply that the firm was holding on for an expected rise in price. Failing to hear further, the Salem gentlemen made inquiries through other Chicago business houses and learned that the commission house was a fraudulent concern and that the chances for ever collecting a cent were very slim.

In certain parts of China the young women wear their hair in a long, single plait, with which is intertwined a strand of bright scarlet thread, which denotes them to be marriageable. John catches onto a sweetheart swift enough when he sees the little scarlet thread hanging down her back.

He Still Exists.

From Shoe and Leather Facts.

Every now and then you still meet a business man who would not think of using anything but Ivory Soap, says silverware which has not Rogers stamped on it is not worth anything, insists that his wife shall use only Royal Baking Powder, says Arbuckle's coffee is par excellence, and dilates on the superiority of Star hams, who takes Hood's Sarsaparilla when he has a tired feeling, and always has a couple of bottles of Duffy's Pure Malt Whisky in the house for medicinal use, who uses Yankee Soap for shaving, wears E. & W. collars and cuffs, and would be ashamed to go out without a Dunlap or Stetson hat on his head—who asserts it as his positive conviction that advertising does not pay!

The saying that "Misfortunes make us wise" is good as far as it can go, in face of the fact that lots of foolish people are always in trouble.



A few more good agents wanted.

ADAMS & HART,
SOLE DISTRIBUTERS,
GRAND RAPIDS, MICH.

Bicycle Happenings in England.

Some odd things happen to bicycle riders in England, and some of the English customs and occurrences are unique in their originality, the more so as they occur in staid old England, the land of primness and aristocracy.

Parallel cases do sometimes occur, however. English police are busy searching for a fashionably-attired woman who has a mania for disposing of bicycles, which she hires at different places.

A bicycle which was carried in the baggage car of a train was wrecked. The railway company denied all responsibility, the bicycle not being packed, but the owner recovered damages in court.

There is a popular prejudice in England against bicycles without brakes. The newspapers never fail to comment unfavorably on accidents happening to "brakeless" bicyclists. A "biker" was recently committed for trial in London for injuring a child while riding without a brake.

Bikers are evidently amply protected by English law, and punishment to offenders against the "Knights of the Wheel" is meted out swiftly and surely. One of a gang who ill-used a party of cyclists at Kilburn was sentenced to two months' hard labor.

At a gymkana of the Ranelagh Club, the Prince and Princess of Wales witnessed, recently, a "musical ride" by lady cyclists.

In a recent race at the Wheel Club, there was one in which each lady rode one-half the distance, and selected a gentleman to finish the course.

At a parade of military bicyclists at Aldershot, there were six hundred mounts in line.

A member of Parliament has been fined for riding on the wrong side of the street. More such discipline would be valuable in this country.

The riding of bicycles is rapidly supplanting the time-honored sport of rowing in the hearts of English athletes.

A coroner of Croydon has been lecturing on the bicycle, devoting his remarks chiefly to the dangers which cyclists of advanced years run in endeavoring to ride up hill.

An aged woman was knocked down by an inexperienced rider at Ware, and died of her injuries. Whereupon, the jury sitting upon the case took occasion to reprove the rider for attempting to ride upon a public road before he could manage a machine. Another cyclist went to jail for seven days for knocking down a pedestrian on Ludgate Hill.

A magistrate of London has decided that a policeman has a right to seize a machine and suddenly stop a bicyclist who is riding swiftly when children are near by.

The judge of a Scotch court recently held that the ringing of a bell by a cyclist gave him no right to run down a person, and the offender was fined £80.

Beggary has reached the ne plus ultra of perfection in England. At Chatham, recently, a mendicant was found riding a stolen wheel on his begging tours. He chained the wheel to railings while transacting the duties of his profession.

Benevolence toward one who has injured us is a rare quality, especially among the nobility. A working man returning from his toil on a bicycle collided with the carriage of the Prince of Naples, who thereupon gave the man a sum of money to purchase a new machine.

In France and the colonies some

curious things occur connected with bicycles. A duel was recently fought in France, the combatants being mounted on wheels.

A municipal bicycle market has been opened in Paris, open to all buyers and sellers.

In the ballroom of the Government House, at Melbourne, Australia, recently, Lord and Lady Brassey introduced a bicycle ride at a fashionable dance.

In France, highwaymen have adopted the use of the lasso, after the fashion of our Western cow-boys, with which they entangle and "hold up" the unwary rider.

English tramps have an unconquerable aversion to bicyclists. A member of the fraternity of "Weary Willies" was recently sentenced to jail at Bedford for violent assault upon a rider.

Up to September, 1896, £11,000,000 was invested in new limited cycle companies in England since the beginning of the year. Up to the end of 1895, the capital of all British cycle companies was less than £6,000,000, thus showing an increase of nearly double since January, 1896. This figure does not include capital invested in the numerous private concerns. This demonstrates, in some measure, the immense popularity of the wheel across the water.

Nearly 2,000 patents were applied for on inventions connected with bicycles and accessories during the year 1895.

A cyclists' church parade was held on a recent Sunday at Sham Hall, Lord Londonderry's estate, in which 700 wheelmen took part, bicyclists from all parts of England being present. Devotional services were held in a tent. The Duke of Cambridge was present as a guest.

The Crystal Palace has recently received a modern addition in the shape of a cement cycle path.

Costume bicycle parades are a great fad in England, one of the "smartest" being recently held at Leeds.

A "certificate of efficiency" is requisite for lady bicyclists in Bavaria. No woman is allowed to appear in public on a wheel unless provided with this document properly signed and sealed.

Nearly all the Queen's children and grand-children and one or two great grand-children now ride the fascinating "bike."

Bicycle restaurants are a recent English innovation. They are mounted on tricycles and are placed on roads frequented by wheelmen.

Association Matters

Michigan Hardware Association

President, HENRY C. WEBER, Detroit; Vice-President, CHAS. F. BOCK, Battle Creek; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
Next Meeting—At Grand Rapids, Feb. 17 and 18, 1897.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAFF; Treasurer, J. GEO. LEHMAN.
Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

BARROWS

Railroad \$12 00 14 00
Garden net 30 00

BOLTS

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

BUCKETS

Well, plain \$ 3 25

BUTTS, CAST

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

BLOCKS

Ordinary Tackle 70

CROW BARS

Cast Steel per lb 4

CAPS

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

CARTRIDGES

Rim Fire 50& 5
Central Fire 25& 5

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

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

GAUGES

Stanley Rule and Level Co.'s 60&16

KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.
Steel nails, base 1 65
Wire nails, base 1 75
20 to 60 advance Base
10 to 16 advance 05
8 advance 10
6 advance 20
4 advance 30
3 advance 45
2 advance 70
Fine 3 advance 50
Casing 10 advance 15
Casing 8 advance 25
Casing 6 advance 35
Finish 10 advance 95
Finish 8 advance 35
Finish 6 advance 45
Barrel 7/8 advance 85

PLANES

Ohio Tool Co.'s, fancy @50
Sciota Bench 80
Sandusky Tool Co.'s, fancy @50
Bench, first quality @50
Stanley Rule and Level Co.'s wood 60

PANS

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

RIVETS

Iron and Tinned 60
Copper Rivets and Burs 60

PATENT PLANISHED IRON

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

HAMMERS

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

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

Stanley Rule and Level Co.'s dis 70

ROPES

Sisal, 1/4 inch and larger 6
Manilla 9

SQUARES

Steel and Iron 80
Try and Bevels 80
Mitre 80

SHEET IRON

com. smooth. com.
Nos. 10 to 14 \$3 30 \$2 40
Nos. 15 to 17 3 30 2 40
Nos. 18 to 21 3 45 2 60
Nos. 22 to 24 3 55 2 70
Nos. 25 to 26 3 70 2 70
No. 27 3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER

List acct. 19, '86 dis

SASH WEIGHTS

Solid Eyes per ton 20 00

TRAPS

Steel, Game 60&10
Oneida Community, Newhouse's 50
Oneida Community, Hawley & Norton's 70&10&10
Mouse, choker per doz 15
Mouse, delusion per doz 1 25

WIRE

Bright Market 75
Annealed Market 75
Coppered Market 70&10
Tinned Market 62 1/2
Coppered Spring Steel 50
Barbed Fence, galvanized 2 15
Barbed Fence, painted 1 80

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

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.

RANDOM REFLECTIONS.

Here's a pointer for young men who are ambitious to shine in crime. Two old hands at the business cleaned up \$6,000 in three months in North Dakota, more than they could have earned at honest labor in that many years, but one of them has been dead a week from heart failure caused by the shock from a bullet applied by a reckless sheriff, and the other is in custody with a long term in the penitentiary ahead of him.

Pugilism is a poor business, measured by its pecuniary returns and the use that is commonly made of them. Here is the redoubtable John L. in a poor debtor's court, putting in a plea of destitution against the claim of a florist who has decked him out with boutonnières and supplied him with funeral emblems to the tune of \$300, and trying to explain to the satisfaction of the court what he has done with all the large sums of money which have come into his hands. They have vanished with the rose of yesterday and the flame of the extinguished lamp, beyond his or his suitor's power to whistle them back, illustrating anew the force of the adage that the pugilist and his money are soon parted and not easily brought together again.

It is being urged in England that national granaries be erected, so that, in case of war or in case of the interruption of commerce by any other cause, the price of bread will not be extravagantly advanced to the British people. Great Britain is so densely peopled that the soil of the island is entirely insufficient to produce food in sufficient quantities for the population. It is estimated that out of every seven loaves of bread consumed six of them are made of imported wheat. The meat supply comes largely from Australia, Argentina and the United States.

Judge Yerkes, of Philadelphia, in sentencing a lad the other day for forging a check with which to buy a bicycle, made the surprising statement that three-fourths of the business of his court had to do with crimes growing in some way out of the bicycle trade. The convict's employer, a grocer, tearfully testified that dozens of persons rode daily and gayly by his windows who owed him bills. These are facts, which we must assume really exist in Philadelphia, to be deplored; but they constitute no argument against the growing use of the bicycle as a vehicle of health, pleasure and business. A wrong method of obtaining a desirable object does not impugn that object's desirability. The swifter the punishment of wrong-doers in the bicycling community, the greater and happier will be the number of its members who can pedal with stout legs and clear consciences.

During the year just past the mileage and capitalization of the railways of the United States which were foreclosed under mortgages exceeded those of any other year in the history of railroads in this country. The number of roads involved was exceeded once, in 1879, but at that time the average was shorter. The number of roads was fifty-eight and the mileage 13,730, while the capital involved aggregated \$1,150,000,000. The record for the preceding year was fifty-two roads, with 12,831 mileage and \$761,000,000 capitalization. Beginning with 1892, 213 roads—with 56,400 miles of track and a capitalization of \$179,000,000,000, or 30 per cent. of the total

capital of the roads of the United States—have been placed in the hands of receivers.

The special legislative committee of New York for the investigation of the Adirondack forests is about to make a report recommending the purchase of about 600,000 acres of land to add to the park lands already owned by the State for forest preserves. The recommendation is to be urged that the purchase be made at once, for the reason that the lands are increasing so rapidly in value on account of the extension of facilities for hardwood lumbering. Considering the interest manifested in the defeat of a proposed constitutional provision which it was thought might endanger the State forests, it is probable that the report of the Committee will be favorably received and acted upon. This interest in forest preservation in New York indicates a movement which will probably spread to other states.

In the opinion of the Tradesman, the so-called coffee war is no war at all, but a cleverly-conceived scheme on the part of the Arbuckles to obtain control of their greatest competitor in the package coffee line. It is an open secret that the Coffee Kings of Gotham have regarded the remarkable rise of the Woolson institution with intense jealousy, as they realized that the Woolson plant was growing faster than their business was expanding, so that a few years would witness the transfer of the coffee supremacy of the country from New York to Toledo—from Arbuckle to Woolson. Such an outcome could not be tolerated by the Arbuckles, so an immense sugar refinery was planned—on paper—and a deal consummated with Havemeyer by which he agreed to obtain control of the Woolson plant. He has succeeded in accomplishing his part of the undertaking, and, after a brief period of apparent warfare, the Woolson plant will pass into the possession of the Arbuckles and some deal will be made with McLaughlin by which the range of prices between the raw and roasted product will be expanded. The Tradesman may be mistaken, but it commends this theory to the attention of its readers.

As the Sun Went Down.

Two soldiers lay on the battlefield
At night when the sun went down.
One held a lock of thin gray hair
And one held a lock of brown.

One thought of his sweetheart back at home,
Happy and young and gay,
And one of his mother left alone,
Feeble and old and gray.

Each, in the thought that a woman cared,
Murmured a prayer to God,
Lifting his gaze to the blue above,
There on the battle sod.

Each in the joy of a woman's love
Smiled through the pain of death,
Murmured the sound of a woman's name,
Though with his parting breath.

Pale grew the dying lips of each,
Then, as the sun went down,
One kissed a lock of thin gray hair,
And one kissed a lock of brown.

WALDRON W. ANDERSON.

Constant in One Thing.

Fair woman faints away no more,
Nor essays the pathos;
She's not the shrinking thing of yore—
She goes in for athletics.
A full, free stride that's almost bold
Succeeds the high-heeled wriggle,
But in one way she's as of old
She has the same old gigue.

Too Ambitious by Half.

Drummer (to his wife, who has just presented him with twins)—My dear, a sample would have been sufficient. There is no necessity for carrying a stock.

CRIMINAL BY INSTINCT.

Beauty of face and figure give no immunity from criminality. Sin is an act against morality and duty, as set forth in the divine law. Crime is a violation of human law. Some of the most flagrant criminals, as well as some of the worst sinners, have been models of physical beauty.

These observations are suggested by the announcement that a very handsome young woman, of good family, is under arrest at Minneapolis on the charge of being the leader of a gang of highwaymen. Her name is Edith May White. She was known as a very dashing bicyclist, and was a member of the Baptist church. Her family is very respectable. Evil associations and the love of a man who is a highwayman by profession brought her to her present level. In criminal circles she is known as "Cranberries."

Two men who were also arrested, for complicity with her, confessed their participation in several robberies and acknowledged her leadership. According to accounts of the matter, her accomplices were proud of their own criminal prowess and talked freely of it, but they were prouder still of her.

According to them, "Cranberries" planned several robberies which they executed. In their "hold-up" work she acted as a decoy. She would make the acquaintance of a man who seemed to have money and would induce him to walk with her on a certain evening in a retired street. The two men would meet them at the appointed place and proceed to "hold up" the couple in good Western style at the muzzle of a revolver. The gang then met and divided.

"Cranberries'" father is the janitor of the apartments in which they lived. They formerly lived at Duluth. The family has resided at Minneapolis for about a year and a half, and during that time, until within the last six months, the girl has borne a good character among her companions.

Her mother, a woman of quiet refinement, is almost heartbroken over these revelations about her daughter, for so cleverly did the girl carry on her criminal operations—leading, in fact, a double life—that her family and friends never suspected her.

This girl, who is quite young and pretty, is said to possess wonderful nerve and coolness, and evidently she had the criminal instinct from the first. She only wanted an opportunity to put it in practice. Many people in a good class of life possess this criminal disposition, and they fall into evil ways without any special temptation. It is a most dangerous instinct.

Cash Prize and Diploma for Best Essay.

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

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

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

Each essay must be marked with a fictitious name, the real name of the writer being enclosed in a sealed en-

velope and sent in the same package with the essay.

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

Some of the essays entered in the competition will be printed from time to time in the Michigan Tradesman.

The essay to which the prize is awarded will be printed in the issue of May 5.

NATIONAL CASH REGISTER CO.

WANTS COLUMN.

BUSINESS CHANCES.

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

WANT FURNITURE STORE—TO OCCUPY a new room just finished in Carson City, Mich. There is only one furniture dealer here and he is the most prosperous merchant in town, and is located outside business district. My store is the center. It is brick, room is 21x13x9, with vestibule entrance, with fancy tiling and entire plate glass front; sidewalk 14 feet wide, of artificial stone; cement basement, furnace, toilet room and sanitary plumbing; water, sewer, electric lights, heaviest awning; in fact, everything modern; rent, only \$25 a month. Carson has 2,000 population and many good stores, but the country surrounding is developed and more stores can be sustained. Address John A. Gardner, Carson City, Mich. 178

FOR SALE FOR CASH—STOCK GROCERIES and crockery invoicing between \$3,000 and \$3,500; good location; good choice stock. Will sell cheap. Good chance for someone. Address D. Carrier No. 4, Battle Creek, Mich. 177

TO EXCHANGE—58 ACRES ADJOINING thriving village in Gratiot county for merchandise. Address Lock Box 27, Baldwin, Mich. 174

WANTED—IN GRAND LEDGE, MICH., a first-class boot and shoe, clothing, or dry goods firm; a good opening for any of these lines. Store for rent Jan. 15; located in the very best point for trade; size, 22x85 feet, brick. Geo. H. Sheets, Grand Ledge, Mich. 172

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. 164

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

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

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

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

MISCELLANEOUS.

ANY INFORMATION AS TO THE WHERE-abouts of R. W. Bird, who is a printer or newspaper man, will be thankfully received. Address No. 175, care Michigan Tradesman. 175

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

WANTED—SEVERAL MICHIGAN CEN-tral mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

Travelers' Time Tables.

CHICAGO and West Michigan R'y Jan. 1, 1897.

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 and Pentwater.
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 9:55 p.m.

PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car on morning train for Traverse City.
†Every day. Others week days only.
Geo. DeHaven, General Pass. Agent.

DETROIT, Grand Rapids & Western. Jan. 1, 1897.

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

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm

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

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

GRAND Trunk Railway System Detroit and Milwaukee Div.

Eastward.
†No. 14 †No. 16 †No. 18 *No. 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 City 11:30am 8:35pm 7:15am
Ar. Flint 10:05am 7:05pm 5:40am
Ar. Pt. Huron 12:05pm 9:50pm 7:30pm
Ar. Pontiac 10:53am 2:57pm 8:25pm 6:10am
Ar. Detroit 11:50am 3:55pm 9:25pm 8:05am

Westward.
For G'd. Haven and Intermediate Pts. 7:00am
For G'd. Haven and Intermediate Pts. 12:53pm
For G'd. Haven and Intermediate Pts. 5:12pm
†Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:05a.m., 3:22p.m., 10:15p.m.

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

E. H. HUGHES, A. G. P. & T. A.,
Chicago.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

Northern Div. Leave Arrive
Trav. Cy, Petoskey & Mack. ... 7:45am + 5:15pm
Trav. Cy, 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 + 1:55pm
Cincinnati 7:00pm * 7:25am
7:10a.m. train has parlor car to Cincinnati
7:00p.m. train has sleeping car to Cincinnati.

Muskegon Trains.
GOING WEST.
Lv. G'd. Rapids 7:35am +1:00pm +5:40pm
Ar. Muskegon 9:00am 2:10pm 7:05pm

GOING EAST.
Lv. Muskegon 7:10am +11:45am +4:00pm
Ar. G'd. Rapids 9:30am 12:55pm 5:20pm
†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Every Merchant

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

TRADESMAN COMPANY, Grand Rapids

ROOFS AND FLOORS OF TRINIDAD PITCH LAKE ASPHALT

Write for estimates and full information to

Warren Chemical & Manufacturing Co.,

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

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

IN OUR 24 YEARS

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



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

JESS

JESS

PLUG AND FINE CUT

TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS

JESS

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

Strike while the Iron Is Hot

and send us your order for OLD COUNTRY SOAP while you can secure one box free with every order for 10 boxes.



has stood the test of time and is everywhere recognized as one of the leading brands on the market. This offer holds good for a short time only, being subject to withdrawal at any time.

ALLEN B. WRISLEY CO., Chicago.

FURNITURE FACTORY AT Assignee's Sale

On January 28th, 1897, at 3 o'clock p. m., will be exposed at public sale, on the premises of the Mt. Jewett Furniture Co., at Mt. Jewett, Pa., all property belonging to said company, consisting of complete plant (including two acres of land and buildings), well equipped with new and latest improved machinery necessary for the manufacture of furniture, dry kiln, steam heating, blow pipe system and elevator. Also city water for use and for fire protection, and natural gas for fuel. Everything O. K. and all ready to get up steam and start the plant.

This plant is located in the midst of an abundance of hard wood timber. Plenty of good Swede labor can be secured at reasonable rates. Railroad facilities first class.

Full rent replant, which cost about \$17,000, will be sold on the above date to the highest bidder. A chance of a lifetime for the right man or men.

GEO. V. THOMPSON, Assignee.

50 YEARS' EXPERIENCE.



TRADE MARKS, DESIGNS, COPYRIGHTS &c.

Anyone sending a sketch and description may quickly ascertain, free, whether an invention is probably patentable. Communications strictly confidential. Oldest agency for securing patents in America. We have a Washington office. Patents taken through Munn & Co. receive special notice in the

SCIENTIFIC AMERICAN,

beautifully illustrated, largest circulation of any scientific journal, weekly, terms \$3.00 a year; \$1.50 six months. Specimen copies and HANDBOOK ON PATENTS sent free. Address

MUNN & CO.,
361 Broadway, New York.



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.



**Start Right
With the
"New Year"**

By ordering
Your store
Fitted up with



DAYTON MONEY WEIGHT SCALES

WRITE

**THE COMPUTING SCALE CO.,
DAYTON, OHIO.**



**A STORE DO YOU
RUN ONE?**

If so, and you are endeavoring to get along without using our improved Coupon Book System, you are making a most serious mistake. We were the originators of the coupon book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business. Samples free. Correspondence solicited.

**TRADESMAN COMPANY
GRAND RAPIDS, MICH.**